

# Wine Industry

I N F O R M A T I O N

## April 2008



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### 2007 VINE STATUS AND OVERVIEW OF EXPORTS

Included with this month's publication is the "Statistics of Wine-grape vines as on 30 November 2007".

The latest information with regard to the status of vines shows that the plantings of wine grape varieties decreased by 13% in 2007 compared to 2006. Plantings of red varieties represented 19% of the total plantings, while it represented 18% in 2006. The total uprootings in 2007 was made up of 58% white and 42% red varieties compared to 62% white and 38% red varieties in 2006.

In 2005 the average bulk wine litres decreased by 4,7%, while the price increased by 0,02% and in 2006 the litres increased by 10%, while the price decreased by 1% (page 6).

#### Regarding this month's exports:

Of the total exports up to the end of March 2008, red wine represents 58% and white wine 42%. The 2007 and 2008 exports indicate that red wine exports grew (white – 18% and red – 27%) 9% points more than white wine. The United Kingdom is still the front runner with regards to exports.

Also in this issue – domestic sales of natural wine during February 2008 (page 2), information regarding the price range in which wine were sold in bulk during February 2008 (pages 3 to 6), exports of wine and flavoured grape liquor during March 2008 (page 7), exports by country (page 8), exports of spirits during March 2008 (page 9), exports in containers for the period January to March 2008 (page 10), an overview of exports - 2007 and 2008 (pages 11 to 15) and volume of wine certified during March 2008 (page 16).

Keep the wine hearts pumping till May.

Robin

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# DOMESTIC SALES AND EXPORTS OF NATURAL WINE

## DOMESTIC SALES OF NATURAL WINE

GROSS LITRE

|                                 | 1 MONTH           |                   | 3 MONTHS          |                   |               |       | 6 MONTHS           |                    |               |          | 12 MONTHS |                    |                    |               | MARKET SHARE  |       |
|---------------------------------|-------------------|-------------------|-------------------|-------------------|---------------|-------|--------------------|--------------------|---------------|----------|-----------|--------------------|--------------------|---------------|---------------|-------|
|                                 | FEB 2007          | FEB 2008          | DEC 2006          | FEB 2007          | FEB 2008      | TREND | SEP 2006           | FEB 2007           | SEP 2007      | FEB 2008 | TREND     | MAR 2006           | FEB 2007           | MAR 2007      | FEB 2008      | TREND |
|                                 |                   | TREND             |                   |                   |               |       |                    |                    |               |          |           |                    |                    |               |               |       |
| Wholesalers                     | 15 241 897        | 14 854 036        | 44 240 519        | 44 896 924        | 101 48        |       | 88 179 649         | 88 887 348         | 100 80        |          |           | 164 718 634        | 169 681 370        | 103 01        | 53 94         |       |
| Private Cellars                 | 2 777 085         | 2 776 378         | 8 433 878         | 9 828 041         | 116 53        |       | 17 885 667         | 20 791 661         | 116 25        |          |           | 33 034 613         | 38 253 138         | 115 80        | 12 16         |       |
| Producer Cellars                | 7 951 717         | 8 386 351         | 24 273 942        | 25 963 839        | 106 96        |       | 51 091 672         | 52 260 597         | 102 29        |          |           | 99 519 672         | 106 632 460        | 107 15        | 33 90         |       |
| <b>SUB TOTAL</b>                | <b>25 970 699</b> | <b>26 016 765</b> | <b>76 948 339</b> | <b>80 688 804</b> | <b>104 86</b> |       | <b>157 156 988</b> | <b>161 939 606</b> | <b>103 04</b> |          |           | <b>297 272 919</b> | <b>314 566 968</b> | <b>105 32</b> | <b>100 00</b> |       |
| Wine component of alc fruit bev | 0                 | 0                 | 418 916           | 0                 | 0 0 0 0       |       | 1 227 542          | 0                  | 0 0 0 0       |          |           | 2 582 569          | 0                  | 0 0 0 0       | 0 0 0 0       |       |
| <b>TOTAL</b>                    | <b>25 970 699</b> | <b>26 016 765</b> | <b>77 367 255</b> | <b>80 688 804</b> | <b>104 29</b> |       | <b>158 384 530</b> | <b>161 939 606</b> | <b>102 24</b> |          |           | <b>299 855 488</b> | <b>314 566 968</b> | <b>104 91</b> | <b>100 00</b> |       |

