

WORLD AND LOCAL INFORMATION



2006

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Good day readers

***“Great people talk about ideas, average people talk about things, and small people talk about wine.” Fran Lebowitz***

According to Euromonitor, in contrast to 2004 the global wine industry in 2005 was significantly impacted by oversupply issues. Healthy grape crushes in key wine-producing countries, most notably a record harvest in Australia, contributed to a glut of wines on the world market, forcing down prices but simultaneously driving volume sales. Value growth (6%) of global wine sales continued to exceed volume growth (2%) in 2005, however, the constraint on average unit prices saw value growth fall from double-digits in 2004. Weaker value growth of global wine sales was averted by increasing demand in both developed and developing markets for more expensive, higher quality wines. World production is estimated to decrease by 9.1% in 2005, whereas world consumption has increased by 12.1% in 2004 and is estimated to decrease by 0.5% in 2005. In terms of production South Africa was ranked 8<sup>th</sup> in the world in 2004, with the 2005 harvest decreasing by 11% on 2004. Wine production in South Africa decreased with 10% in 2005 and is estimated to increase with 9% in 2006. Exports are forecasted to decrease by 2.3% in 2006 and then increase with 2.8% in 2007.

This publication provides you with information that will add value to your knowledge on the South African wine industry. It also shows how South Africa is performing in comparison with the rest of the world. The information covers a wide spectrum of local and international aspects like packaging, sales, consumption, exports and much more. We believe it will contribute to the continued prosperity of the South African wine industry.

Sawis greetings till next year  
Natalie

**NOVEMBER 2006**

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A PUBLICATION OF:

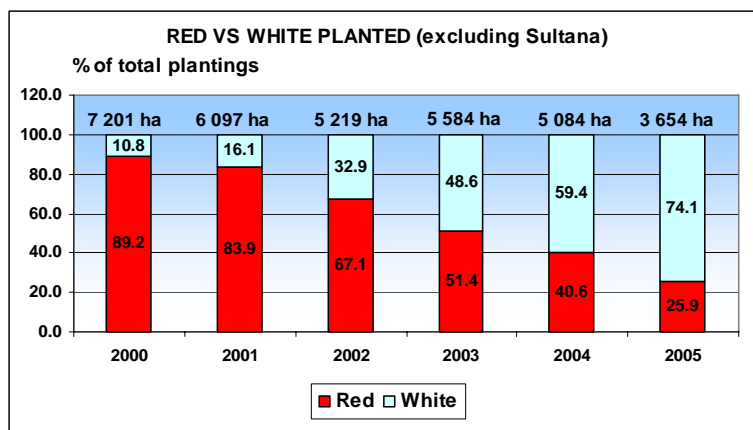


S A WYNBEDRYF-INLIGTING & -STELSLS  
S A WINE INDUSTRY INFORMATION & SYSTEMS

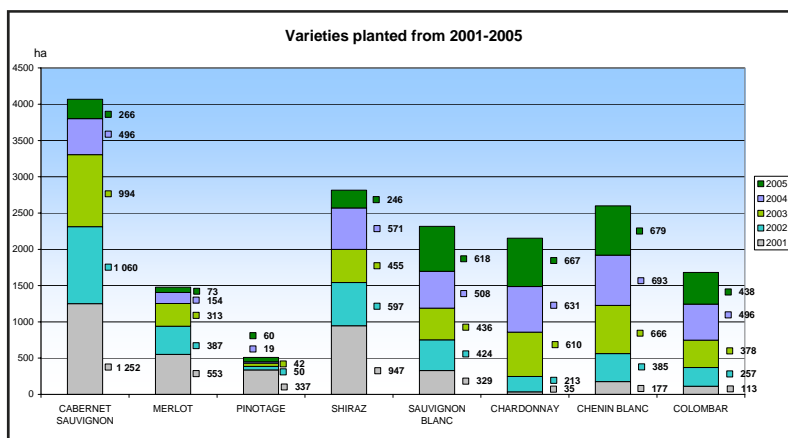
# AREA UNDER VINES

## SOUTH AFRICA

The total area under vines increased by 1 400 ha (1.4%) to 101 607 ha (excluding Sultana) during 2005. White varieties accounted for 54% and red varieties 46% of the total area. The largest area distribution of white was Chenin Blanc with 18.8% of the total area and Cabernet Sauvignon with 13.4% for red. In 2005 the plantings of red varieties decreased by 54.2% compared to 2004.

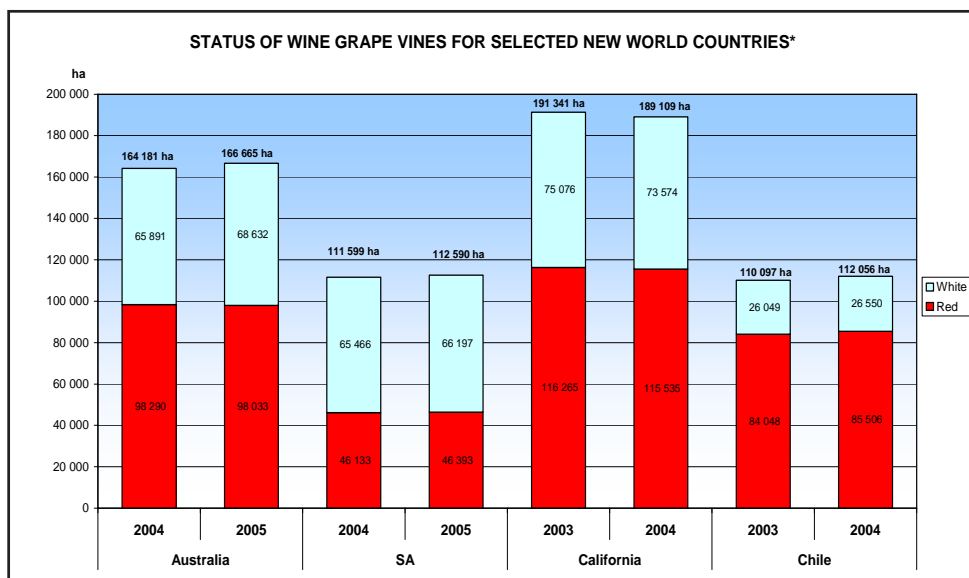


In 2005 the red varieties planted the most were Cabernet Sauvignon with 266 hectares and Shiraz with 246 hectares. The white varieties planted the most were Chenin Blanc with 679 hectares and Chardonnay with 667 hectares. In 2004 the plantings of red varieties decreased by 28.1% and with a further 54.2% in 2005, while plantings of white varieties decreased by 10.3% in 2005 compared to 2004. In 2005, white varieties represents two of the five most uprooted varieties, with Chenin Blanc being the most uprooted variety with 25.0% (2004 - 27.1%) of all vines uprooted.



