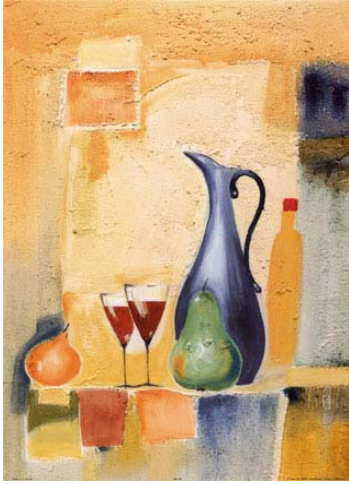


Wine Industry

I N F O R M A T I O N

January 2007



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2007 GRAPE AND WINE HARVEST

The harvest estimate made by viticulturists in the different regions during the second week of January, does not differ from the official end-November harvest estimate. The 2007- harvest is still estimated at a total of 1 335 050 ton, which is approximately 2.8% bigger than the 2006-harvest (page 2).

This is mainly attributed to the absence of abnormal weather conditions during the period, such as abundant wind and rain which can affect the harvest substantially. The widespread rain that did occur on 30 December was very timely and welcome. Because of the moderate weather conditions vines are now healthy and in a generally good condition.

If the heat waves and excessive rains hold off a very good harvest, both quantitative and qualitative, can be expected for South Africa this year.

The latest VinPro production plan statistics for 2006 is now available on the SAWIS website.

Also in this issue – domestic sales of natural wine during November 2006 (page 4), information regarding the price ranges in which wine were sold in bulk during November 2006 (pages 5 to 8), exports of wine and flavoured grape liquor for the period January to December 2006 (page 9), exports per country for the period January to December 2006 (page 10), exports of spirits for the period January to December 2006 (page 11), exports in various containers from January to December 2006 (page 12), exchange rate comparisons (page 13), SAWIS Library – Euromonitor overview (pages 14 and 15), import parity prices (pages 16 to 18) and volume of wine certified during December 2006 (pages 19 and 20).

SAWIS greetings until February

Natalie

A PUBLICATION OF:



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
Web page: www.sawis.co.za



ESTIMATED 2007 GRAPE AND WINE CROP

DISTRICT	GRAPE CROP - TONS						ESTIMATE 21/08/2006	ESTIMATE 24/11/2006	ESTIMATE 10/01/2007
	2000	2001	2002	2003	2004	2005	2006	2007	
ORANGE RIVER	128 285	83 436	173 420	144 697	206 193	161 549	190 170	185 000	187 000
<i>trend (%) on previous year</i>	111.1	65.0	207.8	83.4	142.5	78.3	117.7	97.3	98.3
OLIFANTS RIVER	173 126	159 902	165 603	205 150	178 590	181 445	201 189	207 000	204 000
<i>trend (%) on previous year</i>	93.8	92.4	103.6	123.9	87.1	101.6	110.9	102.9	101.4
MALMESBURY	91 193	80 689	80 026	109 118	103 947	98 663	114 873	117 250	117 250
<i>trend (%) on previous year</i>	111.6	88.5	99.2	136.4	95.3	94.9	116.4	102.1	102.1
LITTLE KAROO	41 458	36 500	42 020	42 301	44 522	37 220	36 954	41 500	41 500
<i>trend (%) on previous year</i>	76.2	88.0	115.1	100.7	105.3	83.6	99.3	112.3	112.3
PAARL	128 018	123 572	105 287	144 833	138 802	138 796	143 651	150 000	150 000
<i>trend (%) on previous year</i>	99.0	96.5	85.2	137.6	95.8	100.0	103.5	104.4	104.4
ROBERTSON	161 055	141 267	165 304	176 440	184 095	158 679	165 208	180 000	180 000
<i>trend (%) on previous year</i>	80.2	87.7	117.0	106.7	104.3	86.2	104.1	109.0	109.0
STELLENBOSCH	105 533	98 514	76 999	114 285	115 276	115 229	128 266	128 300	128 300
<i>trend (%) on previous year</i>	95.1	93.3	78.2	148.4	100.9	100.0	111.3	100.0	100.0
WORCESTER	269 502	253 581	271 216	296 865	340 759	280 051	318 128	326 000	327 000
<i>trend (%) on previous year</i>	90.9	94.1	107.0	109.5	114.8	82.2	113.6	102.5	102.8
TOTAL (INDUSTRY)	1 098 170	977 461	1 079 875	1 233 689	1 312 184	1 171 632	1 298 439	1 335 050	1 335 050
<i>trend (%) on previous year</i>	93.6	89.0	110.5	114.2	106.4	89.3	110.8	102.8	102.8
LITRES PER GROSS TON	762	764	772	775	774	773	762	771	771
WINE PRODUCTION MILLION GROSS LITRES	837.2	746.5	834.2	956.0	1 015.7	905.2	989.9	1 029.7	1 029.7

Based on estimates by the producer cellars (represents about 80% of the total grape harvest) and viticulturists
2007 Yield per ton based on five year average

HARVEST AND SALES ESTIMATES

WINE PRODUCED	Average % alc/vol 2006	Gross litres								Trend 2007/ 2006
		2000	2001	2002	2003	2004	2005	Estimate		
								2006	2007	
Wine		540.2	530.4	567.2	712.7	696.8	628.5	686.2	669.2	97.5
Rebate	11.47	24.8	8.1	26.8	50.5	85.4	82.9	81.8	105.2	128.6
Juice and concentrate for non-alc purposes	10.54	142.3	99.4	115.3	70.7	87.8	64.6	81.4	82.7	101.7
Distilling wine	9.77	129.9	108.5	124.8	122.2	145.8	129.2	140.5	172.5	122.8
Total		837.2	746.5	834.2	956.0	1 015.7	905.2	989.9	1 029.7	104.0

WINE MARKET REQUIREMENT	Gross litres								Trend 2007/ 2006
	2000	2001	2002	2003	2004	2005	Estimate		
							2006	2007	
Producer sales to wholesalers: Wine in bulk	325.6	368.8	395.1	362.9	416.1	419.1	389.5		
Grapes	38.1	50.4	43.9	66.3	67.8	67.5	74.1		
	363.6	419.2	439.0	429.2	483.8	486.6	463.6		
Direct producer sales (packaged wine) and exports	167.0	144.9	145.0	139.9	154.5	148.2	136.7		
Total	530.6	564.1	584.0	569.1	638.3	634.8	600.3	622.6	103.7
Wine imported in bulk by wholesalers*			26.4	41.9		15.4	11.3		
Total wine market requirement	530.6	564.1	610.4	611.0	638.3	650.2	611.6	622.6	101.8

* concentrate component included

WINE PRODUCTION AND SALES	Gross litres								Trend 2007/ 2006
	2000	2001	2002	2003	2004	2005	Estimate		
							2006	2007	
Total wine stock at private and producer cellars on 1 Jan							339.4	404.2	
Wine production	540.2	530.4	567.2	712.7	696.8	628.5	686.2	669.2	97.5
Natural wine and must for sweetening imported by private and producer cellars	-	-	4.6	6.8	2.0	3.7	7.0	2.0	28.4
Minus: Sales	530.6	564.1	584.0	569.1	638.3	634.8	600.3	622.6	103.7
Transfers (previous vintages)	23.5	4.1	4.7	3.2	6.2	5.4	6.2	6.2	100.0
Lees destroyed/shortages	13.1	13.1	15.2	13.3	22.0	17.7	22.0	22.0	100.0
Total wine stock at private and producer cellars on 31 Dec	290.5	242.3	209.3	336.8	363.7	339.4	404.2	424.6	105.0
Total wine stock at producer cellars on 31 Dec	210.6	158.7	130.0	233.8	248.5	221.1	263.3		
Total wine stock at private cellars on 31 Dec	79.9	83.7	79.3	103.0	115.2	118.3	140.9		

DISTILLING WINE MARKET REQUIREMENT	litres @ 10% alc/vol								Trend 2007/ 2006
	2000	2001	2002	2003	2004	2005	Estimate		
							2006	2007	
Ex industry	140.4	114.6	126.1	124.9	149.9	130.33	148.1	168.5	113.8
Ex import (current year)	-	-	23.0	61.0	16.0	24.3	31.1	24.6	79.0
Ex import (previous year)	-	-	-	-	-	30.0	10.0	-	
Ex pool	-	-	15.5	1.5	1.9	1.8	1.8	1.8	100.0
Total	140.4	114.6	164.6	187.4	167.8	186.4	191.0	194.9	102.0
Pool deliveries	11.0	4.2	1.4	1.5	1.9	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	
	NOV 2005	NOV 2006	SEP 2005	SEP 2006	JUN 2005	JUN 2006	DEC 2004	DEC 2005	DEC 2005	NOV 2006
		TREND	NOV 2005	NOV 2006	NOV 2005	NOV 2006	NOV 2005	NOV 2006	TREND	
Wholesalers	15 550 153	18 289 365	42 030 892	48 679 519	82 633 266	91 830 625	164 653 720	173 065 040	105.11	55.57
Cellars	3 213 382	3 438 249	8 277 058	9 451 789	15 779 639	17 016 249	31 062 059	32 960 267	106.11	10.58
Producer Cellars	9 103 107	9 588 566	25 223 532	26 817 730	50 808 850	50 549 814	98 900 629	99 457 298	100.56	31.93
SUB TOTAL	27 866 642	31 316 180	75 531 482	84 949 038	149 221 755	159 396 688	294 616 408	305 482 605	103.69	98.08
Wine component of alc fruit bev	707 531	485 301	1 917 250	1 289 583	3 746 859	2 617 939	7 634 634	5 975 800	78.27	1.92
TOTAL	28 574 173	31 801 481	77 448 732	86 238 621	152 968 614	162 014 627	302 251 042	311 458 405	103.05	100.00

