

DOMESTIC SALES AND EXPORT OF ALL WINE - BRUTO LITRES



DOMESTIC SALES

|                         | 1 MONTH           |                   |             | 3 MONTHS             |                      |             | 6 MONTHS             |                      |             | 12 MONTHS            |                      |             | MARKET SHARE         |
|-------------------------|-------------------|-------------------|-------------|----------------------|----------------------|-------------|----------------------|----------------------|-------------|----------------------|----------------------|-------------|----------------------|
|                         | JUN 2024          | JUN 2025          | TREND       | APR 2024<br>JUN 2024 | APR 2025<br>JUN 2025 | TREND       | JAN 2024<br>JUN 2024 | JAN 2025<br>JUN 2025 | TREND       | JUL 2023<br>JUN 2024 | JUL 2024<br>JUN 2025 | TREND       | JUL 2024<br>JUN 2025 |
| Wholesalers             | 18 478 092        | 14 677 686        | 79.4        | 50 225 896           | 41 749 411           | 83.1        | 110 147 356          | 83 760 153           | 76.0        | 244 039 969          | 201 840 798          | 82.7        | 47.6                 |
| Private Cellars         | 4 051 699         | 4 292 155         | 105.9       | 11 282 667           | 11 747 161           | 104.1       | 22 535 553           | 22 465 694           | 99.7        | 51 640 453           | 49 692 481           | 96.2        | 11.7                 |
| Producer Cellars        | 9 616 648         | 7 934 564         | 82.5        | 28 828 547           | 28 516 405           | 98.9        | 58 920 913           | 56 708 122           | 96.2        | 126 714 806          | 127 982 121          | 101.0       | 30.2                 |
| <b>Total Still wine</b> | <b>32 146 439</b> | <b>26 904 405</b> | <b>83.7</b> | <b>90 337 110</b>    | <b>82 012 977</b>    | <b>90.8</b> | <b>191 603 822</b>   | <b>162 933 969</b>   | <b>85.0</b> | <b>422 395 228</b>   | <b>379 515 400</b>   | <b>89.8</b> | <b>89.4</b>          |
| Fortified               | 3 553 872         | 2 820 708         | 79.4        | 8 313 613            | 8 015 392            | 96.4        | 14 420 363           | 14 451 900           | 100.2       | 28 441 335           | 29 375 814           | 103.3       | 6.9                  |
| Sparkling               | 858 753           | 953 131           | 111.0       | 2 498 823            | 3 038 110            | 121.6       | 5 599 470            | 5 945 886            | 106.2       | 13 965 721           | 15 572 336           | 111.5       | 3.7                  |
| <b>TOTAL</b>            | <b>36 559 064</b> | <b>30 678 244</b> | <b>83.9</b> | <b>101 149 546</b>   | <b>93 066 479</b>    | <b>92.0</b> | <b>211 623 655</b>   | <b>183 331 755</b>   | <b>86.6</b> | <b>464 802 284</b>   | <b>424 463 550</b>   | <b>91.3</b> | <b>100.0</b>         |

|                |           |           |       |           |            |       |           |            |       |            |            |       |       |
|----------------|-----------|-----------|-------|-----------|------------|-------|-----------|------------|-------|------------|------------|-------|-------|
| Wine Component | 1 405 350 | 2 014 844 | 143.4 | 4 047 347 | 14 486 403 | 357.9 | 9 127 160 | 14 486 403 | 158.7 | 16 131 133 | 39 373 050 | 244.1 | 103.7 |
|----------------|-----------|-----------|-------|-----------|------------|-------|-----------|------------|-------|------------|------------|-------|-------|

IMPORTS

|              |                |                |             |                |                |              |                  |                  |             |                  |                  |             |              |
|--------------|----------------|----------------|-------------|----------------|----------------|--------------|------------------|------------------|-------------|------------------|------------------|-------------|--------------|
| Still wine   | 72 596         | 62 016         | 85.4        | 239 056        | 154 982        | 64.8         | 473 900          | 331 898          | 70.0        | 1 045 651        | 965 121          | 92.3        | 33.8         |
| Fortified    | 276            | 659            | 238.8       | 8 041          | 1 770          | 22.0         | 20 384           | 2 635            | 12.9        | 25 585           | 31 359           | 122.6       | 1.1          |
| Sparkling    | 150 468        | 144 046        | 95.7        | 365 901        | 457 109        | 124.9        | 954 323          | 896 611          | 94.0        | 2 087 695        | 1 859 260        | 89.1        | 65.1         |
| <b>TOTAL</b> | <b>223 340</b> | <b>206 721</b> | <b>92.6</b> | <b>612 998</b> | <b>613 861</b> | <b>100.1</b> | <b>1 448 607</b> | <b>1 231 144</b> | <b>85.0</b> | <b>3 158 931</b> | <b>2 855 740</b> | <b>90.4</b> | <b>100.0</b> |

