

Wine Industry

I N F O R M A T I O N

March 2007



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2007 GRAPE AND WINE HARVEST AND SALES

The 2007 wine grape harvest is estimated at 1 300 950 tons according to the industry's (producer cellars and viticulturists) estimate of 9 March 2007 (page 2). This is about 0.7% higher than the February 2007 estimate and still about 0,05% smaller than the 2006 harvest. It is expected that the 2007 wine harvest, including juice and concentrate for non-alcoholic purposes, rebate and distilling wine, will amount to 1 003 million litres at an average recovery of 771 litres per ton of grapes (page 3). Please note that the figures for 2006 have been finalized as to reflect the correct figures as determined during the reconciliation process.

The most important reason(s) for the higher estimate is that all the districts (except Orange River) have again estimated their harvest to be higher than the February estimate, due to their collections being better than expected. The late cultivars (which is mainly red cultivars) that is being harvested now, looks promising and was also not affected by the earlier heat wave. In the Orange River the harvest is even lighter than expected, with especially the Sultana harvest being much lighter than initially anticipated. A last (positive) reason for the better harvest is the good prevailing weather conditions, with welcome widespread showers occurring over the weekend of the 3rd and 4th of March over the whole of the Western Cape and the cool weather that were experienced over the greatest part of the season.

Also in this issue – domestic sales of natural wine during January 2007 (page 4), exports of wine and flavoured grape liquor for the period February 2007 (page 5), exports per country for the period February 2007 (page 6), information regarding the price ranges in which wine were sold in bulk for the period January 2007 (pages 7 to 10), packaged wine information for the period January to December 2006 (pages 11 to 19) and volume of wine certified during February 2007 (page 20).

SAWIS greetings until April
Natalie

A PUBLICATION OF:



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SA WINE COUNCIL

ESTIMATED 2007 GRAPE AND WINE CROP

DISTRICT	GRAPE CROP - TONS							ESTIMATE 24/11/2006	ESTIMATE 10/01/2007	ESTIMATE 09/02/2007	ESTIMATE 09/03/2007
	2000	2001	2002	2003	2004	2005	2006	2007*			
ORANGE RIVER	128 285	83 436	173 420	144 697	206 193	161 549	192 369	185 000	187 000	165 000	158 430
<i>trend (%) on previous year</i>	111.1	65.0	207.8	83.4	142.5	78.3	119.1	96.2	97.2	85.8	82.4
OLIFANTS RIVER	173 126	159 902	165 603	205 150	178 590	181 445	198 618	207 000	204 000	199 177	200 800
<i>trend (%) on previous year</i>	93.8	92.4	103.6	123.9	87.1	101.6	109.5	104.2	102.7	100.3	101.1
MALMESBURY	91 193	80 689	80 026	109 118	103 947	98 663	118 076	117 250	117 250	111 388	112 575
<i>trend (%) on previous year</i>	111.6	88.5	99.2	136.4	95.3	94.9	119.7	99.3	99.3	94.3	95.3
LITTLE KAROO	41 458	36 500	42 020	42 301	44 522	37 220	37 051	41 500	41 500	40 575	42 130
<i>trend (%) on previous year</i>	76.2	88.0	115.1	100.7	105.3	83.6	99.5	112.0	112.0	109.5	113.7
PAARL	128 018	123 572	105 287	144 833	138 802	138 796	145 937	150 000	150 000	147 000	149 400
<i>trend (%) on previous year</i>	99.0	96.5	85.2	137.6	95.8	100.0	105.1	102.8	102.8	100.7	102.4
ROBERTSON	161 055	141 267	165 304	176 440	184 095	158 679	166 782	180 000	180 000	178 425	181 730
<i>trend (%) on previous year</i>	80.2	87.7	117.0	106.7	104.3	86.2	105.1	107.9	107.9	107.0	109.0
STELLENBOSCH	105 533	98 514	76 999	114 285	115 276	115 229	122 742	128 300	128 300	121 550	121 850
<i>trend (%) on previous year</i>	95.1	93.3	78.2	148.4	100.9	100.0	106.5	104.5	104.5	99.0	99.3
WORCESTER	269 502	253 581	271 216	296 865	340 759	280 051	320 004	326 000	327 000	328 500	334 035
<i>trend (%) on previous year</i>	90.9	94.1	107.0	109.5	114.8	82.2	114.3	101.9	102.2	102.7	104.4
TOTAL (INDUSTRY)	1 098 170	977 461	1 079 875	1 233 689	1 312 184	1 171 632	1 301 579	1 335 050	1 335 050	1 291 615	1 300 950
<i>trend (%) on previous year</i>	93.6	89.0	110.5	114.2	106.4	89.3	111.1	102.6	102.6	99.2	100.0
LITRES PER GROSS TON	762	764	772	775	774	773	778	771	771	771	771
WINE PRODUCTION MILLION GROSS LITRES	837.2	746.5	834.2	956.0	1 015.7	905.2	1 013.0	1 029.7	1 029.7	996.2	1 003.4

* Based on estimates by the producer cellars (represents about 80% of the total grape harvest) and viticulturists

HARVEST AND SALES ESTIMATES

WINE PRODUCED	Average % alc/vol 2006	Gross litres								Trend	
		2000	2001	2002	2003	2004	2005	2006	Estimate 2007	2007/ 2006	
Wine		540.2	530.4	567.2	712.7	696.8	628.5	709.7	642.3	90.5	
Rebate	11.48	24.8	8.1	26.8	50.5	85.4	82.9	82.1	114.7	139.6	
Juice and concentrate for non-alc purposes	10.61	142.3	99.4	115.3	70.7	87.8	64.6	73.2	69.9	95.5	
Distilling wine	10.00	129.9	108.5	124.8	122.2	145.8	129.2	147.9	176.5	119.3	
Total		837.2	746.5	834.2	956.0	1 015.7	905.2	1 013.0	1 003.4	99.1	

WINE MARKET REQUIREMENT	Gross litres								Trend	
	2000	2001	2002	2003	2004	2005	2006	Estimate 2007	2007/ 2006	
Producer sales to wholesalers: Wine in bulk	325.6	368.8	395.1	362.9	416.1	419.1	405.5			
Grapes	38.1	50.4	43.9	66.3	67.8	67.5	71.8			
	363.6	419.2	439.0	429.2	483.8	486.6	477.3			
Direct producer sales (packaged wine) and exports	167.0	144.9	145.0	139.9	154.5	148.2	155.4			
Total	530.6	564.1	584.0	569.1	638.3	634.8	632.7	655.6	103.6	
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	644.0	655.6	101.8	

* concentrate component included

WINE PRODUCTION AND SALES	Gross litres								Trend	
	2000	2001	2002	2003	2004	2005	2006	Estimate 2007	2007/ 2006	
Total wine stock at private and producer cellars on 1 Jan								403.1		
Wine production	540.2	530.4	567.2	712.7	696.8	628.5	709.7	642.3	90.5	
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	632.7	655.6	103.6	
Transfers (previous vintages)	23.5	4.1	4.7	3.2	6.2	5.4	3.6	6.2	172.7	
Lees destroyed/shortages	13.1	13.1	15.2	13.3	22.0	17.7	18.2	22.0	120.6	
Total wine stock at private and producer cellars on 31 Dec	290.5	242.3	209.3	336.8	363.7	339.4	403.1	363.5	90.2	
Total wine stock at producer cellars on 31 Dec	210.6	158.7	130.0	233.8	248.5	221.1	278.4			
Total wine stock at private cellars on 31 Dec	79.9	83.7	79.3	103.0	115.2	118.3	124.6			

DISTILLING WINE MARKET REQUIREMENT	litres @ 10% alc/vol								Trend	
	2000	2001	2002	2003	2004	2005	2006	Estimate 2007	2007/ 2006	
Ex industry	140.4	114.6	126.1	124.9	149.9	130.33	148.1	176.5	119.2	
Ex import (current year)	-	-	23.0	61.0	16.0	24.3	31.1	20.6	66.2	
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	198.9	104.1	
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		
	JAN 2006	JAN 2007	NOV 2005	JAN 2006	NOV 2006	TREND	AUG 2005	JAN 2006	AUG 2006	JAN 2007	TREND	FEB 2005	JAN 2006	FEB 2006	JAN 2007	FEB 2006	JAN 2007
		TREND															
Wholesalers	11 439 943	12 482 657	44 386 330	50 622 509	114.05		85 362 327	97 143 921	113.80			165 045 276	176 651 512	107.03		56.22	
Cellars	2 405 401	2 550 755	8 769 669	9 095 042	103.71		16 271 699	17 698 000	108.77			30 938 823	33 060 773	106.86		10.52	
Producer Cellars	7 221 237	7 399 534	25 980 527	25 910 791	99.73		50 856 821	51 694 530	101.65			100 404 227	98 902 103	98.50		31.48	
SUB TOTAL	21 066 581	22 432 946	79 136 526	85 628 342	108.20		152 490 847	166 536 451	109.21			296 388 326	308 614 388	104.13		98.22	
Wine component of alc fruit bev	427 506	286 214	2 072 868	1 478 109	71.31		3 880 605	2 740 948	70.63			7 177 582	5 603 271	78.07		1.78	
TOTAL	21 494 087	22 719 160	81 209 394	87 106 451	107.26		156 371 452	169 277 399	108.25			303 565 908	314 217 659	103.51		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		
	JAN 2006	JAN 2007	NOV 2005	JAN 2006	NOV 2006	TREND	AUG 2005	JAN 2006	AUG 2006	JAN 2007	TREND	FEB 2005	JAN 2006	FEB 2006	JAN 2007	FEB 2006	JAN 2007
		TREND															
TOTAL	16 544 871	19 685 576	57 979 723	65 991 882	113.82		133 466 342	133 088 544	99.72			281 459 106	272 271 506	96.74		100.00	

DOMESTIC SALES AND EXPORT OF NATURAL WINE

GROSS LITRE

	1 MONTH		3 MONTHS				6 MONTHS				12 MONTHS				MARKET SHARE		
	JAN 2006	JAN 2007	NOV 2005	JAN 2006	NOV 2006	TREND	AUG 2005	JAN 2006	AUG 2006	JAN 2007	TREND	FEB 2005	JAN 2006	FEB 2006	JAN 2007	FEB 2006	JAN 2007
		TREND															
TOTAL	38 038 958	42 404 736	139 189 117	153 098 333	109.99		289 837 794	302 365 943	104.32			585 025 014	586 489 165	100.25		100.00	