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	
	NOV 2005	NOV 2006	SEP 2005	SEP 2006	JUN 2005	JUN 2006	DEC 2004	DEC 2005	DEC 2005	NOV 2006
		TREND	NOV 2005	NOV 2006	NOV 2005	NOV 2006	NOV 2005	NOV 2006	TREND	
TOTAL	22 935 061	22 836 282	72 991 937	66 058 565	158 318 146	140 105 156	278 828 875	264 368 673	94.81	100.00

DOMESTIC SALES AND EXPORT OF NATURAL WINE

GROSS LITRE

	1 MONTH		3 MONTHS		6 MONTHS		12 MONTHS		MARKET SHARE	
	NOV 2005	NOV 2006	SEP 2005	SEP 2006	JUN 2005	JUN 2006	DEC 2004	DEC 2005	DEC 2005	NOV 2006
		TREND	NOV 2005	NOV 2006	NOV 2005	NOV 2006	NOV 2005	NOV 2006	TREND	
TOTAL	51 509 234	54 637 763	150 440 669	152 297 186	311 286 760	302 119 783	581 079 917	575 827 078	99.10	100.00

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 / ℓ	NOVEMBER 2005		NOVEMBER 2006		JAN - NOV 2006		JAN 05- DEC 05	JAN 04- DEC 04
		LITRES	%	LITRES	%	LITRES	%	%	%
Cabernet Sauvignon	100 - < 200	50	0.0			39 600	0.3	0.0	
	200 - < 300	15 500	1.8	23 180	2.5	361 823	3.1	3.6	0.2
	300 - < 400	367 440	43.2	628 907	66.9	4 868 518	41.1	18.2	4.0
	400 - < 500	88 660	10.4	143 850	15.3	1 325 501	11.2	15.0	6.9
	500 - < 600	64 416	7.6	51 314	5.5	1 512 828	12.8	24.6	21.3
	600 - < 700	119 310	14.0	81 350	8.7	2 225 013	18.8	13.0	23.5
	700 - < 800	89 920	10.6	11 220	1.2	762 882	6.4	13.0	14.5
	800 - < 900					396 269	3.3	6.4	12.2
	900 - < 1000	104 900	12.3			99 645	0.8	3.5	11.8
	> 1000					243 296	2.1	2.7	5.4
	TOTAL ℓ	850 196	100.0	939 821	100.0	11 835 375	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	509.67		391.30		483.26		557.12	687.74
Cabernet Franc	100 - < 200					4 400	1.2		
	200 - < 300					56 260	15.5	15.0	
	300 - < 400			20 000	100.0	146 775	40.6	52.9	6.1
	400 - < 500					100 360	27.7	11.9	17.3
	500 - < 600					4 823	1.3		10.2
	600 - < 700	14 000	100.0			19 400	5.4	15.1	38.8
	700 - < 800					29 820	8.2	5.1	3.9
	800 - < 900								5.0
	900 - < 1000								18.8
		TOTAL ℓ	14 000	100.0	20 000	100.0	361 838	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	650.00		300.00		385.18		384.92	650.08
Ruby Cabernet	200 - < 300	275 900	46.8			1 451 230	24.1	21.3	
	300 - < 400	118 500	20.1	203 820	72.1	1 573 620	26.2	26.8	3.0
	400 - < 500	37 800	6.4	58 400	20.7	1 413 522	23.5	17.3	20.1
	500 - < 600	147 840	25.1	20 403	7.2	1 442 110	24.0	27.4	49.9
	600 - < 700	9 900	1.7			80 950	1.3	6.9	25.5
	700 - < 800							0.0	0.3
	800 - < 900								1.1
	900 - < 1000					54 400	0.9		
	> 1000							0.2	
		TOTAL ℓ	589 940	100.0	282 623	100.0	6 015 832	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	376.45		354.95		392.43		411.45	542.65
Merlot	100 - < 200					2 565	0.0		
	200 - < 300	27 649	2.4	87 150	9.9	497 470	6.1	6.1	0.2
	300 - < 400	494 930	42.7	608 785	69.2	3 761 161	46.4	39.7	2.8
	400 - < 500	233 970	20.2	71 122	8.1	1 143 636	14.1	16.8	19.3
	500 - < 600	121 343	10.5	67 897	7.7	1 194 359	14.7	15.2	32.5
	600 - < 700	81 340	7.0	44 645	5.1	832 307	10.3	5.2	15.3
	700 - < 800	169 880	14.7			321 437	4.0	11.2	13.0
	800 - < 900	29 640	2.6			165 292	2.0	2.4	6.2
	900 - < 1000					182 359	2.3	2.7	9.3
	> 1000					2 643	0.0	0.6	1.4
	TOTAL ℓ	1 158 752	100.0	879 599	100.0	8 103 229	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	458.86		366.42		442.57		470.02	619.63
Shiraz	< 100					10 912	0.1		
	100 - < 200					39 100	0.3		
	200 - < 300	27 649	3.7	56 920	3.1	974 120	6.9	3.3	0.3
	300 - < 400	168 560	22.7	716 124	39.4	4 594 232	32.3	29.5	3.1
	400 - < 500	99 470	13.4	403 529	22.2	2 587 189	18.2	20.5	17.0
	500 - < 600	64 320	8.7	317 371	17.4	1 985 053	14.0	11.5	29.3
	600 - < 700	90 030	12.1	125 214	6.9	1 610 441	11.3	9.6	17.2
	700 - < 800	212 400	28.6			855 782	6.0	10.9	14.6
	800 - < 900	80 600	10.8	199 649	11.0	1 027 317	7.2	9.6	12.5
	900 - < 1000					207 579	1.5	1.9	1.9
> 1000					321 375	2.3	3.1	4.1	
	TOTAL ℓ	743 029	100.0	1 818 807	100.0	14 213 100	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	579.44		465.76		503.20		539.11	635.30

TYPE	PRICE RANGE R / HL OR C / ℓ	NOVEMBER 2005		NOVEMBER 2006		JAN - NOV 2006		JAN 05-DEC 05	JAN 04-DEC 04	
		LITRES	%	LITRES	%	LITRES	%	%	%	
Pinotage	100 - < 200					29 300	0.2			
	200 - < 300			45 760	2.9	1 073 718	6.2	2.3	0.8	
	300 - < 400	561 430	40.3	878 732	55.0	9 191 883	53.3	50.7	20.1	
	400 - < 500	335 158	24.1	533 382	33.4	5 204 702	30.2	24.8	39.8	
	500 - < 600	188 303	13.5	41 740	2.6	1 093 095	6.3	9.6	14.6	
	600 - < 700	279 933	20.1	99 440	6.2	498 039	2.9	8.1	8.9	
	700 - < 800	18 200	1.3			69 878	0.4	1.4	8.5	
	800 - < 900	10 550	0.8					1.7	4.8	
	900 - < 1000							0.5	2.2	
	> 1000					92 049	0.5	0.9	0.3	
	TOTAL ℓ	1 393 574	100.0	1 599 054	100.0	17 252 664	100.0	100.0	100.0	
	AVE PRICE R / HL OR C / ℓ	468.36		380.68		382.70		430.96	510.18	
Pinot Noir	300 - < 400					26 160	82.1		3.8	
	400 - < 500							8.4		
	500 - < 600							14.6	8.5	
	600 - < 700					5 711	17.9	40.8	43.4	
	700 - < 800							29.3		
	> 1000							6.9	44.3	
	TOTAL ℓ					31 871	100.0	100.0	100.0	
	AVE PRICE R / HL OR C / ℓ					427.66		652.16	896.91	
Cinsaut	100 - < 200					63 500	1.1			
	200 - < 300			106 980	35.4	1 438 431	24.9	1.1	1.5	
	300 - < 400	264 995	38.9	107 022	35.4	2 520 278	43.6	54.4	11.0	
	400 - < 500	322 979	47.4	88 350	29.2	1 482 490	25.6	31.5	39.8	
	500 - < 600	93 200	13.7			279 332	4.8	12.6	42.4	
	600 - < 700							0.4	5.3	
		TOTAL ℓ	681 174	100.0	302 352	100.0	5 784 031	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	394.32		343.05		349.79		395.71	482.80	
Other red and blends	< 200	2 500	0.1	130 020	3.6	677 828	1.9	0.1	0.1	
	200 - < 300	852 631	24.4	1 316 408	36.9	9 609 361	26.5	28.9	7.7	
	300 - < 400	734 825	21.1	1 492 035	41.8	16 303 361	45.0	31.6	20.4	
	400 - < 500	1 405 704	40.3	275 109	7.7	5 079 428	14.0	24.2	28.0	
	500 - < 700	183 367	5.3	358 674	10.0	3 996 402	11.0	7.0	38.9	
	> 700	310 400	8.9			589 596	1.6	8.2	4.8	
		TOTAL ℓ	3 489 427	100.0	3 572 246	100.0	36 255 976	100.0	100.0	100.0
		AVE PRICE R / HL OR C / ℓ	404.39		341.02		367.31		391.25	479.36
Chardonnay	< 250							0.4	0.2	
	250 - < 350	12 500	0.7	10 200	0.9	189 640	1.1	1.9	1.5	
	350 - < 450	184 953	9.8	261 654	23.7	2 767 475	16.3	9.4	17.0	
	450 - < 550	1 471 580	78.0	538 476	48.8	11 723 699	69.0	71.1	71.9	
	550 - < 650	188 500	10.0	279 999	25.4	2 202 043	13.0	15.9	7.5	
	> 650	28 000	1.5	13 142	1.2	116 386	0.7	1.3	2.1	
		TOTAL ℓ	1 885 533	100.0	1 103 471	100.0	16 999 243	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	491.95		498.12		493.55		494.22	485.06	
Sauvignon Blanc	< 250			13 000	1.5	23 340	0.2	0.5	1.3	
	250 - < 350	60 830	4.2	5 240	0.6	311 207	3.3	2.5	2.0	
	350 - < 450	217 150	15.0	24 126	2.8	479 755	5.1	8.9	12.5	
	450 - < 550	735 300	50.8	359 658	42.1	4 273 353	45.2	55.6	64.3	
	550 - < 650	407 410	28.1	361 610	42.3	3 621 594	38.3	29.1	14.2	
	> 650	27 250	1.9	90 795	10.6	737 458	7.8	3.4	5.7	
		TOTAL ℓ	1 447 940	100.0	854 429	100.0	9 446 707	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	519.04		557.67		546.71		522.11	497.24	