## NEW WORLD COUNTRIES

The status of red wine grape vines shows an increasing trend from 2004 to 2005 in South Africa and from 2003 to 2004 in Chile, an increase of 0.6% and 1.7% respectively. On the other hand, California's status of red wine grapes decreased from 2003 to 2004 and Australia's decreased from 2004 to 2005. In Australia 98 033 hectares of the total area under vines were red grapes in 2005 compared to 98 290 hectares in 2004 - a decrease of 0.3%, where Shiraz represents 24.3% (40 508 ha) of the total red varieties. In South Africa red wine grapes made up 41% of the total area under vines in 2004 as well as in 2005. In California 115 535 hectares of the total area under vines were red wine grapes in 2004 compared to 116 265 hectares in 2003 - a decrease of 0.6%, where Cabernet Sauvignon represents 16.0% (30 320 ha) of the total red varieties. In Chile red wine grapes made up 76.3% of the total area under vines in 2003 and 2004, where Cabernet Sauvignon represents 35.8% (40 086 ha) of the total red varieties. The status of white wine grapes in Australia increased with 4.2% from 2004 to 2005, with Chardonnay representing 18.3% (30 507 ha) of the total white varieties and in Chile from 2003 to 2004 increasing by 1.9%, with Sauvignon Blanc representing 6.9% (7 741 ha) of the total white varieties. The status of white wine grapes in California decreased with 1 502 hectares from 2003 to 2004, with Chardonnay representing 20.7% (39 069 ha) of the total white varieties, and increased in South Africa with 731 hectares from 2004 to 2005. The latest figures available for selected New World countries show that South Africa in 2005, with 112 590 hectares, has the third biggest area under vines after California and Australia (167 000 hectares in 2005).



\*Including Sultana

## TOTAL VINEYARD STATUS - COMPARISON BY VARIETY - HECTARES\*

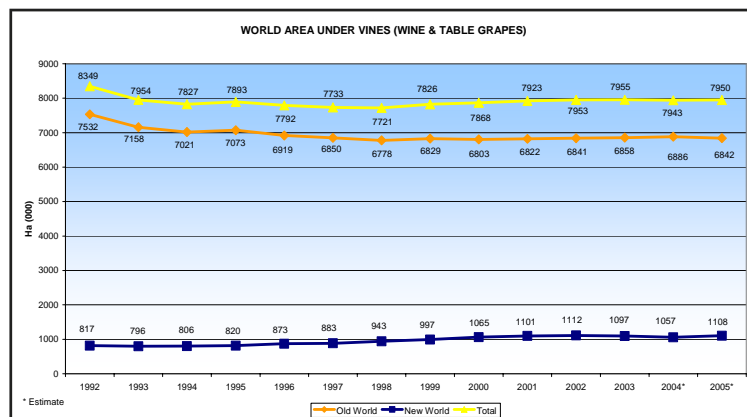
VARIETY	Australia				South Africa			
	2004	% of total	2005	% of total	2004	% of total	2005	% of total
<b>RED</b>								
Cabernet Sauvignon	29 313	17.9%	28 621	17.2%	13 531	12.1%	13 572	12.1%
Shiraz	39 182	23.9%	40 508	24.3%	9 415	8.4%	9 794	8.7%
Merlot	10 804	6.6%	10 816	6.5%	6 969	6.2%	6 942	6.2%
Pinotage					6 664	6.0%	6 494	5.8%
Ruby Cabernet	1 998	1.2%	1 681	1.0%	2 648	2.4%	2 648	2.4%
Pinot Noir	4 424	2.7%	4 231	2.5%	522	0.5%	535	0.5%
<b>TOTAL</b>	<b>98 290</b>	<b>59.9%</b>	<b>98 033</b>	<b>58.8%</b>	<b>46 133</b>	<b>41.3%</b>	<b>46 393</b>	<b>41.2%</b>
<b>WHITE</b>								
Chardonnay	28 008	17.1%	30 507	18.3%	7 283	6.5%	7 927	7.0%
Sauvignon Blanc	3 425	2.1%	4 152	2.5%	6 944	6.2%	7 661	6.8%
Semillon	6 728	4.1%	6 282	3.8%	1 003	0.9%	1 070	1.0%
<b>TOTAL</b>	<b>65 891</b>	<b>40.1%</b>	<b>68 632</b>	<b>41.2%</b>	<b>65 466</b>	<b>58.7%</b>	<b>66 197</b>	<b>58.8%</b>
<b>GRAND TOTAL</b>	<b>164 181</b>	<b>100.0%</b>	<b>166 665</b>	<b>100.0%</b>	<b>111 599</b>	<b>100.0%</b>	<b>112 590</b>	<b>100.0%</b>