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

RSA EXPORTS: WINE AND FLAVOURED GRAPE LIQUOR

Litres

PRODUCT		FEBRUARY			6 MONTHS			12 MONTHS		
		2006	2007	Trend	SEP '05 - FEB'06	SEP '06 - FEB'07	Trend	MAR '05 - FEB'06	MAR '06 - FEB'07	Trend
Chardonnay	P	661 435	1 218 004	184.15	5 303 000	7 327 415	138.17	12 877 014	15 248 344	118.42
	B	148 320	122 620	82.67	1 535 494	1 858 187	121.02	3 792 996	4 099 000	108.07
Sauvignon Blanc	P	364 127	885 824	243.27	4 335 222	5 666 109	130.70	12 095 043	12 914 323	106.77
	B	124 315	144 828	116.50	1 012 389	1 086 439	107.31	2 637 919	2 290 393	86.83
Chenin Blanc	P	768 822	1 071 003	139.30	6 001 702	6 291 712	104.83	18 057 503	15 652 780	86.68
	B	960 410	1 675 659	174.47	7 011 326	9 651 568	137.66	16 372 455	21 055 335	128.60
Other White	P	2 703 900	2 155 059	79.70	19 507 874	15 354 986	78.71	40 470 560	33 608 133	83.04
	B	901 751	898 753	99.67	10 400 106	5 685 012	54.66	21 807 597	14 222 682	65.22
TOTALS WHITE WINE	P	4 498 284	5 329 890	118.49	35 147 798	34 640 222	98.56	83 500 120	77 423 580	92.72
	B	2 134 796	2 841 860	133.12	19 959 315	18 281 206	91.59	44 610 967	41 667 410	93.40
	P+B	6 633 080	8 171 750	123.20	55 107 113	52 921 428	96.03	128 111 087	119 090 990	92.96
Cabernet Sauvignon	P	832 560	1 154 673	138.69	5 124 298	6 465 912	126.18	11 290 838	12 866 990	113.96
	B	217 630	368 829	169.48	672 265	1 931 776	287.35	2 439 755	3 346 674	137.17
Shiraz	P	564 929	1 199 342	212.30	4 228 457	7 054 820	166.84	9 487 798	12 349 968	130.17
	B	24 100	24 940	103.49	774 303	487 540	62.97	1 732 523	1 214 438	70.10
Pinotage	P	800 235	753 480	94.16	4 369 645	4 138 622	94.71	10 304 949	8 098 649	78.59
	B	436 638	486 476	111.41	2 432 056	4 024 592	165.48	5 679 221	6 877 495	121.10
Merlot	P	336 056	500 364	148.89	2 314 996	3 461 820	149.54	5 477 019	7 467 941	136.35
	B	0	25 880	-	1 146 925	943 533	82.27	2 072 215	1 532 253	73.94
Other Red	P	3 800 451	4 643 335	122.18	29 605 757	27 581 116	93.16	60 359 824	55 223 682	91.49
	B	2 350 555	3 197 778	136.04	15 020 289	17 305 761	115.22	30 285 318	32 157 770	106.18
TOTALS RED WINE	P	6 334 231	8 251 194	130.26	45 643 153	48 702 290	106.70	96 920 428	96 007 230	99.06
	B	3 028 923	4 103 903	135.49	20 045 838	24 693 202	123.18	42 209 032	45 128 630	106.92
	P+B	9 363 154	12 355 097	131.95	65 688 991	73 395 492	111.73	139 129 460	141 135 860	101.44
Blanc de Noir + Rosé	P	221 570	502 190	226.65	1 912 870	2 323 289	121.46	7 689 265	7 516 473	97.75
	B	317 320	150 340	47.38	1 862 740	1 706 428	91.61	5 976 097	9 137 113	152.89
	P+B	538 890	652 530	121.09	3 775 610	4 029 717	106.73	13 665 362	16 653 586	121.87
TOTALS NATURAL WINE	P	11 054 085	14 083 274	127.40	82 703 821	85 665 801	103.58	188 109 813	180 947 283	96.19
	B	5 481 039	7 096 103	129.47	41 867 893	44 680 836	106.72	92 796 096	95 933 153	103.38
	P+B	16 535 124	21 179 377	128.09	124 571 714	130 346 637	104.64	280 905 909	276 880 436	98.57
Fortified Wine	P	28 304	36 242	128.05	154 910	302 007	194.96	301 544	470 909	156.17
	B	0	0	-	24 871	9 800	39.40	81 015	33 454	41.29
	P+B	28 304	36 242	128.05	179 781	311 807	173.44	382 559	504 363	131.84
Sparkling wine	P	58 964	128 056	217.18	841 297	1 289 871	153.32	1 520 700	2 075 231	136.47
TOTALS ALL WINE	P	11 141 353	14 247 572	127.88	83 700 028	87 257 679	104.25	189 932 057	183 493 423	96.61
	B	5 481 039	7 096 103	129.47	41 892 764	44 690 636	106.68	92 877 111	95 966 607	103.33
	P+B	16 622 392	21 343 675	128.40	125 592 792	131 948 315	105.06	282 809 168	279 460 030	98.82
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	225	0	0.00	225	12 313	5472.44	10 696	18 868	176.40
TOTALS ALL PRODUCTS	P	11 141 578	14 247 572	127.88	83 700 253	87 269 992	104.26	189 942 753	183 512 291	96.61
	B	5 481 039	7 096 103	129.47	41 892 764	44 690 636	106.68	92 877 111	95 966 607	103.33
	P+B	16 622 617	21 343 675	128.40	125 593 017	131 960 628	105.07	282 819 864	279 478 898	98.82

P=Packaged

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

B=Bulk

RSA WINE EXPORTS PER COUNTRY (PACKAGED AND BULK)

PACKAGED AND BULK NATURAL WINE EXPORTS (LITRES) PER COUNTRY FOR THE PERIOD MARCH - FEBRUARY

COUNTRY	200503 - 200602				200603 - 200702				Trend 200603 - 200702 / 200503 - 200602			
	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL
UNITED KINGDOM	53 577 718	38 755 058	2 518 816	94 851 592	46 111 374	34 667 619	3 184 438	83 963 431	86	89	126	89
GERMANY	10 239 883	23 962 625	2 679 619	36 882 127	15 084 690	26 172 977	5 218 029	46 475 696	147	109	195	126
THE NETHERLANDS	16 537 413	24 809 283	6 193 318	47 540 014	12 005 253	18 410 502	5 115 879	35 531 634	73	74	83	75
SWEDEN	9 688 855	10 501 755	5 769	20 196 379	10 434 484	13 326 658	74 151	23 835 293	108	127	1 285	118
DENMARK	2 519 229	7 429 328	3 722	9 952 279	3 086 390	9 179 123	13 811	12 279 324	123	124	371	123
CANADA	6 058 323	7 422 316	57 893	13 538 532	3 611 293	7 523 398	78 399	11 213 090	60	101	135	83
U.S.A.	4 360 384	5 785 300	140 567	10 286 251	4 455 610	6 380 696	146 160	10 982 466	102	110	104	107
BELGIUM	4 128 267	3 543 785	469 051	8 141 103	4 809 148	4 097 021	657 817	9 563 986	116	116	140	117
FRANCE	2 510 271	2 694 473	879 606	6 084 350	3 026 128	4 090 097	1 198 777	8 315 002	121	152	136	137
REPUBLIC OF IRELAND	2 690 366	2 287 206	30 744	5 008 316	2 874 553	2 463 965	39 686	5 378 204	107	108	129	107
FINLAND	2 877 061	1 152 106	288	4 029 455	2 338 285	1 430 051	3 105	3 771 441	81	124	1 078	94
SWITZERLAND	1 087 048	1 321 366	342 127	2 750 541	1 588 869	1 499 451	359 098	3 447 418	146	113	105	125
NEW ZEALAND	5 532 913	55 692	3 123	5 591 728	1 828 689	6 638	2 160	1 837 487	33	12	69	33
KENYA	727 186	777 821	21 132	1 526 139	937 191	874 677	22 932	1 834 800	129	112	109	120
NORWAY	328 172	1 858 659	140	2 186 971	288 195	1 314 134	72	1 602 401	88	71	51	73
JAPAN	549 284	853 674	1 980	1 404 938	480 311	857 382	0	1 337 693	87	100	0	95
RUSSIA	213 560	396 038	2 160	611 758	463 674	834 426	5 895	1 303 995	217	211	273	213
MAURITIUS *	195 086	209 532	98 937	503 555	485 316	407 643	182 049	1 075 008	249	195	184	213
LATVIA	259 451	436 911	1 562	697 924	392 801	652 935	1 350	1 047 086	151	149	86	150
TANZANIA	541 813	379 330	10 364	931 507	532 024	380 485	8 739	921 248	98	100	84	99
UNITED ARAB EMIRATES	403 443	344 967	11 727	760 137	366 342	321 355	18 233	705 930	91	93	155	93
POLAND	113 864	425 846	16 785	556 495	161 691	513 430	25 874	700 995	142	121	154	126
NIGERIA *	14 108	35 100	450	49 658	104 942	543 573	2 678	651 193	744	1 549	595	1 311
CHINA	46 424	191 300	0	237 724	89 450	523 192	12 830	625 472	193	273	0	263
AUSTRALIA	127 206	174 846	29 741	331 793	169 577	157 288	18 831	345 696	133	90	63	104
OTHER COUNTRIES	2 783 759	3 325 144	145 741	6 254 644	3 364 710	4 507 143	262 593	8 134 446	121	136	180	130
Total	128 111 087	139 129 461	13 665 362	280 905 910	119 090 990	141 135 859	16 653 586	276 880 435	93	101	122	99

PACKAGED NATURAL WINE EXPORTS (LITRES) PER COUNTRY FOR THE PERIOD MARCH - FEBRUARY

COUNTRY	200503 - 200602				200603 - 200702				Trend 200603 - 200702 / 200503 - 200602			
	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL
UNITED KINGDOM	37 568 423	30 688 555	2 222 969	70 479 947	32 252 822	28 373 744	2 984 343	63 610 909	86	92	134	90
SWEDEN	9 688 855	10 501 755	5 769	20 196 379	10 434 484	13 326 658	74 151	23 835 293	108	127	1 285	118
THE NETHERLANDS	10 460 738	14 990 683	3 097 967	28 549 388	7 619 290	9 974 333	2 525 521	20 119 144	73	67	82	70
GERMANY	3 491 198	11 157 270	1 638 479	16 286 947	3 654 857	9 950 955	877 544	14 483 356	105	89	54	89
U.S.A.	4 360 384	5 785 300	140 567	10 286 251	4 420 550	5 634 806	146 160	9 901 216	94	97	104	96
DENMARK	1 530 219	5 017 170	3 722	6 551 111	2 003 300	6 826 564	13 811	8 843 675	131	136	371	135
CANADA	2 816 772	3 927 641	57 893	6 802 306	2 553 638	4 369 597	78 399	7 001 634	91	111	135	103
REPUBLIC OF IRELAND	2 690 366	2 287 206	30 744	5 008 316	2 827 263	2 463 965	39 686	5 330 914	105	108	129	106
BELGIUM	2 385 124	2 015 989	225 702	4 626 815	2 378 967	2 314 380	266 163	4 959 510	100	115	118	107
FINLAND	2 133 819	973 686	288	3 107 793	1 760 255	1 260 751	3 105	3 024 111	82	129	1 078	97
KENYA	727 186	777 821	21 132	1 526 139	937 191	874 677	22 932	1 834 800	129	112	109	120
NORWAY	328 172	1 858 299	140	1 876 611	288 195	1 044 367	72	1 332 634	88	67	51	71
SWITZERLAND	313 010	626 500	6 867	946 377	543 595	642 054	75 398	1 261 047	174	102	1 098	133
RUSSIA	213 560	396 038	2 160	611 758	439 674	761 587	5 895	1 207 156	206	192	273	197
JAPAN	390 224	853 674	1 980	1 245 878	338 911	636 882	0	1 175 793	87	98	0	94
LATVIA	259 451	436 911	1 562	697 924	392 801	652 935	1 350	1 047 086	151	149	86	150
TANZANIA	541 813	379 330	10 364	931 507	532 024	380 485	8 739	921 248	98	100	84	99
UNITED ARAB EMIRATES	403 443	344 967	11 727	760 137	366 342	321 355	18 233	705 930	91	93	155	93
NIGERIA *	14 108	35 100	450	49 658	104 942	543 573	2 678	651 193	744	1 549	595	1 311
POLAND	113 864	354 700	16 785	485 349	161 691	416 860	25 874	604 425	142	118	154	125
MAURITIUS *	44 406	32 192	8 087	84 685	241 016	186 233	78 099	505 348	543	579	966	597
FRANCE	200 784	210 420	5 306	416 510	251 096	204 368	9 086	464 550	125	97	171	112
SOUTH KOREA	510 090	56 278	495	566 863	337 511	43 972	0	381 483	66	78	0	67
CHINA	46 424	143 480	0	189 904	65 450	311 012	1 350	377 812	141	217	0	199
AUSTRALIA	127 206	174 846	29 741	331 793	146 047	157 288	18 831	322 166	115	90	63	97
OTHER COUNTRIES	2 140 481	3 204 618	148 369	5 493 468	2 671 968	4 133 829	239 053	7 044 850	125	129	161	128
Total	83 500 120	96 920 429	7 689 265	188 109 814	77 423 580	96 007 230	7 516 473	180 947 283	93	99	98	96