TYPE	PRICE RANGE R / HL OR C / ℓ	NOVEMBER 2005		NOVEMBER 2006		JAN - NOV 2006		JAN 05-DEC 05	JAN 04-DEC 04
		LITRES	%	LITRES	%	LITRES	%	%	%
Chenin Blanc	150 - < 200					2 200	0.0	0.2	
	200 - < 250	814 303	14.5			593 279	1.2	15.6	26.2
	250 - < 350	3 773 221	67.0	3 093 618	80.7	38 308 644	77.5	63.4	63.5
	> 350	1 043 400	18.5	739 928	19.3	10 533 403	21.3	20.8	10.3
	TOTAL ℓ	5 630 924	100.0	3 833 546	100.0	49 437 526	100.0	100.0	100.0
AVE PRICE R / HL OR C / ℓ	299.46		315.39		316.29		304.43	290.08	
Colombar	150 - < 200							0.3	0.5
	200 - < 250	871 090	30.6	3 500	0.1	430 650	1.8	25.7	44.0
	250 - < 350	1 560 810	54.9	3 745 930	97.7	20 878 905	88.6	68.3	54.5
	> 350	410 350	14.4	84 722	2.2	2 248 549	9.5	5.6	1.1
	TOTAL ℓ	2 842 250	100.0	3 834 152	100.0	23 558 104	100.0	100.0	100.0
AVE PRICE R / HL OR C / ℓ	292.62		279.52		294.83		277.70	264.20	
Riesling	150 - < 200								0.6
	200 - < 250							9.2	23.3
	250 - < 350	148 550	63.5	285 740	90.8	1 946 380	77.4	64.6	74.8
	> 350	85 450	36.5	29 000	9.2	569 266	22.6	26.2	1.3
	TOTAL ℓ	234 000	100.0	314 740	100.0	2 515 646	100.0	100.0	100.0
AVE PRICE R / HL OR C / ℓ	333.31		313.26		322.53		313.12	281.96	
Semillon	150 - < 200					585	0.0		
	200 - < 250					4 500	0.1	0.4	1.8
	250 - < 350	246 450	51.1	217 650	56.5	1 817 620	55.4	51.8	57.9
	> 350	236 280	48.9	167 850	43.5	1 458 669	44.5	47.9	40.3
	TOTAL ℓ	482 730	100.0	385 500	100.0	3 281 374	100.0	100.0	100.0
AVE PRICE R / HL OR C / ℓ	328.35		356.09		341.58		332.64	336.02	
Other white and blends	100 - < 125			12 500	0.1	29 240	0.0	0.0	
	125 - < 150							0.0	0.0
	150 - < 200	10 200	0.1			280 130	0.2	1.0	3.0
	200 - < 250	3 383 383	29.4	674 439	4.5	24 995 790	17.0	45.1	64.8
	250 - < 350	7 770 438	67.6	13 919 107	93.2	112 616 390	76.8	50.1	28.3
	> 350	331 875	2.9	330 072	2.2	8 737 764	6.0	3.8	3.9
	TOTAL ℓ	11 495 896	100.0	14 936 118	100.0	146 659 314	100.0	100.0	100.0
AVE PRICE R / HL OR C / ℓ	263.75		272.87		274.92		254.85	250.99	
Fortified	< 150								1.0
	150 - < 200	9 868	0.6	3 192	0.4	89 733	0.8	1.1	0.9
	200 - < 250					1 970	0.0	0.2	1.8
	250 - < 300					46 990	0.4	5.7	52.4
	300 - < 350	1 624 429	98.9	436 964	48.8	6 026 541	55.4	76.5	33.1
	> 350	7 985	0.5	455 244	50.8	4 703 581	43.3	16.5	10.8
TOTAL ℓ	1 642 282	100.0	895 400	100.0	10 868 815	100.0	100.0	100.0	
AVE PRICE R / HL OR C / ℓ	313.57		346.89		355.40		346.88	317.72	
All Varieties	AVE PRICE R / HL OR C / ℓ	345.26		323.38		339.65		338.35	354.16

AVERAGE PRICES OF WINE SOLD IN BULK

TYPE	R / HL OR C / ℓ						
	JANUARY - DECEMBER						JAN - NOV
	2000	2001	2002	2003	2004	2005	2006
CABERNET SAUVIGNON	794.39	802.07	822.51	798.53	687.74	557.12	483.26
TREND		100.97	102.55	97.08	86.13	81.01	86.74
CABERNET FRANC	719.23	736.48	702.26	736.52	650.08	384.92	385.18
TREND		102.40	95.35	104.88	88.26	59.21	100.07
MERLOT	771.05	766.49	764.74	728.95	619.63	470.02	442.57
TREND		99.41	99.77	95.32	85.00	75.85	94.16
PINOTAGE	764.33	725.92	681.43	635.85	510.18	430.96	382.70
TREND		94.97	93.87	93.31	80.24	84.47	88.80
RUBY CABERNET	591.01	609.38	614.44	617.91	542.65	411.45	392.43
TREND		103.11	100.83	100.56	87.82	75.82	95.38
SHIRAZ	802.80	781.67	748.04	756.52	635.30	539.11	503.20
TREND		97.37	95.70	101.13	83.98	84.86	93.34
CINSAUT	408.51	431.71	484.44	537.18	482.80	395.71	349.79
TREND		105.68	112.21	110.89	89.88	81.96	88.40
PINOT NOIR	707.26	661.06	631.24	740.05	896.91	652.16	427.66
TREND		93.47	95.49	117.24	121.20	72.71	65.58
CHARDONNAY	306.77	327.59	396.06	470.17	485.06	494.22	493.55
TREND		106.79	120.90	118.71	103.17	101.89	99.86
SAUVIGNON BLANC	339.81	316.95	409.20	481.06	497.24	522.11	546.71
TREND		93.27	129.11	117.56	103.36	105.00	104.71
COLOMBAR	145.71	143.17	203.17	273.69	264.20	277.70	294.83
TREND		98.26	141.91	134.71	96.53	105.11	106.17
RIESLING	160.05	151.38	203.81	281.41	281.96	313.12	322.53
TREND		94.58	134.63	138.07	100.20	111.05	103.01
SEMILLON	190.19	199.88	240.91	330.08	336.02	332.64	341.58
TREND		105.09	120.53	137.01	101.80	98.99	102.69
CHENIN BLANC	165.57	157.16	215.27	302.90	290.08	304.43	316.29
TREND		94.92	136.98	140.71	95.77	104.95	103.90
ALL VARIETIES	212.03	229.23	299.36	378.06	354.16	338.35	339.65
TREND		108.11	130.59	126.29	93.68	95.54	100.38
ALL RED VARIETIES	603.56	607.60	624.66	642.56	547.28	440.49	409.74
TREND		100.67	102.81	102.87	85.17	80.49	93.02
ALL WHITE VARIETIES	145.67	155.88	216.25	291.69	287.97	297.57	311.20
TREND		107.01	138.73	134.89	98.72	103.33	104.58