VARIETY	California				Chile			
	2003	% of total	2004	% of total	2003	% of total	2004	% of total
<b>RED</b>								
Cabernet Sauvignon	30 437	16.0%	30 320	16.0%	39 371	35.8%	40 086	35.8%
Merlot	21 009	11.0%	21 682	11.5%	12 879	11.7%	12 942	11.5%
Ruby Cabernet	3 026	1.6%	2 716	1.4%				
Pinot Noir	9 700	5.1%	9 722	5.1%	1 422	1.3%	1 440	1.3%
<b>TOTAL</b>	<b>116 265</b>	<b>60.8%</b>	<b>115 535</b>	<b>61.1%</b>	<b>84 048</b>	<b>76.3%</b>	<b>85 506</b>	<b>76.3%</b>
<b>WHITE</b>								
Chardonnay	39 560	20.7%	39 069	20.7%	7 565	6.9%	7 722	6.9%
Sauvignon Blanc	6 200	3.2%	6 151	3.3%	7 368	6.7%	7 741	6.9%
<b>TOTAL</b>	<b>75 076</b>	<b>39.2%</b>	<b>73 574</b>	<b>38.9%</b>	<b>26 049</b>	<b>23.7%</b>	<b>26 550</b>	<b>23.7%</b>
<b>GRAND TOTAL</b>	<b>191 341</b>	<b>100.0%</b>	<b>189 109</b>	<b>100.0%</b>	<b>110 097</b>	<b>100.0%</b>	<b>112 056</b>	<b>100.0%</b>

\*Includes Sultana

## WORLD

Globally speaking, in 2003 vineyards worldwide accounted for a total area under vines of 7 955 000 ha, an increase of 2 000 ha compared to 7 953 000 ha in 2002. In 2004 world area under vines is estimated to decrease by 12 000 ha from 2003 and then increase by 7 000 ha in 2005. Taking into account the long-term forecasts and the recent changes in trends, it can be estimated that around 2010, the world area under vines will reach 8 million ha.



# PRODUCTION OF WINE

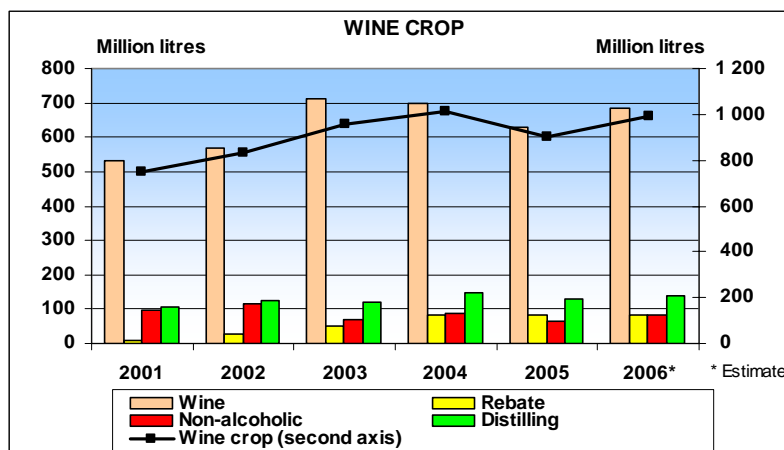
## SOUTH AFRICA

The latest estimates indicate that the total wine stock at private and producer cellars will be 365,6 million litres on 31 December 2006. It is 26,2 million litres more than on 31 December 2005. The total grape harvest is an estimated 10.8% more compared to the 2005 harvest. The total wine harvest is 989,9 million litres, 84,7 million litres more than the harvest in 2005. Early indications show that red grapes have been used in the production of white, rebate and distilling wine.

	1998	1999	2000	2001	2002	2003	2004	2005	2006*
Red varieties as % of grape crop	13.2	13.4	15.0	21.1	22.7	28.1	29.9	33.5	32.3
Natural red wine as % of wine	15.2	16.3	21.0	25.2	27.9	32.1	36.2	38.9	35.4

\* Estimate

During 2006 an estimated 69.3% of the crop was produced as wine compared to 69.4% during 2005. Production of wine increased from 628,5 million litres to 686,2 million litres - an increase of 9%. Production of rebate wine decreased by an estimated 1,1 million litres (1%) and distilling wine increased by an estimated 11,3 million litres (8.7%). It is foreseen that wholesalers will import the equivalent of 11,3 million gross litres of bulk wine (including concentrate for sweetening purposes) during 2006, whereas private and producer cellars will import the equivalent of 7,0 million gross litres. The imports are necessitated by the fact that the market requirements cannot be met domestically. Furthermore, 1 million litres @ 10% alc/vol of rebate wine have already been imported. Indications are that the equivalent of 31,1 million litres @ 10% alc/vol distilling wine will be imported in 2006. This is considerably less than the initial estimate, the main reason for this the rebate granted from 1 April 2006 for cain spirits used in the manufacturing of vermouths, aperitifs and cocktails.