BULK NATURAL WINE EXPORTS (LITRES) PER COUNTRY FOR THE PERIOD MARCH - FEBRUARY

COUNTRY	200503 - 200602				200603 - 200702				Trend 200603 - 200702 / 200503 - 200602			
	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL
GERMANY	6 748 685	12 805 355	1 041 140	20 595 180	11 429 833	16 222 022	4 340 485	31 992 340	169	127	417	155
UNITED KINGDOM	16 009 295	8 066 503	295 847	24 371 645	13 858 552	6 293 875	200 095	20 352 522	87	78	68	84
THE NETHERLANDS	6 076 676	9 818 600	3 095 351	18 990 627	4 385 963	8 436 170	2 590 358	15 412 491	72	86	84	81
FRANCE	2 309 487	2 484 053	874 300	5 667 840	2 775 032	3 885 729	1 189 691	7 850 452	120	156	136	139
BELGIUM	1 743 143	1 527 796	243 349	3 514 288	2 430 181	1 782 641	391 654	4 604 476	139	117	161	131
CANADA	3 241 551	3 494 675	0	6 736 226	1 057 655	3 153 801	0	4 211 456	33	90	0	63
DENMARK	989 010	2 412 158	0	3 401 168	1 083 090	2 352 559	0	3 435 649	110	98	0	101
SWITZERLAND	774 038	694 866	335 260	1 804 164	1 045 274	857 397	283 700	2 186 371	135	123	85	121
NEW ZEALAND	5 523 760	0	0	5 523 760	1 824 840	0	0	1 824 840	33	0	0	33
U.S.A.	0	0	0	0	335 360	745 890	0	1 081 250	0	0	0	0
FINLAND	743 242	178 420	0	921 662	578 030	169 300	0	747 330	78	95	0	81
MAURITIUS	150 680	177 340	90 850	418 870	244 300	221 410	103 950	569 660	162	125	114	136
ITALY	142 340	0	0	142 340	192 440	72 740	25 700	290 880	135	0	0	204
NORWAY	0	310 360	0	310 360	0	269 767	0	269 767	0	87	0	87
CHINA	0	47 820	0	47 820	24 000	212 180	11 480	247 660	0	444	0	518
INDIA	0	71 800	0	71 800	94 420	119 200	0	213 620	0	166	0	298
JAPAN	159 060	0	0	159 060	141 400	20 500	0	161 900	89	0	0	102
CZECH REPUBLIC	0	48 140	0	48 140	24 000	120 040	0	144 040	0	249	0	299
RUSSIA	0	0	0	0	24 000	72 839	0	96 839	0	0	0	0
POLAND	0	71 146	0	71 146	0	96 570	0	96 570	0	136	0	136
AUSTRIA	0	0	0	0	48 220	0	0	48 220	0	0	0	0
REPUBLIC OF IRELAND	0	0	0	0	47 290	0	0	47 290	0	0	0	0
TAIWAN	0	0	0	0	0	24 000	0	24 000	0	0	0	0
AUSTRALIA	0	0	0	0	23 530	0	0	23 530	0	0	0	0
OTHER COUNTRIES	0	0	0	0	0	0	0	0	0	0	0	0
Total	44 610 967	42 209 032	5 976 097	92 796 096	41 667 410	45 128 630	9 137 113	95 933 153	93	107	153	103

*As from 1 July 2006 all packaged exports to previously exempted African countries and surrounding islands are reflected in full.
SOURCE: DEPARTMENT OF AGRICULTURE,

PRICE RANGES IN WHICH WINE WERE SOLD IN BULK

TYPE	PRICE RANGE R / HL OR C / ℓ	JANUARY 2006		JANUARY 2007		JAN 06- DEC 06	JAN 05- DEC 05	
		LITRES	%	LITRES	%	%	%	
Cabernet Sauvignon	100 - < 200			11 550	1.0	0.3	0.0	
	200 - < 300			122 758	10.4	2.8	3.6	
	300 - < 400	448 787	30.8	653 916	55.4	43.5	18.2	
	400 - < 500	266 500	18.3	212 850	18.0	10.4	15.0	
	500 - < 600	464 900	31.9	1 800	0.2	13.4	24.6	
	600 - < 700	25 000	1.7	86 440	7.3	17.7	13.0	
	700 - < 800	130 990	9.0	91 270	7.7	6.0	13.0	
	800 - < 900	66 360	4.5			3.1	6.4	
	900 - < 1000	56 282	3.9			0.8	3.5	
	> 1000					2.0	2.7	
	TOTAL ℓ	1 458 819	100.0	1 180 584	100.0	100.0	100.0	
	AVE PRICE R / HL OR C / ℓ	503.04		385.16		476.23	557.12	
Cabernet Franc	100 - < 200					1.20		
	200 - < 300	18 220	18.7	27 950	100.0	6.1	15.0	
	300 - < 400	29 200	29.9			39.9	52.9	
	400 - < 500	30 820	31.6			31.9	11.9	
	500 - < 600					7.5		
	600 - < 700	19 400	19.9			5.3	15.1	
	700 - < 800					8.1	5.1	
		TOTAL ℓ	97 640	100.0	27 950	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	381.84		250.00		408.12	384.92	
Ruby Cabernet	200 - < 300	65 900	11.7	66 200	29.0	24.9	21.3	
	300 - < 400	49 960	8.8	111 920	49.0	24.6	26.8	
	400 - < 500	241 356	42.7	50 210	22.0	23.8	17.3	
	500 - < 600	171 400	30.4			24.6	27.4	
	600 - < 700	36 000	6.4			1.2	6.9	
	700 - < 800						0.0	
	900 - < 1000					0.8		
	> 1000						0.2	
		TOTAL ℓ	564 616	100.0	228 330	100.0	100.0	100.0
		AVE PRICE R / HL OR C / ℓ	467.76		311.51		393.36	411.45
Merlot	< 100			16 000	1.1			
	100 - < 200			1 000	0.1	4.08		
	200 - < 300			51 290	3.4	6.3	6.2	
	300 - < 400	761 747	47.2	390 338	26.0	45.6	39.2	
	400 - < 500	351 655	21.8	496 592	33.1	13.0	16.9	
	500 - < 600	312 035	19.3	473 768	31.6	13.6	15.3	
	600 - < 700	97 600	6.0	72 500	4.8	9.4	5.2	
	700 - < 800	35 750	2.2			4.1	11.3	
	800 - < 900	56 250	3.5			1.9	2.5	
	900 - < 1000					2.0	2.8	
	> 1000					0.0	0.7	
		TOTAL ℓ	1 615 037	100.0	1 501 488	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	441.34		442.82		426.29	471.33	
Shiraz	< 100					0.08		
	100 - < 200					0.27		
	200 - < 300			57 400	2.5	5.6	2.4	
	300 - < 400	313 957	19.2	495 330	21.3	30.0	28.0	
	400 - < 500	436 852	26.8	768 905	33.1	18.1	21.3	
	500 - < 600	491 237	30.1	723 839	31.2	15.5	12.0	
	600 - < 700	59 040	3.6	110 890	4.8	13.0	9.9	
	700 - < 800	67 000	4.1	8 020	0.3	6.3	11.3	
	800 - < 900	232 480	14.2	145 627	6.3	7.5	10.0	
	900 - < 1000	21 750	1.3			1.4	2.0	
	> 1000	9 900	0.6	10 749	0.5	2.2	3.3	
		TOTAL ℓ	1 632 216	100.0	2 320 760	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	542.99		485.33		514.37	548.21	

TYPE	PRICE RANGE R / HL OR C / ℓ	JANUARY 2006		JANUARY 2007		JAN 06-DEC 06	JAN 05-DEC 05
		LITRES	%	LITRES	%	%	%
Pinotage	100 - < 200					0.2	
	200 - < 300					2.3	1.0
	300 - < 400	253 543	34.5	508 568	27.7	49.8	48.0
	400 - < 500	339 580	46.1	883 114	48.2	35.7	24.8
	500 - < 600	122 335	16.6	436 918	23.8	7.5	11.3
	600 - < 700	20 400	2.8	4 300	0.2	3.4	9.5
	700 - < 800					0.5	1.6
	800 - < 900						2.0
	900 - < 1000						0.6
	> 1000					0.6	1.1
	TOTAL ℓ	735 858	100.0	1 832 900	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ		421.32		425.19	392.88	443.73
Pinot Noir	300 - < 400					60.7	
	400 - < 500					26.1	8.4
	500 - < 600						14.6
	600 - < 700					13.2	40.8
	700 - < 800						29.3
	> 1000						6.9
	TOTAL ℓ					100.0	100.0
	AVE PRICE R / HL OR C / ℓ					420.45	652.16
Cinsaut	100 - < 200					1.34	
	200 - < 300	175 640	24.1	12 420	12.4	22.1	0.6
	300 - < 400	107 380	14.7			46.3	54.5
	400 - < 500	399 513	54.8	87 821	87.6	25.8	31.8
	500 - < 600	46 060	6.3			4.5	12.7
	600 - < 700						0.4
		TOTAL ℓ	728 593	100.0	100 241	100.0	100.0
	AVE PRICE R / HL OR C / ℓ		401.79		385.13	349.50	396.57
Rosé	100 - < 200			33 820	11.0	0.1	
	200 - < 300	24 660	11.0	23 640	7.7	34.9	40.3
	300 - < 400	100 420	44.7	246 352	80.4	57.0	43.7
	400 - < 500	79 660	35.4	2 540	0.8	6.9	15.7
	500 - < 600	20 020	8.9			1.1	0.3
		TOTAL ℓ	224 760	100.0	306 352	100.0	100.0
	AVE PRICE R / HL OR C / ℓ		371.40		318.68	317.58	321.42
Other red and blends	< 200			1 000	0.0	2.2	0.1
	200 - < 300	134 890	7.0	477 405	23.2	16.6	17.8
	300 - < 400	948 790	48.9	956 349	46.6	48.9	35.1
	400 - < 500	604 703	31.2	256 464	12.5	16.6	28.3
	500 - < 700	191 667	9.9	343 095	16.7	13.7	8.5
	> 700	60 184	3.1	19 730	1.0	2.0	10.3
		TOTAL ℓ	1 940 234	100.0	2 054 043	100.0	100.0
	AVE PRICE R / HL OR C / ℓ		393.25		373.30	386.66	417.72
Chardonnay *	< 250						0.4
	250 - < 350	8 400	1.1	81 049	7.8	1.1	1.9
	350 - < 450	253 088	31.8	270 101	26.0	17.2	9.4
	450 - < 550	465 382	58.5	639 734	61.6	67.9	71.1
	550 - < 650	68 160	8.6	47 381	4.6	13.0	15.9
	> 650					0.8	1.3
	TOTAL ℓ	795 030	100.0	1 038 265	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ		466.37		473.20	495.11	494.22
Chardonnay Juice	AVE PRICE R / HL OR C / ℓ			88 289	534.55	473.76	482.88
Sauvignon Blanc *	< 250					0.4	0.5
	250 - < 350			23 380	1.0	3.0	2.5
	350 - < 450			73 740	3.2	4.8	8.9
	450 - < 550	224 530	76.1	2 074 634	90.5	46.3	55.6
	550 - < 650	70 500	23.9	114 538	5.0	37.4	29.1
	> 650			5 321	0.2	8.1	3.4
	TOTAL ℓ	295 030	100.0	2 291 613	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ		521.53		501.11	547.53	522.11
Sauvignon Blanc Juice	AVE PRICE R / HL OR C / ℓ	28 100	500.00	1 872 944	500.18	500.00	500.00