RSA EXPORTS: WINE AND FLAVOURED GRAPE LIQUOR

PRODUCT		DECEMBER			6 MONTHS			12 MONTHS			Litres
		2005	2006	Trend	JUL '05 - DEC'05	JUL '06 - DEC'06	Trend	JAN '05 - DEC'05	JAN '06 - DEC'06	Trend	
Chardonnay	P	688 636	1 369 288	198.84	6 566 360	7 356 363	112.03	13 286 242	14 191 112	106.81	
	B	432 435	293 539	67.88	1 608 056	2 012 358	125.14	3 942 388	3 857 979	97.86	
Sauvignon Blanc	P	745 148	1 132 154	151.94	6 457 376	6 626 105	102.61	12 615 955	12 062 196	95.61	
	B	219 409	219 070	99.85	1 003 990	1 398 924	139.34	2 588 531	2 344 774	90.58	
Chenin Blanc	P	888 939	942 173	105.99	8 281 121	7 286 422	87.99	18 808 844	15 176 800	80.69	
	B	1 155 814	1 541 782	133.39	8 156 140	10 292 863	126.20	16 064 470	19 721 745	122.77	
Other White	P	2 528 399	2 567 769	101.56	22 566 502	17 169 797	76.09	40 384 155	34 205 927	84.70	
	B	1 256 906	686 882	54.65	15 022 271	6 832 584	45.48	21 477 981	14 307 555	66.61	
TOTALS WHITE WINE	P	4 851 122	6 011 384	123.92	43 871 359	38 438 687	87.62	85 095 196	75 636 035	88.88	
	B	3 064 564	2 741 273	89.45	25 790 457	20 536 729	79.63	44 073 370	40 232 053	91.28	
	P+B	7 915 686	8 752 657	110.57	69 661 816	58 975 416	84.66	129 168 566	115 868 088	89.70	
Cabernet Sauvignon	P	596 945	1 130 605	189.40	5 496 380	6 286 358	114.37	11 384 196	12 150 234	106.73	
	B	78 965	265 742	336.53	1 059 225	1 717 102	162.11	2 437 985	2 820 352	115.68	
Shiraz	P	562 107	1 485 711	264.31	4 849 910	6 766 153	139.51	9 682 549	11 106 177	114.70	
	B	83 870	123 010	146.67	775 473	511 430	65.95	1 172 873	1 739 908	148.35	
Pinotage	P	756 450	825 419	109.12	4 970 815	3 945 872	79.38	10 237 582	7 811 755	76.30	
	B	453 909	888 223	195.68	2 926 668	4 282 341	146.32	5 758 733	6 175 199	107.23	
Merlot	P	269 709	587 861	217.96	2 980 219	3 900 635	130.88	5 608 669	7 056 761	125.82	
	B	240 550	410 070	170.47	1 141 858	826 433	72.38	2 005 348	1 485 720	74.09	
Other Red	P	4 446 467	5 183 516	116.58	32 077 376	28 070 527	87.51	59 670 789	55 501 139	93.01	
	B	2 543 072	2 963 972	116.55	15 379 231	16 228 052	105.52	28 727 561	31 210 208	108.64	
TOTALS RED WINE	P	6 631 678	9 213 112	138.93	50 374 700	48 969 545	97.21	96 583 785	93 626 066	96.94	
	B	3 400 366	4 651 017	136.78	21 282 455	23 565 358	110.73	40 102 500	43 431 387	108.30	
	P+B	10 032 044	13 864 129	138.20	71 657 155	72 534 903	101.22	136 686 285	137 057 453	100.27	
Blanc de Noir + Rosé	P	276 002	510 609	185.00	3 889 407	2 841 093	73.05	7 671 051	7 077 905	92.27	
	B	276 060	399 589	144.75	2 584 796	2 965 479	114.73	5 591 297	9 265 667	165.72	
	P+B	552 062	910 198	164.87	6 474 203	5 806 572	89.69	13 262 348	16 343 572	123.23	
TOTALS NATURAL WINE	P	11 758 802	15 735 105	133.82	98 135 466	90 249 325	91.96	189 350 032	176 340 006	93.13	
	B	6 740 990	7 791 879	115.59	49 657 708	47 067 566	94.78	89 767 167	92 929 107	103.52	
	P+B	18 499 792	23 526 984	127.17	147 793 174	137 316 891	92.91	279 117 199	269 269 113	96.47	
Fortified Wine	P	20 841	101 341	486.26	144 863	289 829	200.07	325 967	453 093	139.00	
	B	24 871	0	0.00	48 299	33 454	69.26	81 015	33 454	41.29	
	P+B	45 712	101 341	221.69	193 162	323 283	167.36	406 982	486 547	119.55	
Sparkling wine	P	87 627	168 606	192.41	1 053 710	1 514 914	143.77	1 537 164	2 021 874	131.53	
TOTALS ALL WINE	P	11 867 270	16 005 052	134.87	99 334 039	92 054 068	92.67	191 213 163	178 814 973	93.52	
	B	6 765 861	7 791 879	115.16	49 706 007	47 101 020	94.76	89 848 182	92 962 561	103.47	
	P+B	18 633 131	23 796 931	127.71	149 040 046	139 155 088	93.37	281 061 345	271 777 534	96.70	
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	73	-	480	298	62.08	10 471	6 853	65.45	
TOTALS ALL PRODUCTS	P	11 867 270	16 005 125	134.87	99 334 519	92 054 366	92.67	191 223 634	178 821 826	93.51	
	B	6 765 861	7 791 879	115.16	49 706 007	47 101 020	94.76	89 848 182	92 962 561	103.47	
	P+B	18 633 131	23 797 004	127.71	149 040 526	139 155 386	93.37	281 071 816	271 784 387	96.70	

P=Packaged

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

B=Bulk

RSA WINE EXPORTS PER COUNTRY (BOTTLED AND BULK)

BOTTLED AND BULK NATURAL WINE EXPORTS (LITRES) PER COUNTRY FOR THE PERIOD JANUARY - DECEMBER

COUNTRIES AND COUNTRY GROUPS	200501 - 200512				200601 - 200612				TREND 200601 - 200612 / 200501 - 200512			
	WHITE	RED	BLANC DE NOIR / ROSé	TOTAL	WHITE	RED	BLANC DE NOIR / ROSé	TOTAL	WHITE	RED	BLANC DE NOIR / ROSé	TOTAL
United Kingdom	57 943 843	41 538 921	2 678 962	102 161 726	47 642 237	36 780 476	2 789 571	87 212 284	82	89	104	85
Germany	10 198 916	23 277 476	2 421 113	35 897 505	13 245 519	23 070 277	5 260 383	41 576 179	130	99	217	116
The Netherlands	16 434 809	24 493 575	5 997 024	46 925 408	12 446 498	19 107 734	5 254 847	36 809 079	76	78	88	78
Sweden	9 572 245	10 431 471	5 769	20 009 485	10 352 652	12 770 016	73 701	23 196 369	108	122	1 278	116
Denmark	2 450 167	7 262 075	2 957	9 715 199	3 151 885	8 843 148	13 874	12 008 907	129	122	469	124
Canada	6 126 667	6 414 850	48 623	12 590 140	3 902 520	8 015 183	80 415	11 998 118	64	125	165	95
United States of America	4 231 802	5 650 895	130 901	10 013 598	4 278 948	6 244 139	142 146	10 665 233	101	110	109	107
Belgium	4 110 227	3 611 076	465 357	8 186 660	4 670 349	3 843 991	611 333	9 125 673	114	106	131	111
France	2 383 365	2 237 543	806 516	5 427 424	2 975 998	4 302 326	1 269 799	8 548 123	125	192	157	157
Africa*	1 389 402	1 381 749	40 795	2 811 946	2 466 889	2 817 801	80 704	5 365 394	178	204	198	191
Finland	3 154 477	1 275 988	270	4 430 735	2 340 562	1 393 030	3 123	3 736 715	74	109	1 157	84
Eastern Europe	879 563	1 535 759	24 323	2 439 645	1 175 579	2 211 185	49 918	3 436 682	134	144	205	141
Switzerland	1 125 004	1 379 492	367 468	2 871 964	1 445 964	1 435 852	304 633	3 186 449	129	104	83	111
Far East	967 199	1 265 356	28 868	2 261 423	857 028	1 617 745	35 602	2 510 375	89	128	123	111
Australasia	5 622 499	180 018	29 988	5 832 505	2 040 904	224 503	23 795	2 289 202	36	125	79	39
Africa Islands*	318 021	346 805	179 227	844 053	728 854	687 825	277 493	1 694 172	229	198	155	201
Norway	320 613	2 009 440	140	2 330 193	252 465	1 229 154	72	1 481 691	79	61	51	64
Japan	538 874	853 265	2 007	1 394 146	562 451	778 339	0	1 340 790	104	91	0	96
Middle East	622 234	572 591	15 840	1 210 665	621 579	643 040	22 824	1 287 443	100	112	144	106
Rest of Western Europe	215 956	109 385	1 440	326 781	233 927	188 751	30 664	453 342	108	173	2 129	139
Central America	219 074	157 505	10 049	386 628	200 643	185 062	14 931	400 636	92	117	149	104
South America	78 874	251 676	4 365	334 915	68 118	274 131	3 344	345 593	86	109	77	103
Iceland	104 672	195 750	0	300 422	104 211	212 071	0	316 282	100	108	0	105
Austria	160 665	253 626	351	414 042	102 310	181 676	405	284 391	64	72	115	69
TOTAL	129 168 568	136 686 287	13 262 353	279 117 208	115 868 090	137 057 455	16 343 577	269 269 122	90	100	123	96

BOTTLED NATURAL WINE EXPORTS (LITRES) PER COUNTRY FOR THE PERIOD JANUARY - DECEMBER

COUNTRIES AND COUNTRY GROUPS	200501 - 200512				200601 - 200612				TREND 200601 - 200612 / 200501 - 200512			
	WHITE	RED	BLANC DE NOIR / ROSé	TOTAL	WHITE	RED	BLANC DE NOIR / ROSé	TOTAL	WHITE	RED	BLANC DE NOIR / ROSé	TOTAL
United Kingdom	42 154 771	33 736 604	2 382 215	78 273 590	33 861 270	30 420 157	2 590 329	66 871 756	80	90	109	85
Sweden	9 572 245	10 431 471	5 769	20 009 485	10 352 652	12 770 016	73 701	23 196 369	108	122	1 278	116
The Netherlands	10 470 873	15 182 492	3 020 013	28 673 378	7 714 163	9 683 614	2 583 639	19 981 416	74	64	86	70
Germany	3 607 435	10 516 254	1 603 613	15 727 302	3 516 879	9 884 564	890 381	14 291 824	97	94	56	91
United States of America	4 231 802	5 650 895	130 901	10 013 598	3 943 588	5 498 249	142 146	9 583 983	93	97	109	96
Denmark	1 585 547	4 969 285	2 957	6 557 789	1 922 205	6 466 385	13 874	8 402 464	121	130	469	128
Canada	2 731 929	3 738 105	48 623	6 518 657	2 628 185	4 361 272	80 415	7 069 872	96	117	165	108
Africa*	1 389 402	1 381 749	40 795	2 811 946	2 466 889	2 817 801	80 704	5 365 394	178	204	198	191
Belgium	2 366 811	1 959 252	222 008	4 548 071	2 337 540	2 281 530	245 339	4 864 409	99	116	111	107
Eastern Europe	853 823	1 390 613	24 323	2 268 759	1 151 579	1 970 068	49 918	3 171 565	135	142	205	140
Finland	2 435 755	1 113 638	270	3 549 663	1 738 632	1 207 660	3 123	2 949 415	71	108	1 157	83
Far East	967 199	1 193 496	28 868	2 189 563	833 028	1 430 485	24 122	2 287 635	86	120	84	104
Middle East	622 234	572 591	15 840	1 210 665	621 579	643 040	22 824	1 287 443	100	112	144	106
Norway	320 613	1 676 600	140	1 997 353	252 465	1 009 547	72	1 262 084	79	60	51	63
Africa Islands*	169 571	175 705	83 547	428 823	515 224	468 195	177 323	1 160 742	304	266	212	271
Japan	373 874	853 265	2 007	1 229 146	354 991	757 839	0	1 112 830	95	89	0	91
Switzerland	328 186	708 556	7 668	1 044 410	469 869	555 345	45 293	1 070 507	143	78	591	102
Australasia	98 739	180 018	29 988	308 745	192 534	224 503	23 795	440 832	195	125	79	143
France	178 088	185 256	5 306	368 650	222 096	206 847	7 268	436 211	125	112	137	118
Central America	219 074	157 505	10 049	386 628	200 643	185 062	14 931	400 636	92	117	149	104
South America	78 874	251 676	4 365	334 915	68 118	274 131	3 344	345 593	86	109	77	103
Iceland	104 672	195 750	0	300 422	104 211	212 071	0	316 282	100	108	0	105
Austria	160 665	253 626	351	414 042	54 090	181 676	405	236 171	34	72	115	57
Rest of Western Europe	73 616	109 385	1 440	184 441	113 607	116 011	4 964	234 582	154	106	345	127
TOTAL	85 095 198	96 583 787	7 671 056	189 350 041	75 636 037	93 626 068	7 077 910	176 340 015	89	97	92	93