## WORLD

WINE CROP													
	1996	1997	1998	1999	2000	2001	2002	2003	2004*	2005*	2006*	Growth rate 06/05	Average % of total world production 1997 - 2006
Country/group	'000 hectolitres											%	
France	57 047	53 561	52 671	60 435	57 540	55 339	50 353	46 360	57 419	55 200	53 000	-4.0	19.9%
Italy	58 772	50 894	54 188	56 454	51 620	52 293	44 604	44 086	53 275	50 556	53 000	4.8	18.7%
Spain	31 000	33 218	31 172	33 723	41 692	30 500	33 478	42 802	46 132	35 300	42 000	19.0	13.6%
USA	17 415	22 000	20 306	20 691	25 551	19 200	20 300	20 770	20 109	23 500	22 090	-6.0	7.9%
Argentina	12 681	13 500	12 673	15 888	12 537	15 835	12 695	13 225	15 464	15 222	15 250	0.2	5.2%
Australia	6 734	6 174	7 415	8 511	8 592	10 756	12 203	10 859	14 712	14 338	13 300	-7.2	3.9%
China	9 581	9 581	9 581	10 261	10 500	10 800	11 200	11 600	12 000	11 200	11 500	2.7	4.0%
South Africa	8 993	8 809	8 156	9 141	8 372	7 465	8 342	9 560	10 157	9 052	9 899	9.4	3.3%
Germany	8 642	8 495	10 834	12 123	9 852	8 891	9 885	8 191	10 047	9 100	9 000	-1.1	3.5%
Chile	3 878	4 549	5 475	4 807	6 674	5 658	5 623	6 682	6 301	7 886	8 000	1.4	2.3%
Portugal	9 712	6 124	3 750	7 859	6 710	7 789	6 677	7 340	7 475	6 645	6 786	2.1	2.5%
Greece	4 109	3 987	3 826	3 680	3 558	3 477	3 085	3 815	4 295	4 093	3 900	-4.7	1.4%
Russia	2 500	2 230	2 180	2 903	3 050	3 430	4 060	4 530	4 100	3 900	3 900	0.0	1.3%
Romania	7 663	6 688	5 002	6 054	5 456	5 090	5 461	5 555	6 166	3 800	3 800	0.0	1.9%
Hungary	4 188	4 472	4 334	3 339	4 299	5 514	3 333	3 880	4 340	3 100	3 100	0.0	1.5%
Brazil	3 128	2 743	2 782	3 116	3 638	2 968	3 100	2 620	3 925	2 850	3 000	5.3	1.1%
<b>Total top 16</b>	<b>246 043</b>	<b>237 025</b>	<b>228 512</b>	<b>258 985</b>	<b>259 641</b>	<b>245 005</b>	<b>234 399</b>	<b>241 875</b>	<b>275 917</b>	<b>255 742</b>	<b>261 525</b>	<b>2.3</b>	<b>91.6%</b>
<b>Other</b>	<b>24 824</b>	<b>24 269</b>	<b>27 854</b>	<b>22 054</b>	<b>20 774</b>	<b>21 636</b>	<b>23 381</b>	<b>24 853</b>	<b>22 983</b>	<b>22 558</b>	<b>18 475</b>	<b>-18.1</b>	<b>8.4%</b>
<b>Total world</b>	<b>270 867</b>	<b>261 294</b>	<b>256 366</b>	<b>281 039</b>	<b>280 415</b>	<b>266 641</b>	<b>257 780</b>	<b>266 728</b>	<b>298 900</b>	<b>278 300</b>	<b>280 000</b>	<b>0.6</b>	<b>100.0%</b>
<b>Southern Hemisphere**</b>	<b>32 286</b>	<b>33 032</b>	<b>33 719</b>	<b>38 347</b>	<b>36 175</b>	<b>39 714</b>	<b>38 863</b>	<b>40 326</b>	<b>46 634</b>	<b>46 498</b>	<b>46 449</b>	<b>-0.1</b>	<b>14.7%</b>
<b>New world***</b>	<b>49 701</b>	<b>55 032</b>	<b>54 223</b>	<b>59 038</b>	<b>61 726</b>	<b>58 914</b>	<b>59 163</b>	<b>61 096</b>	<b>66 743</b>	<b>69 998</b>	<b>68 539</b>	<b>-2.1</b>	<b>22.5%</b>
<b>EU****</b>	<b>169 282</b>	<b>156 279</b>	<b>156 441</b>	<b>174 274</b>	<b>170 972</b>	<b>158 289</b>	<b>148 082</b>	<b>152 594</b>	<b>178 643</b>	<b>160 894</b>	<b>167 686</b>	<b>4.2</b>	<b>59.5%</b>

\* Estimate

\*\* Australia, Argentina, Chile and South Africa

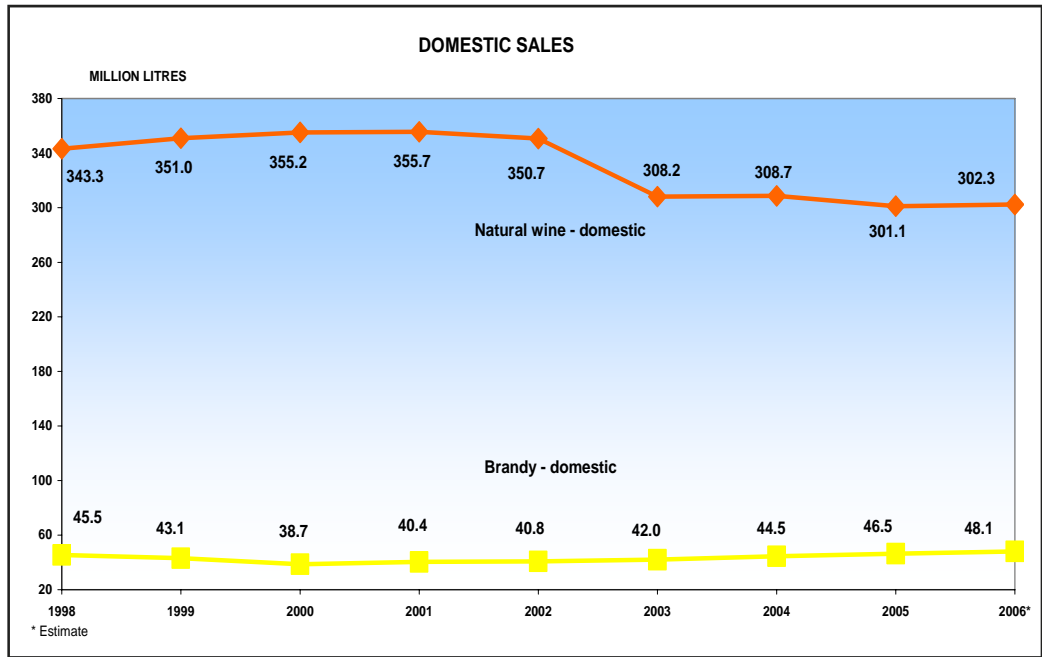
\*\*\* Australia, Argentina, Chile, South Africa and the USA