TYPE	PRICE RANGE R / HL OR C / ℓ	JANUARY 2006		JANUARY 2007		JAN 06- DEC 06	JAN 05- DEC 05
		LITRES	%	LITRES	%	%	%
Chenin Blanc *	150 - < 200					0.0	0.2
	200 - < 250	227 040	6.1	90 860	3.2	1.2	15.6
	250 - < 350	3 152 327	85.3	2 480 378	86.5	76.8	63.4
	> 350	317 129	8.6	295 994	10.3	22.0	20.8
	TOTAL ℓ	3 696 496	100.0	2 867 232	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	302.68		302.65		317.27	304.43
Chenin Blanc Juice	AVE PRICE R / HL OR C / ℓ			59 862	320.00	0.00	300.00
Colombar	150 - < 200						0.3
	200 - < 250	140 250	6.1	14 220	0.6	1.6	25.7
	250 - < 350	1 947 600	84.2	2 349 006	96.9	89.2	68.3
	> 350	225 178	9.7	61 100	2.5	9.1	5.6
	TOTAL ℓ	2 313 028	100.0	2 424 326	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	306.42		289.13		293.68	277.70
Riesling	200 - < 250						9.2
	250 - < 350			131 300	100.0	76.4	64.6
	> 350	136 950	100.0			23.6	26.2
	TOTAL ℓ	136 950	100.0	131 300	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	370.00		311.84		323.79	313.12
Semillon *	150 - < 200					0.0	
	200 - < 250					0.1	0.4
	250 - < 350	85 519	49.6	75 960	19.9	56.7	51.8
	> 350	86 807	50.4	306 224	80.1	43.1	47.9
	TOTAL ℓ	172 326	100.0	382 184	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ			357.80		332.64	339.03
Semillon Juice	AVE PRICE R / HL OR C / ℓ			152 703	370.00	308.00	350.00
Blanc de Noir	125 - < 150					0.3	
	200 - < 250						3.0
	250 - < 350	289 250	100.0	224 910	100.0	95.8	91.6
	> 350					4.0	5.4
	TOTAL ℓ	289 250	100.0	224 910	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	250.00		268.28		266.29	262.51
Other white and blends	100 - < 125					0.0	0.0
	125 - < 150						0.0
	150 - < 200	9 900	0.1			0.2	1.0
	200 - < 250	4 204 533	34.0	555 860	4.4	16.1	45.1
	250 - < 350	5 688 863	46.0	11 494 868	91.4	78.0	50.1
	> 350	2 476 707	20.0	521 247	4.1	5.7	3.8
	TOTAL ℓ	12 380 003	100.0	12 571 975	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	301.99		269.90		274.39	254.85
Fortified	150 - < 200			10 279	2.1	0.8	1.1
	200 - < 250					0.0	0.2
	250 - < 300					0.4	5.7
	300 - < 350	286 903	92.7	419 370	84.1	56.8	76.5
	> 350	22 627	7.3	68 864	13.8	42.0	16.5
	TOTAL ℓ	309 530	100.0	498 513	100.0	100.0	100.0
	AVE PRICE R / HL OR C / ℓ	338.98		334.69		354.58	346.88
All Varieties	AVE PRICE R / HL OR C / ℓ	29 385 416	355.98	31 982 966	344.34	338.42	338.35

Rebate Wine	CENT PER LITRE @ 10% ALC/VOL			210.09	206.79
Distilling wine	CENT PER LITRE @ 10% ALC/VOL	96.23		94.09	92.78

* Including juice

AVERAGE PRICES OF WINE SOLD IN BULK

TYPE	R / HL OR C / ℓ							
	JANUARY - DECEMBER							JAN
	2000	2001	2002	2003	2004	2005	2006	2007
CABERNET SAUVIGNON	799.86	802.21	822.51	798.53	687.74	557.12	476.23	385.16
TREND		100.29	102.53	97.08	86.13	81.01	85.48	80.88
CABERNET FRANC	719.23	736.48	702.26	736.52	650.08	384.92	408.12	250.00
TREND		102.40	95.35	104.88	88.26	59.21	106.03	61.26
MERLOT	771.05	766.49	765.88	729.32	619.63	471.33	426.29	442.82
TREND		99.41	99.92	95.23	84.96	76.07	90.44	103.88
PINOTAGE	765.37	730.88	689.85	651.98	519.22	443.73	392.88	425.19
TREND		95.49	94.39	94.51	79.64	85.46	88.54	108.22
RUBY CABERNET	591.01	609.55	614.44	617.91	542.65	411.45	393.36	311.51
TREND		103.14	100.80	100.56	87.82	75.82	95.60	79.19
SHIRAZ	802.80	781.67	748.47	757.73	638.04	548.21	514.37	485.33
TREND		97.37	95.75	101.24	84.20	85.92	93.83	94.35
CINSAUT	408.51	432.56	486.37	540.29	485.66	396.57	349.50	385.13
TREND		105.89	112.44	111.09	89.89	81.66	88.13	110.19
PINOT NOIR	707.26	661.01	631.24	740.05	896.91	652.16	420.45	
TREND		93.46	95.50	117.24	121.20	72.71	64.47	
CHARDONNAY	306.51	327.59	396.06	470.17	485.06	494.22	495.11	473.20
TREND		106.88	120.90	118.71	103.17	101.89	100.18	95.57
SAUVIGNON BLANC	339.81	316.95	409.20	481.06	497.24	522.11	547.53	501.11
TREND		93.27	129.11	117.56	103.36	105.00	104.87	91.52
COLOMBAR	145.71	143.19	203.17	273.69	264.20	277.70	293.68	289.13
TREND		98.27	141.89	134.71	96.53	105.11	105.75	98.45
RIESLING	160.08	151.38	203.81	281.41	281.96	313.12	323.79	311.84
TREND		94.57	134.63	138.07	100.20	111.05	103.41	96.31
SEMILLON	190.19	198.69	240.91	330.08	336.02	332.64	339.03	357.80
TREND		104.47	121.25	137.01	101.80	98.99	101.92	105.54
CHENIN BLANC	160.13	159.46	215.21	302.90	290.08	304.43	317.27	302.65
TREND		99.58	134.96	140.75	95.77	104.95	104.22	95.39
ROSé	331.00	303.96	333.64	369.48	375.02	321.42	317.58	318.68
TREND		91.83	109.76	110.74	101.50	85.71	98.81	100.35
BLANC DE NOIR	167.86	151.85	244.08	357.12	365.96	262.51	266.29	268.28
TREND		90.46	160.74	146.31	102.48	71.73	101.44	100.75
ALL VARIETIES	212.03	229.23	299.36	378.06	354.16	338.35	338.42	344.34
TREND		108.11	130.59	126.29	93.68	95.54	100.02	101.75
ALL RED VARIETIES	575.04	592.84	621.35	634.77	547.18	440.49	406.02	447.49
TREND		103.10	104.81	102.16	86.20	80.50	92.17	110.21
ALL WHITE VARIETIES	145.39	155.74	215.89	291.14	287.97	297.57	310.51	313.30
TREND		107.12	138.62	134.86	98.91	103.33	104.35	100.90

DOMESTIC PACKAGED WINE INFORMATION

1. QUANTITY NATURAL AND SPARKLING WINE SOLD IN UNDER MENTIONED CONTAINERS

1.1 TOTAL MARKET

TYPE OF CONTAINER	CONTAINER SIZE	SEP 2005 - DEC 2005 (a)	SEP 2006 - DEC 2006 (b)	TREND (b / a)	JAN 2005 - DEC 2005 (c)	JAN 2006 - DEC 2006 (d)	TREND (d / c)
GLASS	< 750 ml	629 635	581 773	92.4	2 818 835	1 578 069	56.0
	% of glass	1.3	1.2		2.3	1.2	
	750 ml	28 445 229	29 424 026	103.4	72 581 404	76 093 090	104.8
	% of glass	59.6	58.5		59.3	58.0	
	1 l	7 230 264	7 514 976	103.9	18 970 611	20 117 416	106.0
	% of glass	15.2	14.9		15.5	15.3	
	1,5 l - 2 l	8 387 850	9 661 979	115.2	20 012 615	24 596 118	122.9
	% of glass	17.6	19.2		16.3	18.8	
	4,5 l	2 927 616	2 915 856	99.6	7 932 018	8 370 923	105.5
	% of glass	6.1	5.8		6.5	6.4	
	OTHER	94 031	181 526	193.1	161 075	362 490	225.0
	% of glass	0.2	0.4		0.1	0.3	
	TOTAL		47 714 624	50 280 136	105.4	122 476 558	131 118 106
As % of total natural wine		46.1	47.2		42.9	45.9	
PLASTIC	< 750 ml	307 435	342 573	111.4	890 636	1 038 138	116.6
	% of plastic	1.5	1.7		1.5	1.8	
	750 ml	335 153	258 934	77.3	904 947	835 469	92.3
	% of plastic	1.7	1.3		1.6	1.5	
	1 l	9 863 734	10 222 444	103.6	27 851 534	28 681 672	103.0
	% of plastic	48.6	50.8		47.8	50.1	
	5 l	6 158 469	6 770 515	109.9	19 918 665	18 499 458	92.9
	% of plastic	30.4	33.6		34.2	32.3	
	OTHER	3 625 491	2 529 518	69.8	8 738 950	8 186 032	93.7
	% of plastic	17.9	12.6		15.0	14.3	
TOTAL		20 290 281	20 123 983	99.2	58 304 732	57 240 770	98.2
As % of total natural wine		19.6	18.9		20.4	20.0	
BAG-IN-BOX	2 l	3 022 378	2 729 816	90.3	7 934 090	7 521 844	94.8
	% of bag-in-box	13.3	11.5		12.5	12.1	
	5 l	17 266 305	18 151 190	105.1	48 852 475	47 028 925	96.3
	% of bag-in-box	76.0	76.8		77.1	75.9	
	OTHER	2 422 082	2 763 723	114.1	6 584 594	7 389 984	112.2
	% of bag-in-box	10.7	11.7		10.4	11.9	
TOTAL		22 710 765	23 644 729	104.1	63 371 159	61 940 753	97.7
As % of total natural wine		21.9	22.2		22.2	21.7	
FOIL BAGS	2 l	1 421 694	466 858	32.8	3 634 946	3 143 198	86.5
	% of foil bags	13.0	4.3		10.1	10.1	
	5 l	9 301 860	10 093 100	108.5	32 129 600	27 418 150	85.3
	% of foil bags	85.4	94.0		89.1	88.1	
	OTHER	172 042	172 833	100.5	282 976	562 701	198.9
	% of foil bags	1.6	1.6		0.8	1.8	
TOTAL		10 895 596	10 732 791	98.5	36 047 522	31 124 049	86.3
As % of total natural wine		10.5	10.1		12.6	10.9	
TETRA PACKS	500 ml	220 690	254 599	115.4	609 149	666 899	109.5
	% of tetra packs	11.7	15.6		11.7	15.0	
	1 l	1 571 657	1 322 184	84.1	4 368 353	3 586 801	82.1
	% of tetra packs	83.5	80.8		83.6	80.6	
	OTHER	89 100	58 666	65.8	249 552	195 340	78.3
	% of tetra packs	4.7	3.6		4.8	4.4	
TOTAL		1 881 447	1 635 449	86.9	5 227 053	4 449 040	85.1
As % of total natural wine		1.8	1.5		1.8	1.6	
TOTAL NATURAL WINE		103 492 713	106 417 087	102.8	285 427 024	285 872 718	100.2
TOTAL SPARKLING		4 631 736	4 831 263	104.3	8 202 794	8 206 024	100.0
PRICE RANGE- R / 5l BAG-IN-BOX	LESS THAN R29	251 820	117 510	46.7	1 838 005	574 595	31.3
	% of bag-in-box	1.5	0.6		3.8	1.2	
	MORE THAN R29	17 014 485	18 033 680	106.0	47 014 470	46 454 330	98.8
	% of bag-in-box	98.5	99.4		96.2	98.8	