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  |       |
|--------------|-------------------|-------------------|-------------------|-------------------|---------------|-------|--------------------|--------------------|---------------|----------|-----------|--------------------|--------------------|---------------|---------------|-------|
|              | FEB 2007          | FEB 2008          | DEC 2006          | FEB 2007          | FEB 2008      | TREND | SEP 2006           | FEB 2007           | SEP 2007      | FEB 2008 | TREND     | MAR 2006           | FEB 2007           | MAR 2007      | FEB 2008      | TREND |
|              |                   | TREND             |                   |                   |               |       |                    |                    |               |          |           |                    |                    |               |               |       |
| <b>TOTAL</b> | <b>21 093 563</b> | <b>22 641 494</b> | <b>64 243 780</b> | <b>72 400 876</b> | <b>112 70</b> |       | <b>130 255 870</b> | <b>163 360 821</b> | <b>125 42</b> |          |           | <b>276 823 853</b> | <b>317 669 666</b> | <b>114 76</b> | <b>100 00</b> |       |

## DOMESTIC SALES AND EXPORT OF NATURAL WINE

GROSS LITRE

|              | 1 MONTH           |                   | 3 MONTHS           |                    |               |       | 6 MONTHS           |                    |               |          | 12 MONTHS |                    |                    |               | MARKET SHARE  |       |
|--------------|-------------------|-------------------|--------------------|--------------------|---------------|-------|--------------------|--------------------|---------------|----------|-----------|--------------------|--------------------|---------------|---------------|-------|
|              | FEB 2007          | FEB 2008          | DEC 2006           | FEB 2007           | FEB 2008      | TREND | SEP 2006           | FEB 2007           | SEP 2007      | FEB 2008 | TREND     | MAR 2006           | FEB 2007           | MAR 2007      | FEB 2008      | TREND |
|              |                   | TREND             |                    |                    |               |       |                    |                    |               |          |           |                    |                    |               |               |       |
| <b>TOTAL</b> | <b>47 064 262</b> | <b>48 658 259</b> | <b>141 611 035</b> | <b>153 089 680</b> | <b>108 11</b> |       | <b>288 640 400</b> | <b>325 300 427</b> | <b>112 70</b> |          |           | <b>576 679 341</b> | <b>632 236 634</b> | <b>109 63</b> | <b>100 00</b> |       |