\*\*\*\* France, Italy, Spain, Portugal, Germany and Greece

# DOMESTIC SALES

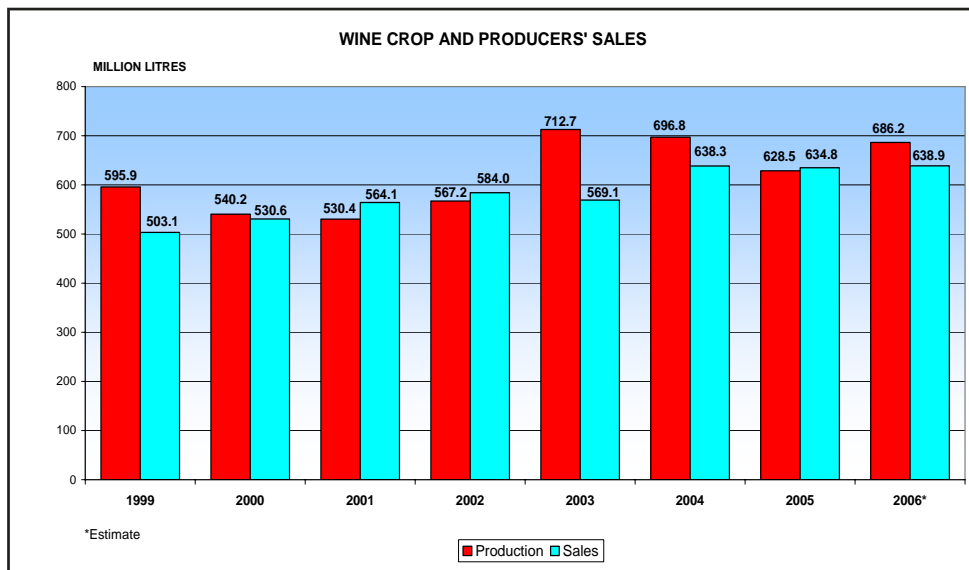
Domestic sales of natural wine (including wine used in grape-based liquor and alcoholic fruit beverages) decreased by 2.5% during 2005. Sales for the twelve month period from September 2005 to August 2006 decreased by 1.7%. It is estimated that domestic sales of natural wine will increase by 0.4% in 2006 to 302,3 million litres.

Domestic sales of brandy increased by 4.5% during 2005. Sales for the twelve month period from September 2005 to August 2006 increased by 3.3%. Brandy sales is estimated to increase to 48,1 million litres in 2006.



## WINE CROP AND PRODUCERS' SALES

Production of wine for 2006 is estimated to be approximately 47,3 million litres more than 2006 sales of wine. Total sales of wine by producers is estimated to increase by 0.7% during 2006.



## STOCK OF WINE

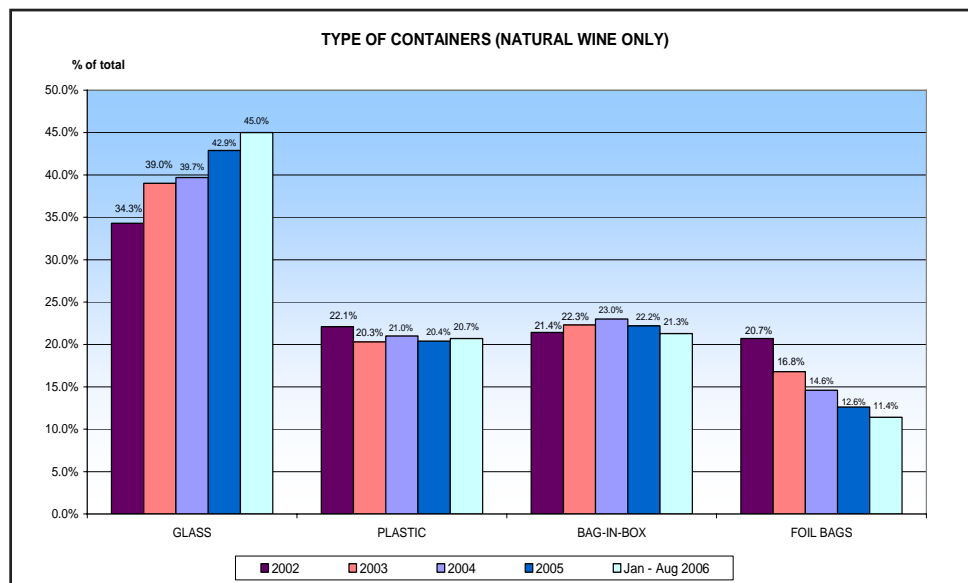
The situation with regard to wine stock at private wine cellars and producer cellars on 31 December 2002 to 31 December 2006 was or is estimated to be as follows:

	31 December 2002	31 December 2003	31 December 2004	31 December 2005	31 December 2006*	05/04 %+/-	06/05 %+/-
	million litres						
Red	87.3	131.4	160.8	184.0	184.6	114.4	100.3
White	122.0	205.4	202.9	155.4	181.0	76.6	116.5
Total	209.3	336.8	363.7	339.4	365.6	93.3	107.7