1.2 PRODUCER CELLARS AND PRODUCER CELLAR BOUND WHOLESALERS

TYPE OF CONTAINER	CONTAINER SIZE	SEP 2005 - DEC 2005 (a)	SEP 2006 - DEC 2006 (b)	TREND (b / a)	JAN 2005 - DEC 2005 (c)	JAN 2006 - DEC 2006 (d)	TREND (d / c)
GLASS	< 750 ml	166 767	89 020	53.4	417 789	313 701	75.1
	% of glass	3.1	1.5		3.1	2.1	
	750 ml	4 765 081	5 349 142	112.3	12 162 598	13 617 840	112.0
	% of glass	90.0	90.3		90.3	90.1	
	1 l	206 445	108 258	52.4	549 995	500 345	91.0
	% of glass	3.9	1.8		4.1	3.3	
	1,5 l - 2 l	105 489	209 031	198.2	230 895	351 302	152.1
	% of glass	2.0	3.5		1.7	2.3	
	4,5 l	0	0	0.0	0	0	0.0
	% of glass	0.0	0.0		0.0	0.0	
	OTHER	52 656	170 924	324.6	104 380	331 460	317.6
% of glass	1.0	2.9		0.8	2.2		
TOTAL		5 296 438	5 926 375	111.9	13 465 658	15 114 648	112.2
As % of total natural wine		15.3	16.6		13.7	15.3	
PLASTIC	< 750 ml	197 076	229 079	116.2	617 371	732 365	118.6
	% of plastic	1.4	1.6		1.6	1.8	
	750 ml	299 942	236 979	79.0	797 547	789 089	98.9
	% of plastic	2.2	1.7		2.0	2.0	
	1 l	7 847 253	8 182 589	104.3	22 619 072	22 948 800	101.5
	% of plastic	57.2	57.9		57.8	56.7	
	5 l	2 967 035	3 858 970	130.1	9 162 115	10 328 388	112.7
	% of plastic	21.6	27.3		23.4	25.5	
	OTHER	2 414 017	1 629 712	67.5	5 910 579	5 650 123	95.6
	% of plastic	17.6	11.5		15.1	14.0	
	TOTAL		13 725 323	14 137 329	103.0	39 106 684	40 448 765
As % of total natural wine		39.6	39.6		39.7	41.0	
BAG-IN-BOX	2 l	786 614	553 464	70.4	2 015 044	1 593 930	79.1
	% of bag-in-box	7.6	5.0		6.8	5.4	
	5 l	7 290 600	7 933 655	108.8	21 475 150	20 996 965	97.8
	% of bag-in-box	70.2	71.6		72.0	70.7	
	OTHER	2 306 514	2 598 484	112.7	6 334 983	7 093 333	112.0
	% of bag-in-box	22.2	23.4		21.2	23.9	
TOTAL		10 383 728	11 085 603	106.8	29 825 177	29 684 228	99.5
As % of total natural wine		29.9	31.0		30.3	30.1	
FOIL BAGS	2 l	1 294 972	315 608	24.4	3 144 830	2 737 872	87.1
	% of foil bags	30.2	8.8		23.4	25.4	
	5 l	2 885 910	3 129 965	108.5	10 172 195	7 900 205	77.7
	% of foil bags	67.2	87.5		75.8	73.4	
	OTHER	110 548	129 759	117.4	110 548	130 008	117.6
	% of foil bags	2.6	3.6		0.8	1.2	
TOTAL		4 291 430	3 575 332	83.3	13 427 573	10 768 085	80.2
As % of total natural wine		12.4	10.0		13.6	10.9	
TETRA PACKS	500 ml	207 293	224 576	108.3	541 004	583 421	107.8
	% of tetra packs	20.6	22.1		20.9	21.8	
	1 l	708 691	732 629	103.4	1 792 470	1 896 883	105.8
	% of tetra packs	70.5	72.1		69.4	70.9	
	OTHER	89 100	58 666	65.8	249 552	195 340	78.3
	% of tetra packs	8.9	5.8		9.7	7.3	
TOTAL		1 005 084	1 015 871	101.1	2 583 026	2 675 644	103.6
As % of total natural wine		2.9	2.8		2.6	2.7	
TOTAL NATURAL WINE		34 702 003	35 740 510	103.0	98 408 117	98 691 370	100.3
TOTAL SPARKLING		543 848	413 483	76.0	926 067	855 691	92.4
PRICE RANGE- R / 5l BAG-IN-BOX	LESS THAN R29	248 820	117 510	47.2	611 850	574 095	93.8
	% of bag-in-box	3.4	1.5		2.8	2.7	
	MORE THAN R29	7 041 780	7 816 145	111.0	20 863 300	20 422 870	97.9
	% of bag-in-box	96.6	98.5		97.2	97.3	

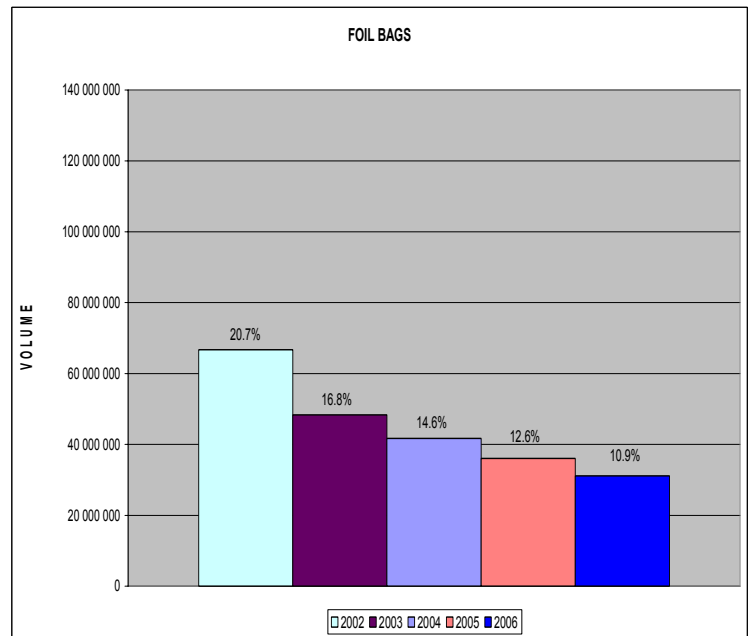
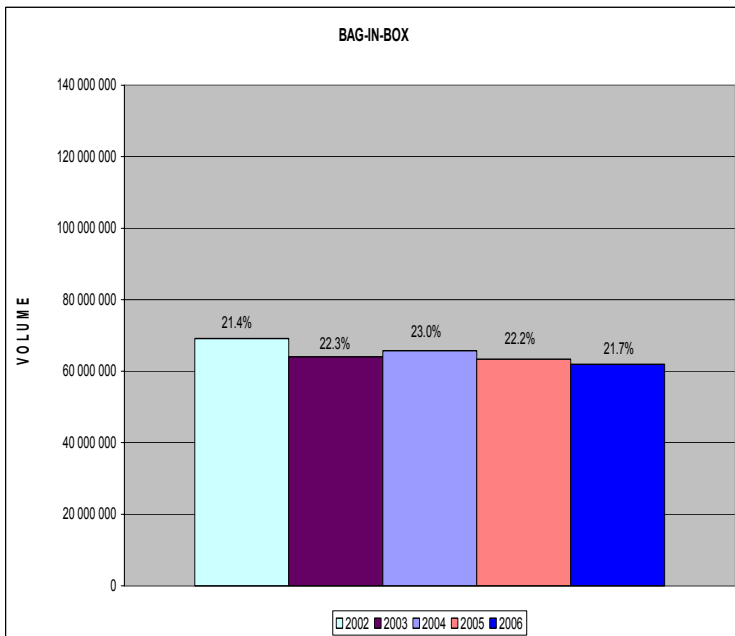
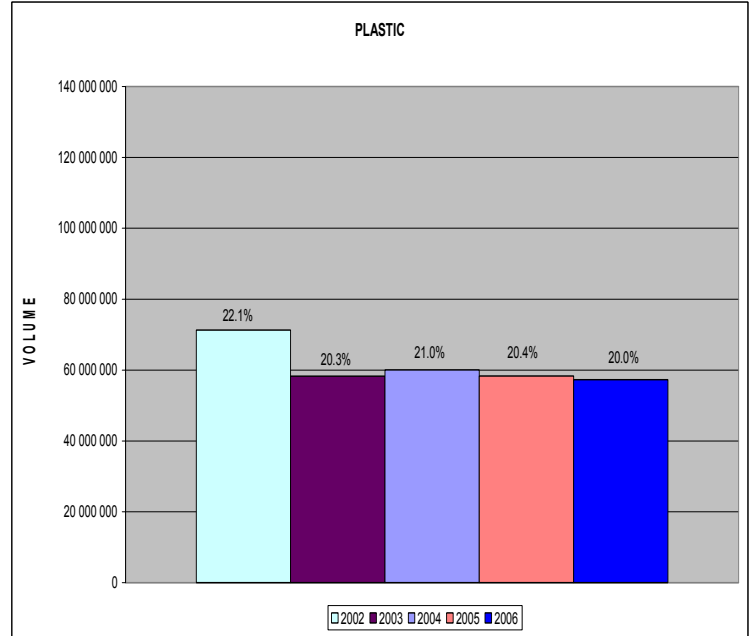
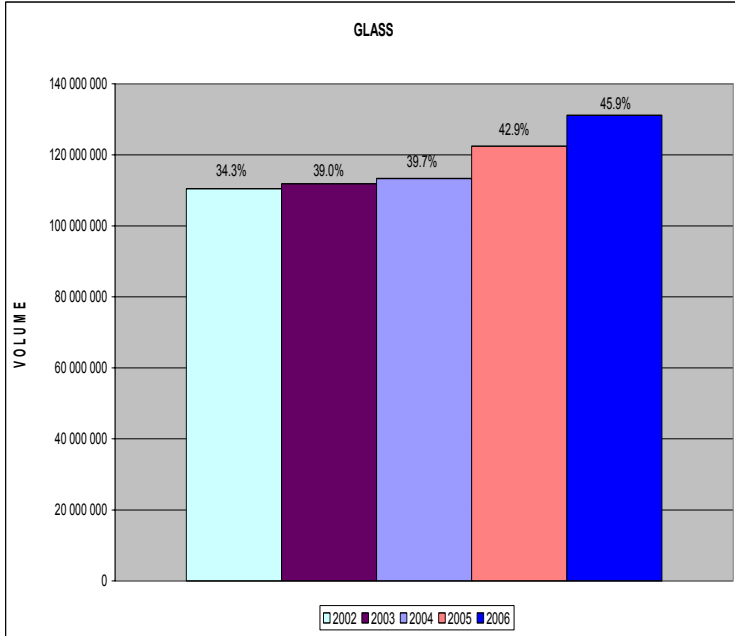
1.3 PRIVATE CELLARS