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

# PRICE RANGES IN WHICH WINE WERE SOLD IN BULK ACCORDING TO REGION FOR THE PERIOD JANUARY - FEBRUARY 2008

| TYPE                  | PRICE RANGE<br>R / HL OF C / I | ORANGE RIVER<br>LITRES % | OLIFANTS RIVER<br>LITRES % | MALMESBURY<br>LITRES % | LITTLE KAROO<br>LITRES % | PAARL<br>LITRES % | ROBERTSON<br>LITRES % | STELLENBOSCH<br>LITRES % | WORCESTER<br>LITRES % | INDUSTRY 2008<br>LITRES % | INDUSTRY %<br>2007 | INDUSTRY %<br>2006 |        |
|-----------------------|--------------------------------|--------------------------|----------------------------|------------------------|--------------------------|-------------------|-----------------------|--------------------------|-----------------------|---------------------------|--------------------|--------------------|--------|
| Cabernet<br>Sauvignon | 100 - < 150                    |                          |                            |                        |                          |                   |                       | 46 780                   |                       | 46 780                    | 1.5                | 0.0                |        |
|                       | 150 - < 200                    |                          |                            |                        |                          | 16 680            | 2.0                   |                          |                       | 16 680                    | 0.5                | 0.1                |        |
|                       | 200 - < 250                    |                          |                            |                        |                          | 33 317            | 4.0                   |                          |                       | 33 317                    | 1.1                | 0.3                |        |
|                       | 250 - < 300                    |                          |                            |                        |                          | 130 604           | 15.5                  | 86.5                     | 211 000               | 22.1                      | 7.8                | 2.0                |        |
|                       | 300 - < 350                    | 230 740                  | 100.0                      | 91 200                 | 40 740                   | 100.0             | 148 580               | 5.6                      | 148 580               | 15.6                      | 22.1               | 38.4               |        |
|                       | 350 - < 400                    |                          |                            |                        |                          | 7 380             | 0.9                   |                          | 218 466               | 22.9                      | 13.1               | 3.6                |        |
|                       | 400 - < 450                    |                          |                            |                        |                          | 172 940           | 20.6                  |                          | 191 771               | 20.1                      | 15.2               | 7.1                |        |
|                       | 450 - < 500                    |                          |                            | 52 300                 |                          | 295 990           | 35.2                  | 18 860                   | 127 967               | 13.4                      | 353 207            | 11.2               | 4.8    |
|                       | 500 - < 550                    |                          |                            | 140 500                |                          | 119 960           | 14.3                  | 4 278                    | 10 200                | 6.0                       | 207 683            | 6.6                | 6.1    |
|                       | 550 - < 600                    |                          |                            |                        |                          | 54 100            | 6.4                   |                          | 7 000                 |                           | 321 850            | 10.2               | 11.8   |
|                       | 600 - < 650                    |                          |                            |                        |                          | 10 000            | 1.2                   |                          | 83 747                |                           | 207 985            | 6.9                | 3.8    |
|                       | 650 - < 700                    |                          |                            |                        |                          |                   |                       |                          | 56 530                |                           | 54 100             | 1.7                | 2.4    |
|                       | 700 - < 750                    |                          |                            |                        |                          |                   |                       |                          | 39 654                |                           | 10 000             | 0.3                | 3.5    |
| 750 - < 800           |                                |                          |                            |                        |                          |                   |                       |                          |                       | 10 000                    | 0.3                | 0.0                |        |
| 800 - < 850           |                                |                          |                            |                        |                          |                   |                       |                          |                       | 39 654                    | 1.3                | 0.0                |        |
| 850 - < 900           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.0                | 0.0                |        |
| 900 - < 950           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.0                | 0.8                |        |
| 950 - < 1000          |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.1                | 0.0                |        |
| > 1000                |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.1                | 2.0                |        |
| <b>TOTAL Z</b>        |                                | 230 740                  | 100.0                      | 284 000                | 40 740                   | 840 931           | 100.0                 | 171 718                  | 954 747               | 100.0                     | 3 143 957          | 100.0              | 476.3  |
| <b>AVE PRICE</b>      |                                | 315.00                   |                            | 446.58                 | 300.00                   | 564.90            |                       | 473.07                   | 376.88                |                           | 429.88             |                    | 476.23 |
| Cabernet<br>Franc     | 100 - < 150                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 0.0                |        |
|                       | 150 - < 200                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 2.1                |        |
|                       | 200 - < 250                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 0.0                |        |
|                       | 250 - < 300                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 1.1                |        |
|                       | 300 - < 350                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 5.8                |        |
|                       | 350 - < 400                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 27.4               |        |
|                       | 400 - < 450                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 12.5               |        |
|                       | 450 - < 500                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 26.1               |        |
|                       | 500 - < 550                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 11.8               |        |
|                       | 550 - < 600                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 26.1               |        |
|                       | 600 - < 650                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 5.8                |        |
|                       | 650 - < 700                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 9.9                |        |
|                       | 700 - < 750                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 6.2                |        |
| 750 - < 800           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 2.2                |                    |        |
| 800 - < 850           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 4.8                |                    |        |
| 850 - < 900           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 5.3                |                    |        |
| 900 - < 950           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 4.8                |                    |        |
| 950 - < 1000          |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.0                |                    |        |
| > 1000                |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.0                |                    |        |
| <b>TOTAL Z</b>        |                                |                          |                            |                        |                          | 7 600             | 100.0                 | 22 750                   | 9 920                 | 100.0                     | 40 270             | 100.0              | 100.0  |
| <b>AVE PRICE</b>      |                                |                          |                            |                        | 300.00                   | 350.00            |                       | 605.42                   | 300.00                |                           | 481.98             |                    | 408.12 |