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

COUNTRIES AND COUNTRY GROUPS	200501 - 200512				200601 - 200612				TREND 200601 - 200612 / 200501 - 200512			
	WHITE	RED	BLANC DE NOIR / ROSé	TOTAL	WHITE	RED	BLANC DE NOIR / ROSé	TOTAL	WHITE	RED	BLANC DE NOIR / ROSé	TOTAL
Germany	6 591 481	12 761 222	817 500	20 170 203	9 728 640	13 185 713	4 370 002	27 284 355	148	103	535	135
United Kingdom	15 789 072	7 802 317	296 747	23 888 136	13 780 967	6 360 319	199 242	20 340 528	87	82	67	85
The Netherlands	5 963 936	9 311 083	2 977 011	18 252 030	4 732 335	9 424 120	2 671 208	16 827 663	79	101	90	92
France	2 205 277	2 052 287	801 210	5 058 774	2 753 902	4 095 479	1 262 531	8 111 912	125	200	158	160
Canada	3 394 738	2 676 745	0	6 071 483	1 274 335	3 653 911	0	4 928 246	38	137	0	81
Belgium	1 743 416	1 651 824	243 349	3 638 589	2 332 809	1 562 461	365 994	4 261 264	134	95	150	117
Denmark	864 620	2 292 790	0	3 157 410	1 229 680	2 376 763	0	3 606 443	142	104	0	114
Switzerland	796 818	670 936	359 800	1 827 554	976 095	880 507	259 340	2 115 942	122	131	72	116
Australasia	5 523 760	0	0	5 523 760	1 848 370	0	0	1 848 370	33	0	0	33
United States of America	0	0	0	0	335 360	745 890	0	1 081 250	0	0	0	0
Finland	718 722	162 350	0	881 072	601 930	185 370	0	787 300	84	114	0	89
Africa Islands	148 450	171 100	95 680	415 230	213 630	219 630	100 170	533 430	144	128	105	128
Eastern Europe	25 740	145 146	0	170 886	24 000	241 117	0	265 117	93	166	0	155
Japan	165 000	0	0	165 000	207 460	20 500	0	227 960	126	0	0	138
Far East	0	71 860	0	71 860	24 000	187 260	11 480	222 740	0	261	0	310
Norway	0	332 840	0	332 840	0	219 607	0	219 607	0	66	0	66
Rest of Western Europe	142 340	0	0	142 340	120 320	72 740	25 700	218 760	85	0	0	154
Austria	0	0	0	0	48 220	0	0	48 220	0	0	0	0
TOTAL	44 073 370	40 102 500	5 591 297	89 767 167	40 232 053	43 431 387	9 265 667	92 929 107	91	108	166	104

*Includes packaged exports to all African countries and surrounding islands as from 1 July 2006

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

RSA EXPORTS: SPIRITS

PRODUCT		Litres								
		DECEMBER			6 MONTHS			12 MONTHS		
		2005	2006	Trend	JUL '05 - DEC'05	JUL '06 - DEC'06	Trend	JAN '05 - DEC'05	JAN '06 - DEC'06	Trend
Brandy	P	9 171	9 257	100.94	61 385	100 422	163.59	131 542	165 699	125.97
	B	14 700	350	2.38	30 700	50 150	163.36	84 500	121 214	143.45
Grape-, Cane- Unspecified spirit	P	594	149	25.08	4 755	3 398	71.46	4 980	3 758	75.46
	B	0	0	-	0	0	-	0	0	-
Spirit aperitif, Spirit cooler, Bitters	P	680	198	29.12	5 504	7 208	130.96	10 760	19 464	180.89
	B	0	0	-	0	0	-	0	0	-
Whisky	P	0	3 825	-	10 203	17 637	172.86	17 628	24 591	139.50
	B	0	0	-	0	0	-	0	0	-
Vodka	P	2 040	26 694	1308.53	15 770	86 199	546.60	22 833	138 552	606.81
	B	0	0	-	0	35 100	-	0	169 938	-
Rum	P	0	720	-	2 925	1 260	43.08	3 636	2 772	76.24
	B	0	0	-	0	0	-	0	0	-
Gin	P	104	8 865	8524.04	10 355	55 569	536.64	10 805	61 994	573.75
	B	0	0	-	0	0	-	0	0	-
Liqueur, Vermouth, Aperitif	P	209 962	355 422	169.28	5 213 089	3 080 500	59.09	6 515 288	4 713 815	72.35
	B	0	0	-	0	0	-	0	0	-
TOTALS SPIRITS	P	222 551	405 130	182.04	5 323 986	3 352 193	62.96	6 717 472	5 130 645	76.38
	B	14 700	350	2.38	30 700	85 250	277.69	84 500	291 152	344.56
	P+B	237 251	405 480	170.91	5 354 686	3 437 443	64.20	6 801 972	5 421 797	79.71

P=Packaged

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

B=Bulk

WINE EXPORTED IN UNDERMENTIONED CONTAINERS JANUARY TO DECEMBER 2006

COUNTRY AND COUNTRY GROUPS	GLASS					TOTAL GLASS	BAG-IN-BOX			TOTAL BAG-IN-BOX	TETRA PACKS	TOTAL LITRE
	< 0.750 ℓ	0.750 ℓ	1 ℓ	1.5 ℓ	> 1.5 ℓ		2 ℓ	3 ℓ	5 ℓ		1 ℓ	
United Kingdom	1 274 173	55 877 713	403 818	3 482	58	57 559 244	78 734	9 511 374	400	9 590 508		67 149 752
Sweden	64 583	5 248 773	5 679	14 720	27	5 333 782		17 974 668		17 974 668		23 308 450
The Netherlands	50 656	19 069 112	3 930	2 397	65	19 126 160	337 824	717 984	55 120	1 110 928		20 237 088
Germany	23 990	13 670 271	478 017	18 890	5 005	14 196 173		74 208	83 100	157 308		14 353 481
U.S.A.	13 286	9 564 996		125 970	489	9 704 741		48 141	120	48 261		9 753 002
Denmark	6 175	5 843 732		9 033	22	5 858 962		2 555 046	360	2 555 406		8 414 368
Canada	1 673	6 374 284	189	812 532	114	7 188 792		3 420		3 420	19 800	7 212 012
Africa*	235 279	3 592 187	73 134	42 102	11 760	3 954 462	111 584	80 028	1 860 595	2 052 207	26 820	6 033 489
Belgium	37 238	4 487 570	178 800	25 985	1 061	4 730 654		188 844	79 140	267 984		4 998 638
Eastern Europe	821	3 033 342		390	360	3 034 913		178 248	25 600	203 848		3 238 761
Finland	12 306	1 920 240			40 860	1 973 406	12 384	1 021 320		1 033 704		3 007 110
Far East	19 002	1 787 290	6 300	65 070	259 200	2 136 862	56 694	88 224	37 775	182 693	1 592	2 321 147
Africa Islands*	37 989	1 074 412	40 929	24 969	116 520	1 294 819	1 488	15 792	87 500	104 780		1 399 599
Middle East	14 003	823 919	32 940	8	624	871 494	17 520	67 716	376 080	461 316		1 332 810
Norway	7 501	483 372				490 873		772 248		772 248		1 263 121
Japan	15 088	1 161 140		18		1 176 246		17 448		17 448		1 193 694
Switzerland	2 492	1 070 291		1 262		1 074 045		13 638		13 638		1 087 683
Central America	335	431 697	12 060			444 092		9 576	12 400	21 976		466 068
Australasia	225	455 967			18	456 210			740	740		456 950
France	494	427 140		180		427 814		10 800		10 800		438 614
South America	1 925	337 195	1 800			340 920		8 232		8 232		349 152
Iceland	427	94 248				94 675		221 832		221 832		316 507
Rest of Western Europe	11 983	188 568	13 050	98		213 699		32 100		32 100		245 799
Austria	59	237 650		38		237 747						237 747
TOTAL	1 831 703	137 255 109	1 250 646	1 147 144	436 183	141 920 785	616 228	33 610 887	2 618 930	36 846 045	48 212	178 815 042
AS % OF TOTAL	1.02	76.76	0.70	0.64	0.24	79.37	0.34	18.80	1.46	20.61	0.03	100.00