TYPE OF CONTAINER	CONTAINER SIZE	SEP 2005 - DEC 2005 (a)	SEP 2006 - DEC 2006 (b)	TREND (b / a)	JAN 2005 - DEC 2005 (c)	JAN 2006 - DEC 2006 (d)	TREND (d / c)
GLASS	< 750 ml	122 445	155 474	127.0	316 612	394 291	124.5
	% of glass	1.6	1.7		1.6	1.7	
	750 ml	6 850 426	8 089 937	118.1	18 326 191	20 391 685	111.3
	% of glass	88.2	88.4		92.7	88.4	
	1 l	23 710	14 758	62.2	33 357	17 420	52.2
	% of glass	0.3	0.2		0.2	0.1	
	1,5 l - 2 l	761 799	884 684	116.1	1 070 667	2 251 056	210.2
	% of glass	9.8	9.7		5.4	9.8	
	4,5 l	0	45	0.0	0	45	0.0
	% of glass	0.0	0.0		0.0	0.0	
	OTHER	5 655	8 447	149.4	13 379	24 215	181.0
% of glass	0.1	0.1		0.1	0.1		
TOTAL		7 764 034	9 153 344	117.9	19 760 205	23 078 711	116.8
	As % of total natural wine	85.2	85.0		83.7	83.7	
PLASTIC	< 750 ml	17 840	25 450	142.7	46 287	63 872	138.0
	% of plastic	1.5	2.0		1.3	1.7	
	750 ml	28 574	5 045	17.7	58 220	17 643	30.3
	% of plastic	2.3	0.4		1.7	0.5	
	1 l	113 920	142 341	124.9	306 957	399 365	130.1
	% of plastic	9.3	11.1		8.9	10.7	
	5 l	935 595	973 965	104.1	2 728 370	2 840 575	104.1
	% of plastic	76.2	76.2		79.5	76.1	
	OTHER	131 757	131 819	100.0	293 973	412 735	140.4
	% of plastic	10.7	10.3		8.6	11.1	
	TOTAL		1 227 686	1 278 620	104.1	3 433 807	3 734 191
	As % of total natural wine	13.5	11.9		14.5	13.6	
BAG-IN-BOX	2 l	18 036	28 428	157.6	41 336	84 716	204.9
	% of bag-in-box	51.2	11.3		40.5	17.3	
	5 l	925	109 130	11797.8	7 370	277 245	3761.8
	% of bag-in-box	2.6	43.3		7.2	56.7	
	OTHER	16 254	114 566	704.8	53 431	126 974	237.6
	% of bag-in-box	46.2	45.4		52.3	26.0	
TOTAL		35 215	252 124	716.0	102 137	488 935	478.7
	As % of total natural wine	0.4	2.3		0.4	1.8	
FOIL BAGS	2 l	3 408	4 824	141.5	11 256	12 048	107.0
	% of foil bags	3.9	5.6		3.7	4.7	
	5 l	80 790	80 555	99.7	293 450	242 630	82.7
	% of foil bags	93.2	93.5		95.4	94.7	
	OTHER	2 463	762	30.9	2 910	1 398	48.0
	% of foil bags	2.8	0.9		0.9	0.5	
	TOTAL		86 661	86 141	99.4	307 616	256 076
	As % of total natural wine	1.0	0.8		1.3	0.9	
TETRA PACKS	500 ml	0	0	0.0	0	0	0.0
	% of tetra packs	0.0	0.0		0.0	0.0	
	1 l	0	0	0.0	0	0	0.0
	% of tetra packs	0.0	0.0		0.0	0.0	
	OTHER	0	0	0.0	0	0	0.0
	% of tetra packs	0.0	0.0		0.0	0.0	
TOTAL		0	0	0.0	0	0	0.0
	As % of total natural wine	0.0	0.0		0.0	0.0	
TOTAL NATURAL WINE		9 113 595	10 770 229	118.2	23 603 765	27 557 913	116.8
TOTAL SPARKLING		436 532	495 135	113.4	830 600	947 383	114.1
R / 5l BAG-IN-BOX	LESS THAN R29	0	0	0.0	0	0	0.0
	% of bag-in-box	0.0	0.0		0.0	0.0	
	MORE THAN R29	925	109 130	11797.8	7 370	277 245	3761.8
	% of bag-in-box	100.0	100.0		100.0	100.0	

1.4 WHOLESALERS (EXCLUDING PRODUCER CELLAR BOUND WHOLESALERS)

TYPE OF CONTAINER	CONTAINER SIZE	SEP 2005 - DEC 2005 (a)	SEP 2006 - DEC 2006 (b)	TREND (b / a)	JAN 2005 - DEC 2005 (c)	JAN 2006 - DEC 2006 (d)	TREND (d / c)
GLASS	< 750 ml	340 423	337 279	99.1	2 084 434	870 077	41.7
	% of glass	1.0	1.0		2.3	0.9	
	750 ml	16 829 722	15 984 947	95.0	42 092 615	42 083 566	100.0
	% of glass	48.6	45.4		47.2	45.3	
	1 l	7 000 109	7 391 960	105.6	18 387 259	19 599 651	106.6
	% of glass	20.2	21.0		20.6	21.1	
	1,5 l - 2 l	7 520 562	8 568 265	113.9	18 711 053	21 993 761	117.5
	% of glass	21.7	24.3		21.0	23.7	
	4,5 l	2 927 616	2 915 811	99.6	7 932 018	8 370 878	105.5
	% of glass	8.4	8.3		8.9	9.0	
	OTHER	35 720	2 155	6.0	43 316	6 815	15.7
% of glass	0.1	0.0		0.0	0.0		
TOTAL		34 654 152	35 200 417	101.6	89 250 695	92 924 747	104.1
As % of total natural wine		58.1	58.8		54.6	58.2	
PLASTIC	< 750 ml	92 519	88 044	95.2	226 979	241 902	106.6
	% of plastic	1.7	1.9		1.4	1.9	
	750 ml	6 637	16 910	254.8	49 180	28 737	58.4
	% of plastic	0.1	0.4		0.3	0.2	
	1 l	1 902 561	1 897 514	99.7	4 925 505	5 333 507	108.3
	% of plastic	35.6	40.3		31.2	40.8	
	5 l	2 255 839	1 937 580	85.9	8 028 180	5 330 495	66.4
	% of plastic	42.3	41.2		50.9	40.8	
	OTHER	1 079 717	767 987	71.1	2 534 398	2 123 174	83.8
	% of plastic	20.2	16.3		16.1	16.3	
	TOTAL		5 337 273	4 708 034	88.2	15 764 242	13 057 814
As % of total natural wine		8.9	7.9		9.6	8.2	
BAG-IN-BOX	2 l	2 217 728	2 147 924	96.9	5 877 710	5 843 198	99.4
	% of bag-in-box	18.0	17.5		17.6	18.4	
	5 l	9 974 780	10 108 405	101.3	27 369 955	25 754 715	94.1
	% of bag-in-box	81.1	82.1		81.8	81.1	
	OTHER	99 314	50 673	51.0	196 180	169 677	86.5
	% of bag-in-box	0.8	0.4		0.6	0.5	
TOTAL		12 291 822	12 307 002	100.1	33 443 845	31 767 590	95.0
As % of total natural wine		20.6	20.5		20.5	19.9	
FOIL BAGS	2 l	123 314	146 426	118.7	478 860	393 278	82.1
	% of foil bags	1.9	2.1		2.1	2.0	
	5 l	6 335 160	6 882 580	108.6	21 663 955	19 275 315	89.0
	% of foil bags	97.2	97.3		97.1	95.9	
	OTHER	59 031	42 312	71.7	169 518	431 295	254.4
	% of foil bags	0.9	0.6		0.8	2.1	
TOTAL		6 517 505	7 071 318	108.5	22 312 333	20 099 888	90.1
As % of total natural wine		10.9	11.8		13.7	12.6	
TETRA PACKS	500 ml	13 397	30 023	224.1	68 145	83 478	122.5
	% of tetra packs	1.5	4.8		2.6	4.7	
	1 l	862 966	589 555	68.3	2 575 883	1 689 918	65.6
	% of tetra packs	98.5	95.2		97.4	95.3	
	OTHER	0	0	0.0	0	0	0.0
	% of tetra packs	0.0	0.0		0.0	0.0	
TOTAL		876 363	619 578	70.7	2 644 028	1 773 396	67.1
As % of total natural wine		1.5	1.0		1.6	1.1	
TOTAL NATURAL WINE		59 677 115	59 906 349	100.4	163 415 142	159 623 435	97.7
TOTAL SPARKLING		3 651 356	3 922 645	107.4	6 446 127	6 402 950	99.3
PRICE RANGE- R / 5l BAG-IN-BOX	LESS THAN R29	3 000	0	0.0	1 226 155	500	0.0
	% of bag-in-box	0.0	0.0		4.5	0.0	
	MORE THAN R29	9 971 780	10 108 405	101.4	26 143 800	25 754 215	98.5
	% of bag-in-box	100.0	100.0		95.5	100.0	

QUANTITY NATURAL WINE SOLD IN CONTAINERS (FROM 2002 TO 2006 - ANNUAL DATA)



% - Represents % of total domestic packaged natural wine.

2. WINE IN PRICE RANGE AS % OF TOTAL QUANTITY OF WINE TYPE SOLD (12 X 750ml GLASS CONTAINERS)

2.1 TOTAL MARKET

TYPE OF WINE	PERIOD	LITRES	% SOLD IN PRICE RANGE (R / CARTON INCLUDING VAT) (12 X 750 ml)										
			TO 121	>121 - 154	>154 - 183	>183 - 229	>229 - 306	>306 - 383	>383 - 459	>459 - 612	>612		
Natural White	JAN 2005 - DEC 2005	2 877 219	3.5	2.4	3.0	10.1	25.2	26.8	5.8	10.8	12.6		
	JAN 2006 - DEC 2006	3 206 667	5.9	3.3	4.1	9.2	25.3	23.9	5.4	9.4	13.6		
Sauvignon Blanc	TREND*	111.5											
	JAN 2005 - DEC 2005	6 395 432	2.2	0.8	7.4	21.4	27.1	19.1	7.9	8.0	6.1		
Chenin Blanc	JAN 2006 - DEC 2006	7 184 813	2.2	1.9	7.2	17.9	29.1	18.9	7.1	9.6	6.1		
	TREND*	112.3											
Dry White	JAN 2005 - DEC 2005	2 114 194	11.1	10.2	10.6	39.1	12.6	7.2	1.8	1.9	5.7		
	JAN 2006 - DEC 2006	2 367 604	9.9	10.2	9.6	37.5	14.7	8.8	2.3	3.9	3.1		
Semi Sweet	TREND*	112.0											
	JAN 2005 - DEC 2005	19 418 551	48.9	5.8	18.3	11.4	10.2	3.0	1.2	0.5	0.6		
Total White	JAN 2006 - DEC 2006	19 078 712	49.5	3.2	15.9	13.5	9.7	5.3	1.3	1.1	0.6		
	TREND*	98.2											
Natural Red	JAN 2005 - DEC 2005	6 333 385	3.0	24.6	27.0	24.1	19.5	1.1	0.4	0.1	0.1		
	JAN 2006 - DEC 2006	6 479 902	2.7	6.6	37.9	33.2	17.1	1.8	0.2	0.2	0.2		
Cabernet	TREND*	102.3											
	JAN 2005 - DEC 2005	37 138 779	27.4	8.1	16.3	16.8	16.0	7.5	2.6	2.6	2.7		
Pinotage	JAN 2006 - DEC 2006	38 317 697	26.6	4.0	16.6	18.8	16.2	9.0	2.6	3.4	2.8		
	TREND*	103.2											
Shiraz	JAN 2005 - DEC 2005	3 502 855	2.7	0.4	0.8	4.0	15.4	10.6	9.1	35.9	21.0		
	JAN 2006 - DEC 2006	4 388 916	2.3	3.4	4.0	4.5	13.3	13.6	5.4	34.0	19.5		
Merlot	TREND*	125.3											
	JAN 2005 - DEC 2005	2 567 315	3.1	4.7	2.0	5.6	16.3	23.6	11.6	23.2	10.0		
Other Red	JAN 2006 - DEC 2006	2 798 894	3.4	1.4	1.9	4.8	13.5	26.9	12.7	24.2	11.2		
	TREND*	109.0											
Total Red	JAN 2005 - DEC 2005	2 146 167	1.0	1.7	2.4	3.6	18.6	11.1	18.0	23.1	20.5		
	JAN 2006 - DEC 2006	3 020 143	5.5	1.7	6.1	4.6	16.9	13.2	10.8	18.6	22.6		
Rosé / Blanc de Noir	TREND*	140.7											
	JAN 2005 - DEC 2005	2 600 238	5.0	1.7	3.2	4.4	20.7	14.9	19.3	17.6	13.2		
Sparkling Wine	JAN 2006 - DEC 2006	3 151 830	2.8	1.9	5.6	5.8	22.9	16.5	15.6	16.9	11.9		
	TREND*	121.2											
Cap Classique	JAN 2005 - DEC 2005	19 260 276	1.7	33.1	8.6	10.1	22.6	9.1	3.7	5.7	5.5		
	JAN 2006 - DEC 2006	19 936 903	5.2	31.8	4.8	9.9	21.6	10.6	3.8	6.7	5.6		
Other Sparkling	TREND*	103.5											
	JAN 2005 - DEC 2005	30 076 852	2.2	21.9	6.2	8.1	20.8	11.2	7.4	13.0	9.4		
Total	JAN 2006 - DEC 2006	33 296 686	4.5	19.9	4.7	7.9	19.5	13.2	6.5	13.8	10.0		
	TREND*	110.7											
Sparkling Wine	JAN 2005 - DEC 2005	5 365 773	2.6	19.0	12.8	36.1	26.0	1.2	1.4	0.7	0.2		
	JAN 2006 - DEC 2006	4 478 707	5.1	13.0	24.4	36.5	15.2	2.1	3.0	0.2	0.4		
Cap Classique	TREND*	83.5											
	JAN 2005 - DEC 2005	1 560 480	0.2	20.9	0.0	4.9	7.7	1.4	6.1	39.8	19.0		
Other Sparkling	JAN 2006 - DEC 2006	1 497 761	0.9	0.0	0.0	3.3	5.2	14.5	7.6	45.3	23.2		
	TREND*	96.0											
Total	JAN 2005 - DEC 2005	6 642 314	0.9	0.4	0.8	9.2	21.4	65.0	0.5	0.9	0.9		
	JAN 2006 - DEC 2006	6 708 264	0.4	0.2	0.4	7.8	21.0	68.0	0.2	0.5	1.4		
Total	TREND*	101.0											

Price categories will be adjusted yearly with inflation so that over the years, categories can be compared in real terms.