\*Estimate

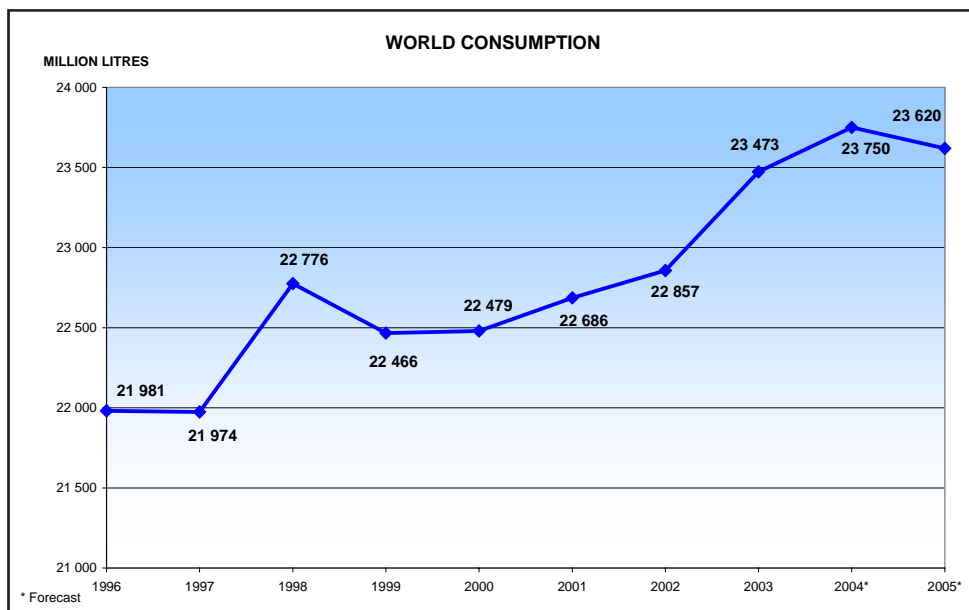
## DOMESTIC PACKAGED WINE INFORMATION

In 2005 the total market for domestically sold packaged wine amounted to 285,4 million litres of which glass, plastic, bag-in-box and foil bags represented 42.9%, 20.4%, 22.2% and 12.6% respectively. In 2002 the total market for all types of containers was 322,4 million litres. It decreased by 11.4% from 2002 to 2005. The total market for glass containers amounted to 110,4 million litres in 2002. From 2002 to 2005 this figure increased by 10.9% to 122,5 million litres. In 2002 the total market for plastic containers amounted to 71,3 million litres. From 2002 to 2005 it decreased by 18.2% to 58,3 million litres. The total market for bag-in-box in 2002 amounted to 69,1 million litres. From 2002 it decreased by 8.3% to 63,4 million litres in 2005. In 2002 the total market for foil bags amounted to 66,7 million litres. From 2002 this figure decreased by 46.0% to a total market figure of 36,0 million litres in 2005.



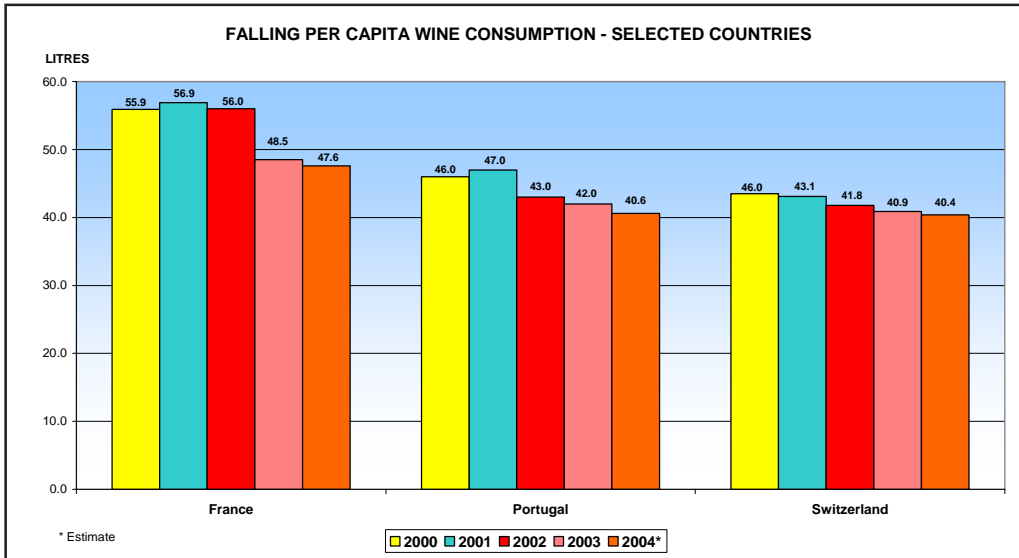
## WORLD CONSUMPTION

The year 2003 showed an increase of 616 million litres for world consumption and reached 23 473 million litres (+ 2.7% from 2002). This slight increase follows a more modest increase of 171 million litres which occurred between 2001 and 2002 (+ 0.7% from 2001). As such, the last triennial (2001 to 2003) average progressed by 130 million litres per year, compared to the 1996 to 2000 average. World consumption is estimated to increase 1.2% in 2004 and decrease by 0.5% in 2005.



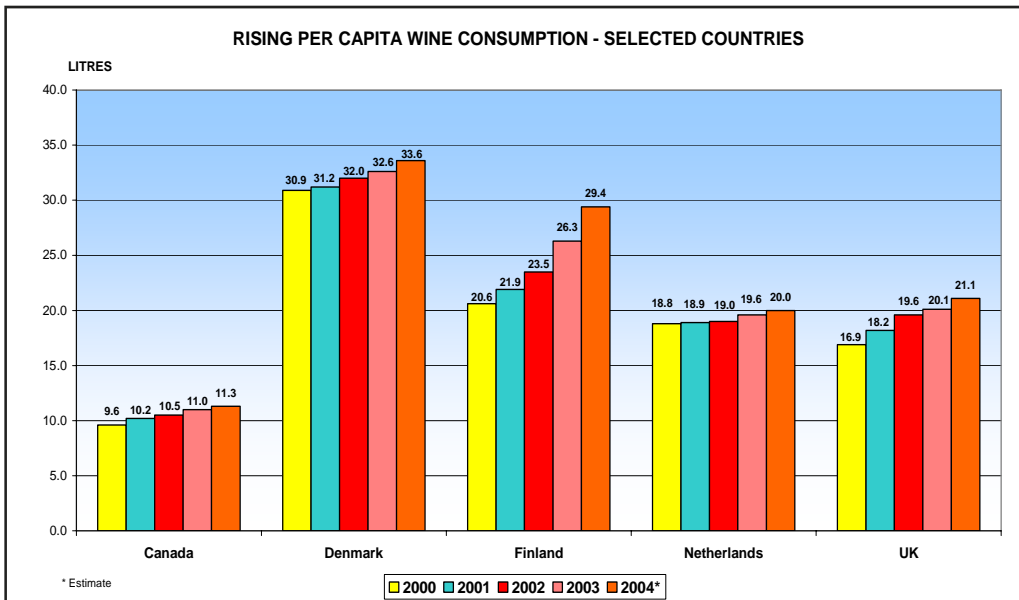
Source: OIV

World wine consumption remains dominated by Europe, which is forecasted to account for 67.4% in 2005. The European Union (EU-25) clearly dominates on this continent by representing nearly 54% of world wine consumption. America comes next with 20.5% of world consumption, followed by Asia (7%), with the other continents together representing between 2% and 3% of world wine consumption. Taking into account the long-term trends and the changes in trends and recent rises, it can be estimated that by 2010 global wine consumption could range between 23 900 and 25 500 million litres.



Source: World Drink Trends 2005

Both France and Portugal show an increase in per capita wine consumption in 2001, thereafter it decreases from 2002 to 2004. France, Portugal and Switzerland all show a decreasing trend in per capita wine consumption from 2001 to 2004 of 16.3%, 13.6% and 6.3%, respectively. Canada, Denmark, Finland, Netherlands and the UK show an increasing trend from 2000 to 2004 of 17.7%, 8.7%, 42.7%, 6.4% and 24.9%, respectively.