TYPE OF CONTAINER PER COUNTRY AND COUNTRY GROUP AS % OF TOTAL

COUNTRY AND COUNTRY GROUPS	GLASS					TOTAL GLASS	BAG-IN-BOX			TOTAL BAG-IN-BOX	TETRA PACKS	TOTAL LITRE
	< 0.750 ℓ	0.750 ℓ	1 ℓ	1.5 ℓ	> 1.5 ℓ		2 ℓ	3 ℓ	5 ℓ		1 ℓ	
United Kingdom	69.56	40.71	32.29	0.30	0.01	40.56	12.78	28.30	0.02	26.03		37.55
Sweden	3.53	3.82	0.45	1.28	0.01	3.76		53.48		48.78		13.03
The Netherlands	2.77	13.89	0.31	0.21	0.01	13.48	54.82	2.14	2.10	3.02		11.32
Germany	1.31	9.96	38.22	1.65	1.15	10.00		0.22	3.17	0.43		8.03
U.S.A.	0.73	6.97		10.98	0.11	6.84		0.14		0.13		5.45
Denmark	0.34	4.26		0.79	0.01	4.13		7.60	0.01	6.94		4.71
Canada	0.09	4.64	0.02	70.83	0.03	5.07		0.01		0.01	41.07	4.03
Africa*	12.84	2.62	5.85	3.67	2.70	2.79	18.11	0.24	71.04	5.57	55.63	3.37
Belgium	2.03	3.27	14.30	2.27	0.24	3.33		0.56	3.02	0.73		2.80
Eastern Europe	0.04	2.21		0.03	0.08	2.14		0.53	0.98	0.55		1.81
Finland	0.67	1.40			9.37	1.39	2.01	3.04		2.81		1.68
Far East	1.04	1.30	0.50	5.67	59.42	1.51	9.20	0.26	1.44	0.50	3.30	1.30
Africa Islands*	2.07	0.78	3.27	2.18	26.71	0.91	0.24	0.05	3.34	0.28		0.78
Middle East	0.76	0.60	2.63		0.14	0.61	2.84	0.20	14.36	1.25		0.75
Norway	0.41	0.35				0.35		2.30		2.10		0.71
Japan	0.82	0.85				0.83		0.05		0.05		0.67
Switzerland	0.14	0.78		0.11		0.76		0.04		0.04		0.61
Central America	0.02	0.31	0.96			0.31		0.03	0.47	0.06		0.26
Australasia	0.01	0.33				0.32			0.03			0.26
France	0.03	0.31		0.02		0.30		0.03		0.03		0.25
South America	0.11	0.25	0.14			0.24		0.02		0.02		0.20
Iceland	0.02	0.07				0.07		0.66		0.60		0.18
Rest of Western Europe	0.65	0.14	1.04	0.01		0.15		0.10		0.09		0.14
Austria		0.17				0.17						0.13
TOTAL	100	100	100	100	100	100	100	100	100	100	100	100

*Includes packaged exports to all African countries and surrounding islands as from 1 July 2006

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

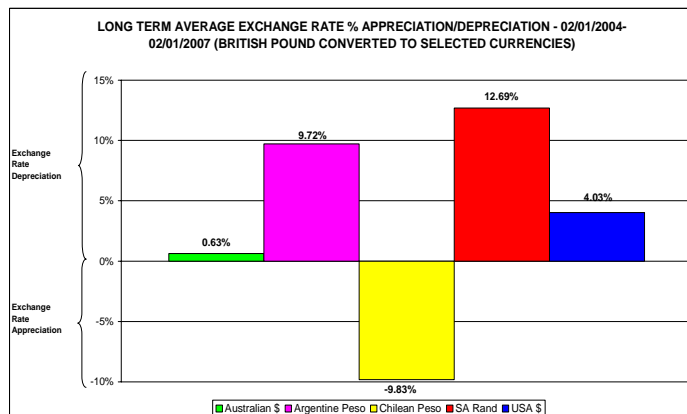
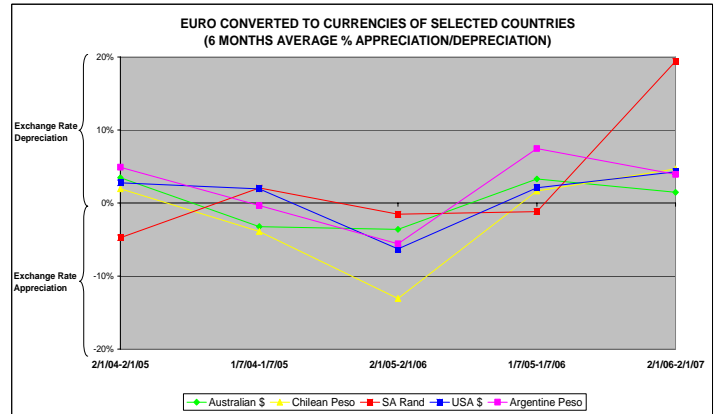
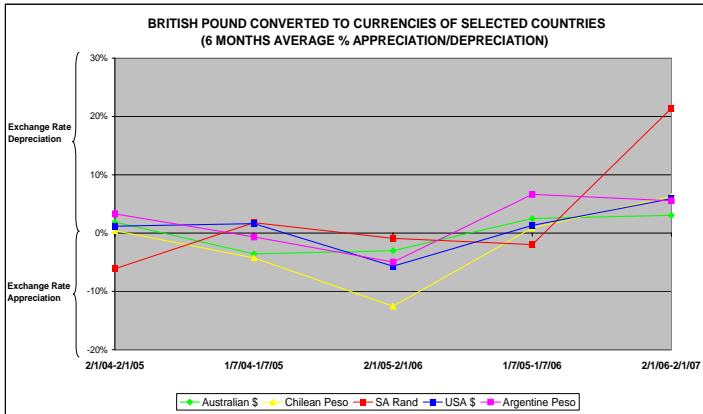
EXCHANGE RATES – SELECTED COUNTRIES

COMPARATIVE EXCHANGE RATES OF SELECTED COUNTRIES (Average rate during period)

	Australian \$	Ave % movement	Argentine Peso	Ave % movement	Chilean Peso	Ave % movement	SA Rand	Ave % movement	USA \$	Ave % movement
2/1/04-1/7/04										
1 USA\$	1.35456		2.92559		623.71621		6.69352		1.00000	
1 Pound	2.46779		5.33245		1136.45066		12.19735		1.82257	
1 Euro	1.66109		3.59048		764.89151		8.21887		1.22718	
1/7/04-2/1/05		2/1/04-2/1/05		2/1/04-2/1/05		2/1/04-2/1/05		2/1/04-2/1/05		2/1/04-2/1/05
1 USA\$	1.36470	0.75%	2.97844	1.81%	619.40435	-0.69%	6.21785	-7.11%	1.00000	0.00%
1 Pound	2.51433	1.89%	5.50786	3.29%	1141.20140	0.42%	11.45097	-6.12%	1.84386	1.17%
1 Euro	1.71862	3.46%	3.76682	4.91%	779.95202	1.97%	7.82958	-4.74%	1.26109	2.76%
2/1/05-1/7/05		1/7/04-1/7/05		1/7/04-1/7/05		1/7/04-1/7/05		1/7/04-1/7/05		1/7/04-1/7/05
1 USA\$	1.29407	-5.18%	2.91935	-1.98%	583.03552	-5.87%	6.22545	0.12%	1.00000	0.00%
1 Pound	2.42450	-3.57%	5.47121	-0.67%	1092.58945	-4.26%	11.65627	1.79%	1.87392	1.63%
1 Euro	1.66321	-3.22%	3.75379	-0.35%	749.53551	-3.90%	7.99039	2.05%	1.28556	1.94%
1/7/05-2/1/06		2/1/05-2/1/06		2/1/05-2/1/06		2/1/05-2/1/06		2/1/05-2/1/06		2/1/05-2/1/06
1 USA\$	1.33087	2.84%	2.94240	0.79%	540.6653	-7.27%	6.53764	5.01%	1.00000	0.00%
1 Pound	2.35131	-3.02%	5.19900	-4.98%	955.50622	-12.55%	11.55089	-0.90%	1.76715	-5.70%
1 Euro	1.60312	-3.61%	3.54448	-5.58%	651.55525	-13.07%	7.8679	-1.53%	1.20486	-6.28%
2/1/06-1/7/06		1/7/05-1/7/06		1/7/05-1/7/06		1/7/05-1/7/06		1/7/05-1/7/06		1/7/05-1/7/06
1 USA\$	1.34658	1.18%	3.09685	5.25%	538.31955	-0.43%	6.31977	-3.33%	1.00000	0.00%
1 Pound	2.40995	2.49%	5.54335	6.62%	964.08838	0.90%	11.32347	-1.97%	1.79034	1.31%
1 Euro	1.65596	3.30%	3.80898	7.46%	662.41941	1.67%	7.77569	-1.17%	1.23015	2.10%
1/7/06-2/1/07		2/1/06-2/1/07		2/1/06-2/1/07		2/1/06-2/1/07		2/1/06-2/1/07		2/1/06-2/1/07
1 USA\$	1.31021	-2.70%	3.08606	-0.35%	540.65940	0.43%	7.25111	14.74%	1.00000	0.00%
1 Pound	2.48335	3.05%	5.85078	5.55%	1024.74717	6.29%	13.74547	21.39%	1.89600	5.90%
1 Euro	1.68028	1.47%	3.95842	3.92%	693.42925	4.68%	9.28316	19.39%	1.28276	4.28%
2/1/04-2/1/07		2/1/04-2/1/07		2/1/04-2/1/07		2/1/04-2/1/07		2/1/04-2/1/07		2/1/04-2/1/07
1 USA\$		-3.27%		5.49%		-13.32%		8.33%		0.00%
1 Pound		0.63%		9.72%		-9.83%		12.69%		4.03%
1 Euro		1.16%		10.25%		-9.34%		12.95%		4.53%

NOTE: A negative average % movement indicates that the exchange rate of the country concerned appreciated against the USA\$, Pound or Euro, the reverse applies to a positive average % movement.