*Trend - Current term / Previous term

2.2 PRODUCER CELLARS AND PRODUCER CELLAR BOUND WHOLESALERS

TYPE OF WINE	PERIOD	LITRES	% SOLD IN PRICE RANGE (R / CARTON INCLUDING VAT) (12 X 750 ml)									
			TO 121	>121 - 154	>154 - 183	>183 - 229	>229 - 306	>306 - 383	>383 - 459	>459 - 612	>612	
Natural White	JAN 2005 - DEC 2005	635 572	1.8	0.4	7.5	27.1	53.0	7.9	1.6	0.3		
	JAN 2006 - DEC 2006	733 451	4.4	2.3	16.4	16.4	51.5	6.5	2.0	0.5		
Sauvignon Blanc	TREND*	115.4										
	JAN 2005 - DEC 2005	1 518 513	4.0	0.8	24.8	17.5	33.4	18.6	0.6	0.2		
Chenin Blanc	JAN 2006 - DEC 2006	1 605 130	2.7	2.4	26.8	18.6	36.3	11.9	1.1	0.1		
	TREND*	105.7										
Dry White	JAN 2005 - DEC 2005	922 666	6.5	13.7	12.3	60.4	5.8	0.3	0.0	0.0	1.1	
	JAN 2006 - DEC 2006	1 140 469	7.8	15.1	5.4	60.7	10.0	0.4	0.3	0.3	0.0	
Semi Sweet	TREND*	123.6										
	JAN 2005 - DEC 2005	1 830 829	14.6	16.7	23.2	33.4	11.2	0.0	0.7	0.1	0.1	
Total White	JAN 2006 - DEC 2006	1 728 433	16.3	19.3	18.4	31.6	10.8	3.5	0.0	0.1	0.0	
	TREND*	94.4										
Natural Red	JAN 2005 - DEC 2005	1 335 213	3.0	27.4	24.1	29.9	15.5	0.0	0.0	0.0	0.0	
	JAN 2006 - DEC 2006	1 324 245	4.9	28.7	20.9	28.4	17.1	0.0	0.0	0.0	0.0	
Cabernet	TREND*	99.2										
	JAN 2005 - DEC 2005	6 242 794	7.1	13.0	20.6	32.1	21.0	5.4	0.5	0.1	0.2	
Pinotage	JAN 2006 - DEC 2006	6 531 727	7.8	14.4	18.5	31.1	22.8	4.7	0.6	0.2	0.0	
	TREND*	104.6										
Shiraz	JAN 2005 - DEC 2005	785 422	0.8	0.5	0.9	4.7	45.2	16.6	16.6	13.5	1.2	
	JAN 2006 - DEC 2006	1 126 368	3.4	8.5	0.5	9.3	29.3	22.9	6.1	19.7	0.3	
Merlot	TREND*	143.4										
	JAN 2005 - DEC 2005	661 046	5.4	1.5	1.6	16.0	35.4	21.7	16.3	0.4	1.7	
Other Red	JAN 2006 - DEC 2006	724 610	7.0	1.4	4.1	12.3	33.8	23.4	16.5	0.7	0.8	
	TREND*	109.6										
Total Red	JAN 2005 - DEC 2005	659 275	1.0	1.6	1.5	7.0	43.9	9.6	16.6	16.1	2.6	
	JAN 2006 - DEC 2006	775 862	4.1	1.4	3.0	11.6	37.1	17.8	8.4	16.0	0.6	
Rosé / Blanc de Noir	TREND*	117.7										
	JAN 2005 - DEC 2005	618 386	1.0	0.9	0.3	7.6	51.9	15.2	21.3	0.3	1.4	
Sparkling Wine	JAN 2006 - DEC 2006	759 652	2.1	0.5	1.2	14.8	47.1	14.8	18.7	0.8	0.0	
	TREND*	122.8										
Cap Classique	JAN 2005 - DEC 2005	2 505 793	1.4	1.9	30.9	13.9	40.1	2.5	8.5	0.4	0.3	
	JAN 2006 - DEC 2006	2 856 141	5.0	11.0	22.8	11.0	34.3	5.4	8.5	1.8	0.2	
Other Sparkling	TREND*	114.0										
	JAN 2005 - DEC 2005	5 229 923	1.7	1.5	15.4	11.2	42.2	9.4	13.2	4.3	1.0	
Sparkling Wine	JAN 2006 - DEC 2006	6 242 633	4.5	7.0	11.5	11.4	35.2	13.4	10.2	6.5	0.3	
	TREND*	119.4										
Other Sparkling	JAN 2005 - DEC 2005	689 881	4.0	54.7	25.1	14.5	1.7	0.0	0.0	0.0	0.0	
	JAN 2006 - DEC 2006	843 480	8.0	59.4	15.1	8.2	9.2	0.0	0.0	0.0	0.0	
Sparkling Wine	TREND*	122.3										
	JAN 2005 - DEC 2005	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Other Sparkling	JAN 2006 - DEC 2006	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
	TREND*	0.0										
Other Sparkling	JAN 2005 - DEC 2005	926 067	6.3	1.9	4.9	57.8	27.6	1.2	0.3	0.0	0.0	
	JAN 2006 - DEC 2006	855 691	3.2	1.6	2.7	59.0	32.2	1.2	0.1	0.0	0.0	
Other Sparkling	TREND*	92.4										

Price categories will be adjusted yearly with inflation so that over the years, categories can be compared in real terms.

*Trend - Current term / Previous term

2.3 PRIVATE CELLARS

TYPE OF WINE	PERIOD	LITRES	% SOLD IN PRICE RANGE (R / CARTON INCLUDING VAT) (12 X 750 ml)											
			TO 121	>121 - 154	>154 - 183	>183 - 229	>229 - 306	>306 - 383	>383 - 459	>459 - 612	>612			
Natural White	JAN 2005 - DEC 2005	1 260 591	2.6	0.8	0.6	4.9	14.1	20.6	10.6	18.5	27.3			
	JAN 2006 - DEC 2006	1 377 618	1.3	3.3	0.5	4.5	15.6	20.3	9.2	16.0	29.2			
	TREND*	109.3												
Sauvignon Blanc	JAN 2005 - DEC 2005	2 725 320	0.6	0.9	1.3	14.1	22.1	15.9	16.1	15.1	13.9			
	JAN 2006 - DEC 2006	3 040 524	0.9	2.0	1.6	4.7	28.4	17.9	13.3	17.4	13.9			
	TREND*	111.6												
Chenin Blanc	JAN 2005 - DEC 2005	831 347	6.2	0.9	6.4	27.0	22.0	15.0	4.5	4.8	13.2			
	JAN 2006 - DEC 2006	915 279	5.1	4.8	8.2	19.1	21.5	18.2	5.7	9.6	7.9			
	TREND*	110.1												
Dry White	JAN 2005 - DEC 2005	2 952 874	12.1	14.2	10.9	11.8	21.3	16.1	6.7	3.1	3.9			
	JAN 2006 - DEC 2006	2 777 189	11.4	3.2	4.1	19.0	23.9	20.1	7.4	7.4	3.5			
	TREND*	94.1												
Semi Sweet	JAN 2005 - DEC 2005	334 166	14.7	3.7	3.4	37.3	17.1	12.1	8.2	2.7	0.9			
	JAN 2006 - DEC 2006	462 796	8.3	8.6	5.5	42.0	14.2	13.9	2.9	2.8	1.8			
	TREND*	138.5												
Total White	JAN 2005 - DEC 2005	8 104 297	6.3	5.8	5.3	14.1	20.3	16.5	10.3	9.7	11.7			
	JAN 2006 - DEC 2006	8 573 407	5.2	3.2	3.1	12.9	23.4	18.8	9.4	12.3	11.7			
	TREND*	105.8												
Cabernet	JAN 2005 - DEC 2005	1 442 269	0.6	0.2	0.3	4.9	8.6	11.6	8.7	28.0	37.2			
	JAN 2006 - DEC 2006	1 756 137	0.7	1.4	0.8	2.7	8.9	11.7	7.0	29.7	37.2			
	TREND*	121.8												
Pinotage	JAN 2005 - DEC 2005	1 113 364	2.2	0.7	1.2	2.2	6.7	16.1	6.3	45.1	19.5			
	JAN 2006 - DEC 2006	1 341 567	1.0	0.8	0.3	0.7	6.3	17.0	9.6	42.9	21.4			
	TREND*	120.5												
Shiraz	JAN 2005 - DEC 2005	925 014	0.7	0.4	0.5	0.3	6.8	13.3	9.9	24.8	43.3			
	JAN 2006 - DEC 2006	1 350 080	1.4	0.4	1.0	1.4	9.1	14.9	7.8	16.7	47.3			
	TREND*	146.0												
Merlot	JAN 2005 - DEC 2005	1 112 202	3.2	0.5	6.9	1.5	13.7	16.0	11.3	21.6	25.1			
	JAN 2006 - DEC 2006	1 275 500	1.1	3.2	0.5	1.0	15.4	24.6	8.1	22.9	23.0			
	TREND*	114.7												
Other Red	JAN 2005 - DEC 2005	4 422 126	2.1	4.7	15.1	7.4	18.8	8.9	8.4	13.8	20.8			
	JAN 2006 - DEC 2006	4 793 598	3.7	5.9	3.0	11.0	19.1	11.9	7.5	15.9	21.9			
	TREND*	108.4												
Total Red	JAN 2005 - DEC 2005	9 014 975	1.8	2.5	8.5	4.9	13.8	11.6	8.7	22.0	26.1			
	JAN 2006 - DEC 2006	10 516 882	2.2	3.5	1.8	5.9	14.1	14.4	7.8	22.6	27.8			
	TREND*	116.7												
Rosé / Blanc de Noir	JAN 2005 - DEC 2005	1 206 920	2.3	46.8	5.4	16.3	16.6	4.0	5.0	2.9	0.7			
	JAN 2006 - DEC 2006	1 301 396	4.1	2.6	7.2	52.8	15.9	6.0	9.3	0.8	1.4			
	TREND*	107.8												
Sparkling Wine	JAN 2005 - DEC 2005	568 162	0.2	0.0	0.0	13.6	0.1	3.7	5.5	28.0	48.9			
	JAN 2006 - DEC 2006	681 999	2.0	0.0	0.0	7.1	2.2	5.2	6.3	29.5	47.5			
	TREND*	120.0												
Other Sparkling	JAN 2005 - DEC 2005	262 438	0.8	0.1	0.6	25.3	34.1	10.5	2.4	20.4	5.9			
	JAN 2006 - DEC 2006	265 384	0.4	0.2	0.2	2.3	55.2	20.7	3.9	13.4	3.7			
	TREND*	101.1												

Price categories will be adjusted yearly with inflation so that over the years, categories can be compared in real terms.