Source: World Drink Trends 2005

## EXPORTS

### SOUTH AFRICA

Compared to 2004, total exports of wine increased by 5.3% to 281,8 million litres during 2005. Exports of packaged natural wine decreased by 1.6%, whereas bulk natural wine increased by 22.2%. Bulk red wine showed the largest increase in exports with a 39.8% increase compared to the previous year, while packaged white wine decreased by 1.3%. The exports of packaged red wine decreased by 1.9%, while bulk white wine increased with 8.4%.

Total exports of wine reached 268,4 million litres in volume for the twelve month period from October 2005 to September 2006, a decrease of 5.7% compared to the previous corresponding period. Wine exported in glass reached 104,9 million litres and bag-in-box reached 27,3 million litres during January to September 2006. From January to September 2006, wine exported in a 750ml bottle made up the biggest percentage of the total market, with 41.8% exported to the UK, followed by 14.3% exported to the Netherlands. The third largest is the 3 litre bag-in-box, with 55.5% exported to Sweden.

According to the Production and market estimates 2007 - 2011, exports are forecasted to decrease with 2.3% in 2006 and increase with 2.8% in 2007.

### WORLD

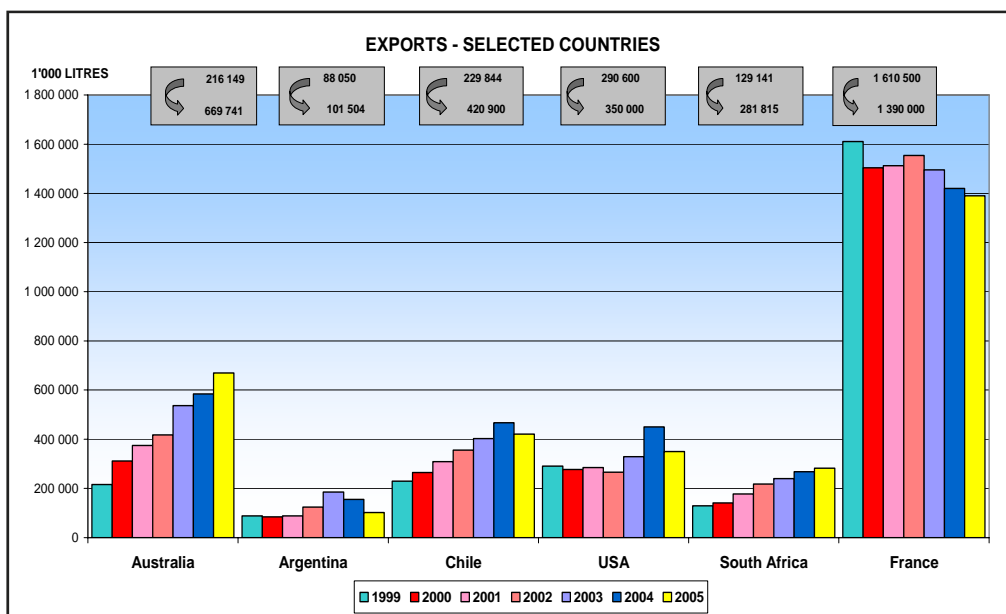
**Australia's** wine exports have fallen in value for the first time in 15 years as the effect of the grape oversupply slashed selling prices in key overseas markets. Figures issued by the Australian Wine and Brandy Corporation showed that export volumes increased by 7 per cent to 738 million litres for the year to 30 September. However, the average price a litre fell by 7 per cent over the same period, resulting in an overall 0.6 per cent decline in the value of exports to \$2.78 billion.

Wine exports from **Argentina** have soared in the first four months of 2006, exports were shown to have leapt by 37% by volume, but by only 28% in value between January and April 2006 on the corresponding period a year earlier. In the ongoing year, wine exports are expected to be between 20% and 25% above those of 2005, with a value of US\$350 million. The main markets for Argentina, the world's fifth-largest wine producer, are the US, the UK, Canada and the Scandinavian countries.

In total, the value of global wine shipments from Chile rose 4.3% on the year to US\$422 million. The value of **Chilean** exports to the UK rose 12% to US\$65.6 million. One market were the strong peso and weak dollar hit Chilean wine sales during the first half of 2006 was the US, where sales fell by 2.4% to US\$71.3 million.

**U.S.** wine exports will continue to increase, reaching 500 million litres by 2006, an increase of 60 per cent in 6 years.

**French** wine exports increased 12% in volume and 11% in value on the year with each of the major markets for Burgundy contributing to growth. Exports to the US were up 22% in volume and 19% in value while there was double-digit growth in shipments to Canada and Japan. Emerging markets including Denmark, Sweden and Ireland also performed well.



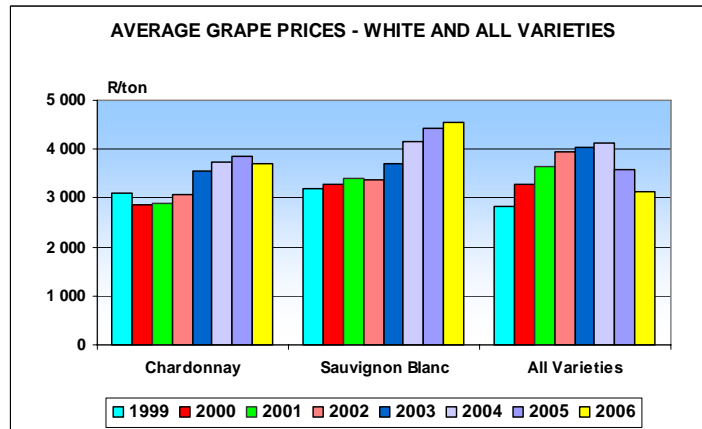
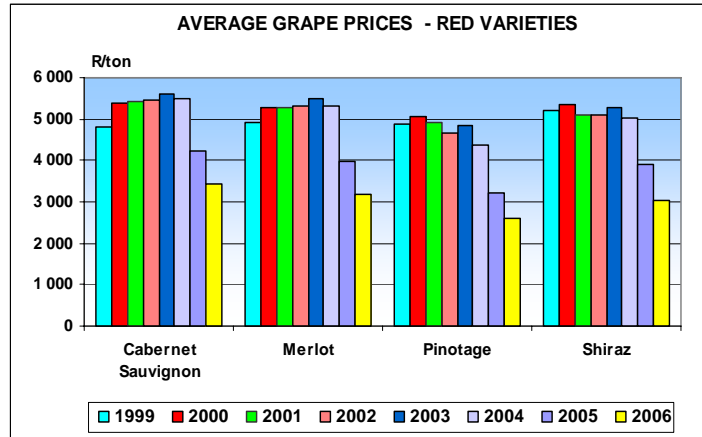
# PRICES