EXPORTS

|                 |                   |                   |             |                   |                   |             |                    |                    |             |                    |                    |             |              |
|-----------------|-------------------|-------------------|-------------|-------------------|-------------------|-------------|--------------------|--------------------|-------------|--------------------|--------------------|-------------|--------------|
| Still wine      | 24 503 567        | 22 039 472        | 89.9        | 74 651 982        | 67 500 561        | 90.4        | 143 004 746        | 121 510 017        | 85.0        | 306 373 564        | 279 749 973        | 91.3        | 98.2         |
| Fortified       | 9 083             | 6 209             | 68.4        | 50 303            | 46 972            | 93.4        | 107 991            | 84 862             | 78.6        | 210 223            | 207 068            | 98.5        | 0.1          |
| Sparkling       | 380 880           | 432 506           | 113.6       | 1 098 105         | 1 286 581         | 117.2       | 2 042 774          | 2 227 023          | 109.0       | 3 969 414          | 4 838 972          | 121.9       | 1.7          |
| Industrial wine |                   |                   |             |                   |                   |             |                    |                    |             | 528 870            |                    |             |              |
| <b>TOTAL</b>    | <b>24 893 530</b> | <b>22 478 187</b> | <b>90.3</b> | <b>75 800 390</b> | <b>68 834 114</b> | <b>90.8</b> | <b>145 155 511</b> | <b>123 821 902</b> | <b>85.3</b> | <b>311 082 071</b> | <b>284 796 013</b> | <b>91.6</b> | <b>100.0</b> |

DOMESTIC SALES AND EXPORTS

|                 |                   |                   |             |                    |                    |             |                    |                    |             |                    |                    |             |              |
|-----------------|-------------------|-------------------|-------------|--------------------|--------------------|-------------|--------------------|--------------------|-------------|--------------------|--------------------|-------------|--------------|
| Still wine      | 56 650 006        | 48 943 877        | 86.4        | 164 989 092        | 149 513 538        | 90.6        | 334 608 568        | 284 443 986        | 85.0        | 728 768 792        | 659 265 373        | 90.5        | 93.0         |
| Fortified       | 3 562 955         | 2 826 917         | 79.3        | 8 363 916          | 8 062 364          | 96.4        | 14 528 354         | 14 536 762         | 100.1       | 28 651 558         | 29 582 882         | 103.3       | 4.2          |
| Sparkling       | 1 239 633         | 1 385 637         | 111.8       | 3 596 928          | 4 324 691          | 120.2       | 7 642 244          | 8 172 909          | 106.9       | 17 935 135         | 20 411 308         | 113.8       | 2.9          |
| Industrial wine |                   |                   |             |                    |                    |             |                    | 0                  |             | 528 870            | 0                  | 0.0         | 0.1          |
| <b>TOTAL</b>    | <b>61 452 594</b> | <b>53 156 431</b> | <b>86.5</b> | <b>176 949 936</b> | <b>161 900 593</b> | <b>91.5</b> | <b>356 779 166</b> | <b>307 153 657</b> | <b>86.1</b> | <b>775 884 355</b> | <b>709 259 563</b> | <b>91.4</b> | <b>100.1</b> |

TOTAL DOMESTIC SALES

|              |                   |                   |             |                    |                   |             |                    |                    |             |                    |                    |             |              |
|--------------|-------------------|-------------------|-------------|--------------------|-------------------|-------------|--------------------|--------------------|-------------|--------------------|--------------------|-------------|--------------|
| Still wine   | 32 219 035        | 26 966 421        | 83.7        | 90 576 166         | 82 167 959        | 90.7        | 192 077 722        | 163 265 867        | 85.0        | 423 440 879        | 380 480 521        | 89.9        | 89.0         |
| Fortified    | 3 554 148         | 2 821 367         | 79.4        | 8 321 654          | 8 017 162         | 96.3        | 14 440 747         | 14 454 535         | 100.1       | 28 466 920         | 29 407 173         | 103.3       | 6.9          |
| Sparkling    | 1 009 221         | 1 097 177         | 108.7       | 2 864 724          | 3 495 219         | 122.0       | 6 553 793          | 6 842 497          | 104.4       | 16 053 416         | 17 431 596         | 108.6       | 4.1          |
| <b>TOTAL</b> | <b>36 782 404</b> | <b>30 884 965</b> | <b>84.0</b> | <b>101 762 544</b> | <b>93 680 340</b> | <b>92.1</b> | <b>213 072 262</b> | <b>184 562 899</b> | <b>86.6</b> | <b>467 961 215</b> | <b>427 319 290</b> | <b>91.3</b> | <b>100.0</b> |

Included in Total Domestic Sales is:

- the sales of imported still and fortified wine in bulk and bottled locally.
- packaged imports.
- sales in the Southern African Customs Union (Botswana, Lesotho, Namibia and Eswatini).

Source for Export figures: DALRRD, Directorate Food Safety and QA.

Source for Import figures: SARS Customs.

Wine Component: Wine that is utilised in the production of alcoholic beverages