*Trend - Current term / Previous term

2.4 WHOLESALERS (EXCLUDING PRODUCER CELLAR BOUND WHOLESALERS)

TYPE OF WINE	PERIOD	LITRES	% SOLD IN PRICE RANGE (R / CARTON INCLUDING VAT) (12 X 750 ml)										
			TO 121	>121 - 154	>154 - 183	>183 - 229	>229 - 306	>306 - 383	>383 - 459	>459 - 612	>612		
Natural White	JAN 2005 - DEC 2005	981 056	5.6	5.6	3.1	5.8	21.4	46.9	2.3	7.6	1.6		
	JAN 2006 - DEC 2006	1 095 598	12.5	3.9	0.4	10.4	19.9	39.9	2.8	7.1	3.1		
	TREND*	111.7											
	JAN 2005 - DEC 2005	2 151 599	3.0	0.8	2.8	33.4	29.1	23.5	2.6	4.4	0.4		
	JAN 2006 - DEC 2006	2 539 159	3.5	1.6	1.4	33.2	25.3	24.6	3.6	6.3	0.6		
	TREND*	118.0											
	JAN 2005 - DEC 2005	360 181	33.9	22.5	16.1	12.4	8.0	6.9	0.0	0.2	0.0		
	JAN 2006 - DEC 2006	311 856	31.6	8.1	29.2	6.3	11.8	12.4	0.0	0.3	0.3		
	TREND*	86.6											
	JAN 2005 - DEC 2005	14 634 847	60.6	2.7	19.2	8.6	7.9	0.7	0.2	0.0	0.0		
JAN 2006 - DEC 2006	14 573 090	60.6	1.3	17.9	10.3	6.8	2.7	0.3	0.0	0.1			
TREND*	99.6												
JAN 2005 - DEC 2005	4 664 006	2.1	25.3	29.5	21.5	20.9	0.7	0.0	0.0	0.0			
JAN 2006 - DEC 2006	4 692 861	1.5	0.2	46.0	33.7	17.4	1.2	0.0	0.0	0.1			
TREND*	100.6												
JAN 2005 - DEC 2005	22 791 688	40.4	7.6	19.0	13.5	13.1	5.0	0.5	0.8	0.1			
JAN 2006 - DEC 2006	23 212 564	39.8	1.3	21.1	17.5	11.7	6.7	0.7	1.0	0.3			
TREND*	101.8												
JAN 2005 - DEC 2005	1 275 164	6.3	0.6	1.4	2.7	4.8	5.8	4.9	58.7	14.9			
JAN 2006 - DEC 2006	1 506 411	3.4	1.9	10.2	3.1	6.4	8.8	2.9	49.8	13.4			
TREND*	118.1												
JAN 2005 - DEC 2005	792 905	2.7	12.9	3.4	1.6	13.7	35.6	15.2	11.4	3.6			
JAN 2006 - DEC 2006	732 717	4.2	2.3	2.8	4.6	6.8	48.4	14.7	13.1	2.9			
TREND*	92.4												
JAN 2005 - DEC 2005	561 878	1.4	4.0	6.6	5.0	8.4	9.2	32.9	28.7	3.9			
JAN 2006 - DEC 2006	894 201	12.9	3.9	16.6	3.4	11.1	6.6	17.4	23.8	4.3			
TREND*	159.1												
JAN 2005 - DEC 2005	869 650	10.2	3.8	0.6	5.7	7.4	13.2	28.1	24.6	6.4			
JAN 2006 - DEC 2006	1 116 679	5.3	1.4	14.5	5.1	15.2	8.3	22.2	20.9	7.2			
TREND*	128.4												
JAN 2005 - DEC 2005	12 332 358	1.6	49.6	1.7	10.3	20.4	10.5	1.1	3.9	1.0			
JAN 2006 - DEC 2006	12 287 164	5.8	46.7	1.4	9.2	19.6	11.3	1.3	4.2	0.4			
TREND*	99.6												
JAN 2005 - DEC 2005	15 831 954	2.5	39.7	1.9	8.8	17.6	11.5	4.7	10.7	2.7			
JAN 2006 - DEC 2006	16 537 171	5.9	35.3	3.9	7.8	17.1	12.3	4.3	10.9	2.4			
TREND*	104.5												
Rosé / Blanc de Noir	JAN 2005 - DEC 2005	3 468 973	2.5	2.2	12.9	47.2	34.1	0.5	0.5	0.1	0.0		
	JAN 2006 - DEC 2006	2 333 831	4.6	2.1	37.3	37.7	17.0	0.6	0.7	0.0	0.0		
	TREND*	67.3											
Sparkling Wine	JAN 2005 - DEC 2005	992 318	0.2	32.9	0.0	0.0	12.1	0.0	6.4	46.5	1.9		
	JAN 2006 - DEC 2006	815 762	0.0	0.0	0.0	7.7	22.3	8.7	58.4	2.8			
	TREND*	82.2											
	JAN 2005 - DEC 2005	5 453 809	0.0	0.1	0.1	0.2	19.7	78.5	0.5	0.1	0.8		
JAN 2006 - DEC 2006	5 587 189	0.0	0.0	0.0	0.3	17.7	80.5	0.0	0.0	1.5			
TREND*	102.4												

Price categories will be adjusted yearly with inflation so that over the years, categories can be compared in real terms.

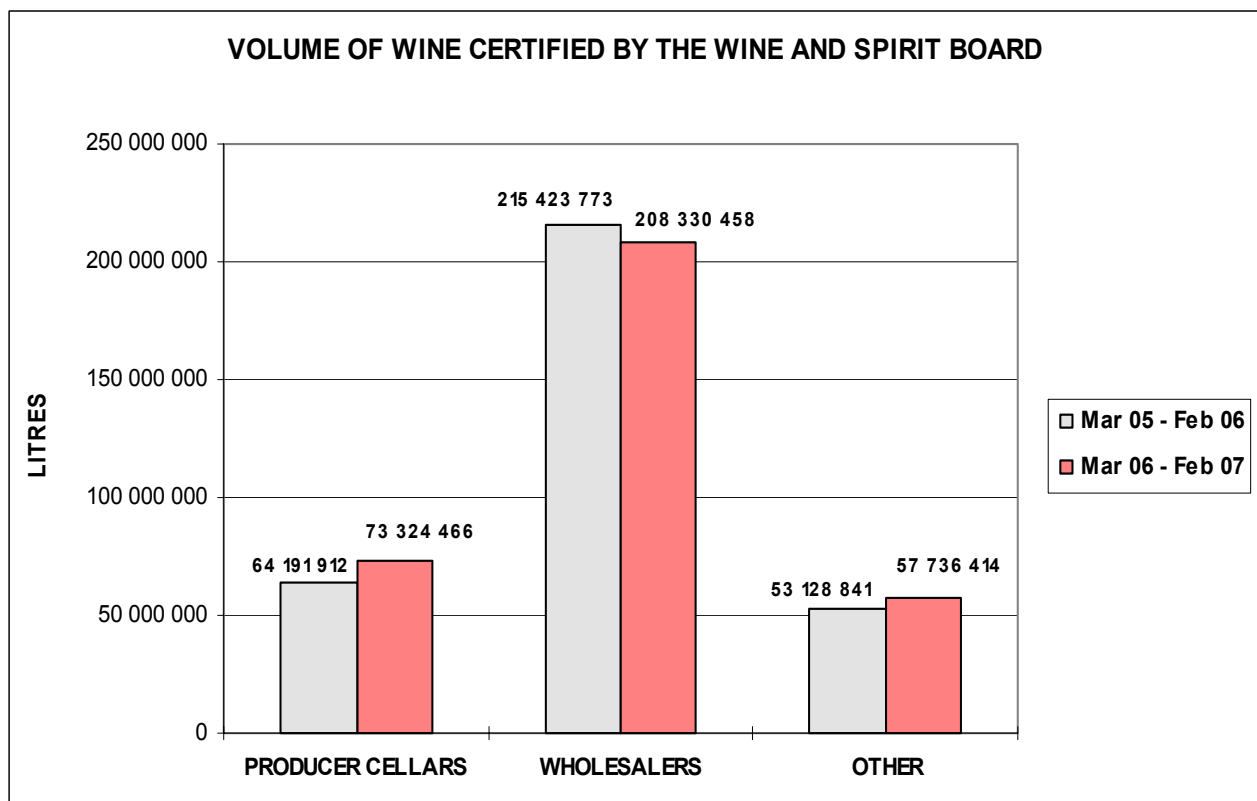
*Trend - Current term / Previous term

VOLUME OF WINE CERTIFIED (LITRES)

	1 MONTH			3 MONTHS			6 MONTHS			12 MONTHS		
	Feb-06	Feb-07	Trend	Dec-05 Feb-06	Dec-06 Feb-07	Trend	Sep-05 Feb-06	Sep-06 Feb-07	Trend	Mar-05 Feb-06	Mar-06 Feb-07	Trend
	PRODUCER CELLARS											
Estate Wine	0	0		0	0		0	0		0	0	
Wine of Origin	2 362 928	2 771 197	117	6 058 247	10 507 289	173	14 821 114	21 710 934	146	36 657 922	41 444 654	113
Geographical Unit Wine	1 887 296	1 539 524	82	6 084 844	5 617 230	92	13 631 775	15 096 241	111	27 533 990	31 879 812	116
SUB TOTAL	4 250 224	4 310 721	101	12 143 091	16 124 519	133	28 452 889	36 807 175	129	64 191 912	73 324 466	114
WHOLESALERS												
Estate Wine	0	0		0	0		0	0		0	0	
Wine of Origin	1 553 495	2 631 302	169	4 766 932	6 026 437	126	12 579 993	14 284 939	114	28 791 021	32 021 195	111
Geographical Unit Wine	11 647 439	15 382 197	132	32 881 941	42 079 960	128	81 199 691	83 462 252	103	186 632 752	176 309 263	94
SUB TOTAL	13 200 934	18 013 499	136	37 648 873	48 106 397	128	93 779 684	97 747 191	104	215 423 773	208 330 458	97
OTHER												
Estate Wine	574 399	558 627	97	1 411 098	1 779 701	126	3 552 972	3 839 741	108	7 652 353	8 295 290	108
Wine of Origin	2 249 486	2 305 650	102	5 736 722	7 734 512	135	14 498 399	16 984 204	117	30 207 025	33 947 663	112
Geographical Unit Wine	1 143 329	1 301 619	114	2 988 898	3 661 192	122	7 040 408	7 691 472	109	15 269 463	15 493 461	101
SUB TOTAL	3 967 214	4 165 896	105	10 136 718	13 175 405	130	25 091 779	28 515 417	114	53 128 841	57 736 414	109
TOTAL	21 418 372	26 490 116	124	59 928 682	77 406 321	129	147 324 352	163 069 783	111	332 744 526	339 391 338	102

CERTIFIED BULK EXPORTS (included in above figures)	1 MONTH			3 MONTHS			6 MONTHS			12 MONTHS		
	Feb-06	Feb-07	Trend	Dec-05 Feb-06	Dec-06 Feb-07	Trend	Sep-05 Feb-06	Sep-06 Feb-07	Trend	Mar-05 Feb-06	Mar-06 Feb-07	Trend
		6 200 484	8 076 555	130	19 342 990	26 284 501	136	44 869 859	53 055 482	118	101 716 655	108 860 648

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



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