SOURCE: www.oanda.com



EUROMONITOR DATABASE

Euromonitor Database: Integrated Market Information System (IMIS Drinks)

About IMIS

IMIS is the strategic information tool that the world's leading manufacturers, retailers and suppliers rely on to understand consumer markets and support business decisions. Three of several applications supported by IMIS are as follows:

- Strategic planning
- New product development and brand management
- Competition analysis

System content: Alcoholic drinks; Hot drinks; Soft drinks

Geographic coverage: 51 countries worldwide

IMIS Content

IMIS offers integrated access to statistics, market reports and company profiles.

Global statistical database is a rapid and insightful guide to market performance trends

- Market volume and value sales
- Company shares
- Brand shares
- Pricing data and packaging data
- Distribution channel sales
- Forecasts

Global and national market analysis offers in-depth analysis of key market drivers

- State of the market: key findings and industry news
- Operating environment: economic, social, demographic and legislative trends
- Regional and sector market performance analysis
- Product innovations
- Company strategies and shares
- Future outlook

Company profiles give detailed assessments of the strengths, weaknesses, strategies and market positions of the leading international players.

Unique features of IMIS

Internationally comparable market measurements - IMIS provides uniquely standardised market research for all countries

Tools to aid analysis - You can analyse statistics to create brand new datasets customised to match specific research needs

Integrated delivery platform - It is easy to navigate from statistics to the supporting analysis, allowing you to understand market performance trends and the factors driving change

Global research network - Euromonitor International has a network of 600 researchers carrying out primary and secondary research

Example...

Integrated Market Information System for SAWIS
by Euromonitor International

Search report title or full text

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Market sizes • historic • total volume • mn litres

Buttons key see chart for this row company data brand data distribution off-trade v on-trade pricing
 urban v rural trade statistics

	Original order	1997	1998	1999	2000	2001	2002	2003	2004	2005
Wine										
<input type="checkbox"/>	World	24,279.0	24,318.9	24,165.8	24,267.8	24,355.4	24,597.1	25,086.7	25,304.8	25,724.4
<input type="checkbox"/>	Italy	3,494.1	3,406.7	3,288.5	3,272.2	3,145.6	2,984.2	2,974.4	2,926.9	2,917.8
<input type="checkbox"/>	France	2,926.6	2,938.5	2,956.8	2,825.7	2,752.6	2,691.9	2,647.8	2,588.2	2,532.0
<input type="checkbox"/>	USA	1,909.4	1,951.9	2,025.5	2,048.5	2,066.0	2,180.4	2,291.7	2,365.1	2,431.2
<input type="checkbox"/>	Germany	1,996.8	2,003.1	2,048.8	2,111.9	2,163.1	2,146.7	2,183.4	2,186.1	2,224.2
<input type="checkbox"/>	China	1,110.9	1,203.7	1,300.8	1,415.6	1,542.0	1,648.9	1,760.9	1,888.1	2,021.7
<input type="checkbox"/>	United Kingdom	903.9	945.9	992.1	1,029.6	1,099.4	1,171.6	1,224.5	1,266.4	1,322.7
<input type="checkbox"/>	Spain	1,351.0	1,397.1	1,371.0	1,324.4	1,306.9	1,300.9	1,289.3	1,290.3	1,294.4
<input type="checkbox"/>	Russia	886.5	906.1	645.2	722.1	793.9	862.8	941.4	1,025.1	1,108.5
<input type="checkbox"/>	Argentina	1,379.9	1,326.3	1,308.1	1,284.0	1,234.6	1,220.8	1,243.4	1,117.6	1,097.0
<input type="checkbox"/>	Japan	1,411.2	1,416.7	1,369.2	1,294.6	1,234.6	1,209.0	1,190.7	1,084.6	1,023.1
<input type="checkbox"/>	Portugal	500.3	497.8	494.4	485.7	476.9	478.8	488.0	499.0	512.0
<input type="checkbox"/>	Australia	345.1	362.3	370.5	388.7	397.6	409.2	427.3	445.5	461.0
<input type="checkbox"/>	Netherlands	259.0	271.3	288.1	308.1	324.8	342.2	359.3	382.1	400.0
<input type="checkbox"/>	Brazil	292.4	293.0	326.1	347.3	342.4	338.0	325.3	338.9	366.6

Integrated Market Information System for SAWIS
by Euromonitor International

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Brand data (by local brand name) • total volume • % breakdown

Buttons key see chart for this row

	Original order	Company name (NBO)	2000	2001	2002	2003	2004
Wine							
World							
<input type="checkbox"/>	Franzia	Wine Group Inc, The	-	-	-	0.8	0.8
<input type="checkbox"/>	Martini	Bacardi & Co Ltd	-	-	-	0.6	0.6
<input type="checkbox"/>	Carlo Rossi	E & J Gallo Winery	-	-	-	0.5	0.5
<input type="checkbox"/>	Valle di Cembra	Cantina La Vis e Valle di Cembra Scarl	-	-	-	0.4	0.4
<input type="checkbox"/>	Tavernello	CAVIRO - Cooperative Agricole Viti-Frutticolteri Italiani Riuniti Organizzati scarl	-	-	-	0.4	0.4
<input type="checkbox"/>	Concha y Toro	Viña Concha y Toro SA	-	-	-	0.5	0.4
<input type="checkbox"/>	Almadén	Constellation Brands Inc	-	-	-	0.4	0.4
<input type="checkbox"/>	JP Chenet	Grands Chais de France SA, Les	-	-	-	0.3	0.4
<input type="checkbox"/>	Toro	Fe Co Vita Coop Ltda	-	-	-	0.4	0.4
<input type="checkbox"/>	Twin Valley	E & J Gallo Winery	-	-	-	0.3	0.3
<input type="checkbox"/>	Pico de Oro	Bodegas y Viñedos	-	-	-	0.4	0.3

For further information, please contact **Sharon Williams**; SAWIS Information Centre Manager, at sharon@sawis.co.za or (021) 8075739

IMPORT PARITY PRICES – GUIDELINES

Wine spirit	6/12/2006
Average SA price - R/Litre AA (Distilling wine)¹	R 9.28
Plus: Distilling cost and distilling loss	R 5.00
TOTAL - R/Litre AA	R 14.28
Imported price	
Exchange rate plus 3 months forward cover: ZAR/USA\$	7.2220
Average world price in \$/Litre AA - C&F CPT ²	\$0.99
World price in Rand	R 7.50
Plus: Customs duty ³	R 3.20
Transport cost from Table Bay for delivery in the Western Cape	R 0.14
Clearing cost*	R 0.18
Reprocessing to claim SA origin**	R 1.80
TOTAL - R/Litre AA	R 12.82

¹ Average SA price R0.93 at 10% alcohol strength (this price is valid for 2006)

² C&F - Cost and Freight on Table Bay

³ 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		6/12/2006
Average SA juice price - R/Liter @ 17.4°B		R 1.30
Conversion to concentrate (litre @10% A/V)		
Conversion factor ¹		5.8
Price per litre converted to concentrate		R 7.54
Concentrating cost		R 4.00
Total		R 11.54
Overhead fees (0.06 X R11.54) ²		R 0.69
Price per litre		R 12.23
6% Profit on Price per litre (0.06 x R 12.23) ³		R 0.73
		R 12.96
Transport cost		R 0.60
TOTAL - R/L		R 13.56
Import price		
Exchange rate plus 3 months forward cover: ZAR/USA\$		7.2220
Average world price - \$/Ton-C&F CPT		\$995
Insurance		\$12
Customs Duty 5% of Free On Board value (0.05 x \$995)		\$50
Transport cost and clearing cost* from Table Bay for delivery in Western Cape		\$50
Total world price - \$/Ton		\$1,107
World price per ton in Rand		R 8 660
Conversion to R per Litre @ 740 L/Ton		R 11.70
TOTAL - R/L		R 11.70

¹ Conversion factor - 5.8 litre juice at 17.4° Balling gives 1 litre concentrate at 68° Balling

² Overhead costs -Admin costs, quality assurance and marketer cost

³ 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	6/12/2006	6/12/2006
Average SA price of B-wine¹- R/L	R 3.11	R 3.11
Imported wine price²		
Exchange rate plus 3 months forward cover: ZAR/USA\$	7.2220	7.2220
Average world price in \$/L - Free On Board ³	\$0.225	\$0.270
Shipping and Insurance	\$0.190	\$0.190
Landed price	\$0.42	\$0.46
Price in Rand	R 3.00	R 3.20
Plus customs duty 25% of Free on Board value (0.25 x R3.00) (0.25 x R3.20)	R 0.75	R 0.80
Transport costs and clearing cost* from Table Bay for delivery in Western Cape	R 0.38	R 0.38
TOTAL - R/L	R 4.13	R 4.38

¹ B-Wine Standard White wine

² Wine from Argentina

³ FOB - Free on Board. Seller quotes till on ship

* 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)