| Ruby<br>Cabernet      | 100 - < 150                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 0.0                |        |
|                       | 150 - < 200                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 3.1                |        |
|                       | 200 - < 250                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 0.0                |        |
|                       | 250 - < 300                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 1.1                |        |
|                       | 300 - < 350                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 26.3               |        |
|                       | 350 - < 400                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 18.0               |        |
|                       | 400 - < 450                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 22.6               |        |
|                       | 450 - < 500                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 22.6               |        |
|                       | 500 - < 550                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 9.6                |        |
|                       | 550 - < 600                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 17.0               |        |
|                       | 600 - < 650                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 3.8                |        |
|                       | 650 - < 700                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 11.2               |        |
|                       | 700 - < 750                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 12.3               |        |
| 750 - < 800           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.9                |                    |        |
| 800 - < 850           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.4                |                    |        |
| 850 - < 900           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.4                |                    |        |
| 900 - < 950           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.0                |                    |        |
| 950 - < 1000          |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.0                |                    |        |
| > 1000                |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.0                |                    |        |
| <b>TOTAL Z</b>        |                                | 147 480                  | 100.0                      |                        | 34 400                   | 65 968            | 100.0                 | 247 742                  | 385 018               | 100.0                     | 944 878            | 100.0              | 393.0  |
| <b>AVE PRICE</b>      |                                | 230.00                   |                            |                        | 320.00                   | 367.68            |                       | 356.92                   | 352.17                |                           | 340.48             |                    | 362.03 |
| Merlot                | 100 - < 150                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 0.0                |        |
|                       | 150 - < 200                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 1.1                |        |
|                       | 200 - < 250                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 3.8                |        |
|                       | 250 - < 300                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 0.0                |        |
|                       | 300 - < 350                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 1.0                |        |
|                       | 350 - < 400                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 0.6                |        |
|                       | 400 - < 450                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 8.1                |        |
|                       | 450 - < 500                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 31.3               |        |
|                       | 500 - < 550                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 11.9               |        |
|                       | 550 - < 600                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 5.3                |        |
|                       | 600 - < 650                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 4.3                |        |
|                       | 650 - < 700                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 5.8                |        |
|                       | 700 - < 750                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 6.7                |        |
| 750 - < 800           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 6.6                |                    |        |
| 800 - < 850           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 5.5                |                    |        |
| 850 - < 900           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 7.0                |                    |        |
| 900 - < 950           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.0                |                    |        |
| 950 - < 1000          |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.1                |                    |        |
| > 1000                |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.1                |                    |        |
| <b>TOTAL Z</b>        |                                |                          |                            | 72 685                 | 147 950                  | 528 684           | 100.0                 | 302 705                  | 1 167 964             | 100.0                     | 2 348 763          | 100.0              | 400.0  |
| <b>AVE PRICE</b>      |                                |                          | 230.00                     | 215.16                 | 229.41                   | 378.06            |                       | 461.24                   | 435.06                |                           | 400.15             |                    | 398.85 |
| Shiraz                | 100 - < 150                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 0.0                |        |
|                       | 150 - < 200                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 0.1                |        |
|                       | 200 - < 250                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 0.7                |        |
|                       | 250 - < 300                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 0.2                |        |
|                       | 300 - < 350                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 1.0                |        |
|                       | 350 - < 400                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 0.3                |        |
|                       | 400 - < 450                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 9.6                |        |
|                       | 450 - < 500                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 17.0               |        |
|                       | 500 - < 550                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 14.4               |        |
|                       | 550 - < 600                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 15.6               |        |
|                       | 600 - < 650                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 7.2                |        |
|                       | 650 - < 700                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 10.0               |        |
|                       | 700 - < 750                    |                          |                            |                        |                          |                   |                       |                          |                       |                           |                    | 15.5               |        |
| 750 - < 800           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 7.8                |                    |        |
| 800 - < 850           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 4.3                |                    |        |
| 850 - < 900           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 3.6                |                    |        |
| 900 - < 950           |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 7.5                |                    |        |
| 950 - < 1000          |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.1                |                    |        |
| > 1000                |                                |                          |                            |                        |                          |                   |                       |                          |                       |                           | 0.1                |                    |        |
| <b>TOTAL Z</b>        |                                | 194 770                  | 100.0                      | 466 187                | 79 260                   | 737 395           | 100.0                 | 227 462                  | 1 147 295             | 100.0                     | 3 272 951          | 100.0              | 400.0  |
| <b>AVE PRICE</b>      |                                | 335.73                   | 598.43                     | 414.53                 | 280.59                   | 414.53            |                       | 458.22                   | 382.46                |                           | 408.82             |                    | 458.12 |