## GRAPE PRICES - SOUTH AFRICA

VARIETY	2001		2002		2003		2004		2005		%± 2005/2004	
	Producer cellars	Non Producer cellars	Producer cellars	Non Producer cellars	Producer cellars	Non Producer cellars	Producer cellars**	Non Producer cellars	Producer cellars**	Non Producer cellars	Producer cellars	Non Producer cellars
Cabernet Sauvignon	4 848	5 423	4 590	5 468	4 080	5 605	2 926	5 476	2 267	4 212	-22.52	-23.08
Merlot	4 300	5 285	3 987	5 331	3 602	5 477	2 473	5 327	1 900	3 963	-23.17	-25.61
Pinotage	3 991	4 911	3 561	4 673	3 198	4 827	2 108	4 376	1 610	3 202	-23.62	-26.83
Cinsaut noir	2 257	2 302	2 712	2 521	2 718	2 753	2 014	2 757	1 294	2 271	-35.75	-17.63
Pinot Noir	3 140	4 147	2 868	4 211	2 784	4 806	2 405	5 191	1 815	4 549	-24.53	-12.37
Shiraz	4 159	5 106	3 717	5 111	3 524	5 294	2 481	5 036	1 850	3 907	-25.43	-22.42
Other red *	2 835	3 818	2 741	3 932	2 661	4 172	1 851	4 231	1 363	3 773	-26.36	-10.82
Chenin Blanc	725	1 074	930	1 083	1 240	1 735	1 194	2 032	1 112	2 198	-6.87	8.17
Sauvignon Blanc	1 773	3 399	1 880	3 380	2 214	3 705	2 548	4 166	2 365	4 439	-7.18	6.55
Chardonnay	1 732	2 896	2 014	3 075	2 309	3 567	2 413	3 733	2 155	3 841	-10.69	2.89
Cape Riesling	611	1 354	888	1 386	1 283	1 614	1 324	1 750	1 243	2 040	-6.12	16.57
Colombar	639	667	801	738	1 089	1 111	1 034	1 079	1 016	1 180	-1.74	9.36
Harepoort White	585	668	790	841	1 069	770	1 134	1 074	987	1 348	-12.08	25.51
Semillon	970	1 829	1 215	1 837	1 595	2 480	1 671	2 587	1 410	2 553	-15.62	-0.93
Other white *	491	1 560	648	1 680	884	1 211	927	1 142	941	1 587	1.51	38.97
All Varieties	1 136	3 640	1 333	3 553	1 624	4 041	1 439	4 133	1 307	3 593	-9.17	-13.07

\* Includes all red or white varieties not in this table.

\*\*Producer cellars estimated



**GRAPE PRICES—SELECTED COUNTRIES**

	South Africa*		California		Australia		New Zealand		Argentina	
	Average Grape Prices - R/Ton									
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
Sauvignon Blanc	4 166	4 439	4 469	4 492	5 159	5 424	9 465	9 725	1 559	2 708
Chardonnay	3 733	3 841	4 482	4 556	5 016	3 994	17 994	18 162	1 646	2 370
Chenin Blanc	2 032	2 198	1 511	1 589	1 742	2 476	2 834	2 306	1 084	1 262
Colombar	1 079	1 180	1 298	1 404	1 699	1 664	-	-	-	-
Semillon	2 587	2 563	3 707	3 548	2 803	2 977	5 512	5 692	1 488	1 785
Cabernet Sauvignon	5 476	4 212	6 317	5 985	3 874	3 201	8 289	8 295	1 857	2 277
Merlot	5 327	3 963	5 161	1 602	3 417	3 142	8 289	10 518	1 685	1 866
Pinotage	4 376	3 202	-	-	-	-	5 504	5 710	-	-
Pinot noir	5 191	4 549	10 463	11 167	5 554	5 039	-	-	-	-
Pinot noir (Sparkling wine)	-	-	-	-	-	-	4 998	4 631	-	-
Pinot noir (Tablewine)	-	-	-	-	-	-	11 347	11 014	-	-
Shiraz	5 036	3 907	4 308	4 275	4 245	3 945	9 249	9 804	1 401	1 529

All prices converted to Rand by using the average year exchange rate for the various currencies

\*Excluding deliveries to producer cellars by members

## BULK PRICES - SOUTH AFRICA

During 2005 the bulk wine prices of quality red varieties decreased by an average of R1,07 per o(19.5%) and that of other red varieties decreased by R0,88 per o(18.4%). On the other hand, the average prices of Sauvignon Blanc and Chardonnay increased with R0,25 per o and R0,09 per o respectively and that of other white varieties decreased by R0.04 per o(1.5%). The average price of all bulk wine was R0,16 per o (4.5%) less than the previous year and the average price of rebate for brandy R0,09 (4.3%) more and distilling wine R0,03 more.

During the period January to August 2006 the average bulk wine prices for Cabernet Sauvignon, Merlot, Shiraz and Pinotage decreased with 11.3%, 5.8%, 7.4% and 11.6% respectively compared to prices during the corresponding period in 2005. Other red varieties showed a further decrease of 5.4% compared to the prices during the corresponding period in 2005. On the other hand, the average price of Sauvignon Blanc increased by 3.7% and Chardonnay decreased by 0.1% compared to the corresponding period in 2005. The average prices for all varieties increased by 1.2%.