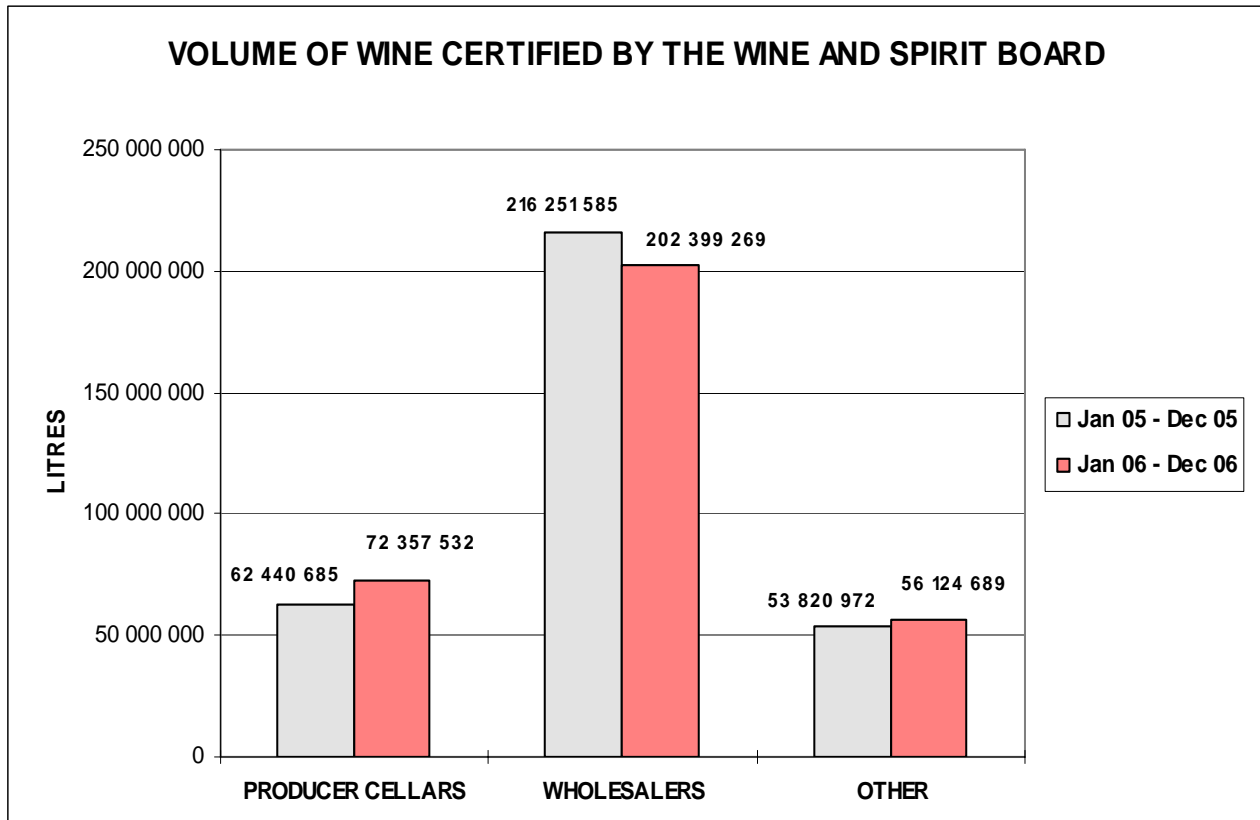
Bank guaranteed credit letters.

VOLUME OF WINE CERTIFIED (LITRES)

	1 MONTH			3 MONTHS			6 MONTHS			12 MONTHS		
	Dec-05	Dec-06	Trend	Oct-05	Oct-06	Trend	Jul-05	Jul-06	Trend	Jan-05	Jan-06	Trend
	Dec-05	Dec-06		Dec-05	Dec-06		Dec-05	Dec-06		Dec-05	Dec-06	
PRODUCER CELLARS												
Estate Wine	0	0		0	0		0	0		0	0	
Wine of Origin	1 657 200	4 507 088	272	7 705 574	12 332 947	160	17 683 556	22 627 085	128	36 030 851	39 845 500	111
Geographical Unit Wine	1 706 096	1 870 702	110	6 187 670	8 374 018	135	14 081 896	16 589 750	118	26 409 834	32 512 032	123
SUB TOTAL	3 363 296	6 377 790	190	13 893 244	20 706 965	149	31 765 452	39 216 835	123	62 440 685	72 357 532	116
WHOLESALEERS												
Estate Wine	0	0		0	0		0	0		0	0	
Wine of Origin	1 509 381	1 634 363	108	6 980 132	7 126 249	102	15 636 103	15 862 718	101	28 549 883	30 881 762	108
Geographical Unit Wine	10 123 177	14 525 651	143	43 150 608	42 191 238	98	93 935 155	86 421 218	92	187 701 702	171 517 507	91
SUB TOTAL	11 632 558	16 160 014	139	50 130 740	49 317 487	98	109 571 258	102 283 936	93	216 251 585	202 399 269	94
OTHER												
Estate Wine	382 881	596 789	156	1 839 531	2 064 759	112	4 227 060	4 082 435	97	7 909 603	8 140 595	103
Wine of Origin	2 141 796	3 057 558	143	7 955 753	9 578 374	120	16 633 337	18 246 421	110	30 967 830	32 865 635	106
Geographical Unit Wine	1 134 563	1 431 855	126	3 598 001	4 268 502	119	8 515 463	8 089 052	95	14 943 539	15 118 459	101
SUB TOTAL	3 659 240	5 086 202	139	13 393 285	15 911 635	119	29 375 860	30 417 908	104	53 820 972	56 124 689	104
TOTAL	18 655 094	27 624 006	148	77 417 269	85 936 087	111	170 712 570	171 918 679	101	332 513 242	330 881 490	100

	1 MONTH			3 MONTHS			6 MONTHS			12 MONTHS		
	Dec-05	Dec-06	Trend	Oct-05	Oct-06	Trend	Jul-05	Jul-06	Trend	Jan-05	Jan-06	Trend
	Dec-05	Dec-06		Dec-05	Dec-06		Dec-05	Dec-06		Dec-05	Dec-06	
CERTIFIED BULK EXPORTS												
(included in above figures)	5 439 961	8 768 431	161	22 505 109	26 836 224	119	50 643 911	52 437 256	104	100 187 868	105 247 607	105

*The total volume of wine certified in the 2005 calendar year made up 52.9% of the 2005 wine production (44.1%-2004,38.5%-2003,43.7%-2002,39.1%-2001)



INDUSTRY INFORMATION COMMITTEE MEMBERS

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

Francois Malan - CEWPA
 Jaco Potgieter - SALBA
 Jacques Jordaan - SALBA
 Su Birch - WOSA
 Pierre Loubser - CEWPA
 Chris Albertyn - SALBA
 Pierre Blake - OWB

VOLUME OF WINE CERTIFIED (LITRES) OVERVIEW

The total amount of wine certified almost tripled from 1996 to 2006. The category "Geographical Unit Wine" displayed the strongest growth and also represented the largest share (66.2%) of the total in 2006. The wholesalers are the grouping, which showed the strongest growth during the overview period, but a decrease of 6.4% from 2005 to 2006. Estate wine decreased by 35.5% from 2000 to 2005, but showed an increase of 2.9% from 2005 to 2006.

	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	% Change 2006/1996
Producer Cellars												
Estate Wine	0	0	0	0	0	0	0	0	0	0	0	
Wine of Origin	24 975 998	26 489 205	26 856 733	29 317 424	38 052 069	32 888 944	37 470 813	30 888 044	36 628 362	36 015 947	39 845 500	59.5
Geographical Unit Wine	3 900 961	6 030 902	7 502 929	6 441 368	10 667 208	15 300 005	15 883 680	20 308 705	22 515 627	26 407 538	32 512 032	733.4
Sub Total	28 876 959	32 520 107	34 359 662	35 758 792	48 719 277	48 188 949	53 354 493	51 196 749	59 143 989	62 423 485	72 357 532	150.6
Wholesalers												
Estate Wine	0	0	0	0	0	0	0	0	0	0	0	
Wine of Origin	38 026 534	29 490 527	26 362 442	25 119 296	25 984 838	34 231 763	31 697 811	26 488 154	23 627 119	28 517 282	30 881 762	-18.8
Geographical Unit Wine	16 407 917	28 201 008	32 525 039	44 559 219	58 766 906	87 154 248	121 610 537	148 215 602	176 294 488	187 724 332	171 517 507	945.3
Sub Total	54 434 451	57 691 535	58 887 481	69 678 515	84 751 744	121 386 011	153 308 348	174 703 756	199 921 607	216 241 614	202 399 269	271.8
Other												
Estate Wine	13 164 739	13 793 609	11 316 380	11 133 808	12 278 798	11 755 706	11 446 085	10 237 928	9 746 030	7 912 707	8 140 595	-38.2
Wine of Origin	13 345 152	16 062 534	17 159 150	19 219 309	21 695 374	23 115 968	23 430 068	25 109 115	28 011 566	30 989 483	32 865 635	146.3
Geographical Unit Wine	2 260 698	3 778 436	6 428 593	10 510 076	13 476 900	3 190 871	5 858 452	9 752 347	10 603 202	14 936 675	15 118 459	568.8
Sub Total	28 770 589	33 634 579	34 904 123	40 863 193	47 451 072	38 062 545	40 734 605	45 099 390	48 360 798	53 838 865	56 124 689	95.1
Total Estate	13 164 739	13 793 609	11 316 380	11 133 808	12 278 798	11 755 706	11 446 085	10 237 928	9 746 030	7 912 707	8 140 595	-38.2
Total Wine of Origin	76 347 684	72 042 266	70 378 325	73 656 029	85 732 281	90 236 675	92 598 692	82 485 313	88 267 047	95 522 712	103 592 897	35.7
Total Geographical Unit Wine	22 569 576	38 010 346	46 456 561	61 510 663	82 911 014	105 645 124	143 352 669	178 276 654	209 413 317	229 068 545	219 147 998	871.0
Total Wine Certified	112 081 999	123 846 221	128 151 266	146 300 500	180 922 093	207 637 505	247 397 446	270 999 895	307 426 394	332 503 964	330 881 490	195.2

Volume of Wine Certified (Litres)