| TYPE                   | PRICE RANGE R/H/L OF C/L | ORANGE RIVER LITRES % | OUTFANTS RIVER LITRES % | MALMESBURY LITRES % | LITTLE KAROO LITRES % | PAARL LITRES % | ROBERTSON LITRES % | STELLENSBOECH LITRES % | WORCESTER LITRES % | INDUSTRY 2008 |   | INDUSTRY % |      |
|------------------------|--------------------------|-----------------------|-------------------------|---------------------|-----------------------|----------------|--------------------|------------------------|--------------------|---------------|---|------------|------|
|                        |                          |                       |                         |                     |                       |                |                    |                        |                    | LITRES        | % | 2007       | 2008 |
| Sauvignon Blanc        | 150 - < 200              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 200 - < 250              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 250 - < 300              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 300 - < 350              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 350 - < 400              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 400 - < 450              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 450 - < 500              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 500 - < 550              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 550 - < 600              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 600 - < 700              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 700 - < 750            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 750 - < 800            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 800 - < 850            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 850 - < 900            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 900 - < 950            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 950 - < 1000           |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| > 1000                 |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| TOTAL                  |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVERAGE                |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVE PRICE              |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| Chenin Blanc           | 150 - < 200              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 200 - < 250              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 250 - < 300              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 300 - < 350              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 350 - < 400              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 400 - < 450              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 450 - < 500              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 500 - < 550              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 550 - < 600              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 600 - < 700              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 700 - < 750            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| TOTAL                  |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVERAGE                |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVE PRICE              |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| Colombier              | 200 - < 250              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 250 - < 300              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 300 - < 350              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 350 - < 400              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 400 - < 450              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 450 - < 500              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 500 - < 550              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 550 - < 600              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 600 - < 650              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 650 - < 700              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| TOTAL                  |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVERAGE                |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVE PRICE              |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| Riesling               | 250 - < 300              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 300 - < 350              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 350 - < 400              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 400 - < 450              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 450 - < 500              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 500 - < 550              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 550 - < 600              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 600 - < 650              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 650 - < 700              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | TOTAL                    |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVERAGE                |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVE PRICE              |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| Semillon               | 200 - < 250              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 250 - < 300              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 300 - < 350              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 350 - < 400              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 400 - < 450              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 450 - < 500              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 500 - < 550              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 550 - < 600              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 600 - < 650              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 650 - < 700              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| TOTAL                  |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVERAGE                |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVE PRICE              |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| Other white and blends | 100 - < 150              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 150 - < 200              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 200 - < 250              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 250 - < 300              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 300 - < 350              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 350 - < 400              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 400 - < 450              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 450 - < 500              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 500 - < 550              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 550 - < 600              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 600 - < 650            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 650 - < 700            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 700 - < 750            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 750 - < 800            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 800 - < 850            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 850 - < 900            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 900 - < 950            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 950 - < 1000           |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| > 1000                 |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| TOTAL                  |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVERAGE                |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVE PRICE              |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| Juice                  | 150 - < 200              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 200 - < 250              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 250 - < 300              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 300 - < 350              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 350 - < 400              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 400 - < 450              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 450 - < 500              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 500 - < 550              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 550 - < 600              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 600 - < 700              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 700 - < 750            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 750 - < 800            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 800 - < 850            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 850 - < 900            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 900 - < 950            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 950 - < 1000           |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| > 1000                 |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| TOTAL                  |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVERAGE                |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVE PRICE              |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| Fortified              | 150 - < 200              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 200 - < 250              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 250 - < 300              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 300 - < 350              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 350 - < 400              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 400 - < 450              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 450 - < 500              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 500 - < 550              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 550 - < 600              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
|                        | 600 - < 700              |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 700 - < 750            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 750 - < 800            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 800 - < 850            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 850 - < 900            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 900 - < 950            |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| 950 - < 1000           |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| > 1000                 |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| TOTAL                  |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVERAGE                |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |
| AVE PRICE              |                          |                       |                         |                     |                       |                |                    |                        |                    |               |   |            |      |

\*\* Price to the point of delivery at the buyers premises  
 Rebate lease included in price  
 Prices excluded rebate brandy  
 \*\* Distilling wine  
 \*\* Winos for brandy  
 \*\* Price to the point of delivery at the buyers premises  
 Rebate lease included in price  
 Prices excluded rebate brandy

# AVERAGE PRICES OF WINE SOLD IN BULK ACCORDING TO VINTAGE

| TYPE                   | PRICE RANGER / HL OR C / l | 2005         |                |             | 2006         |                |             | 2007         |                |             | JAN - FEB 2008 |                |            | INDUSTRY GROWTH |             |             |
|------------------------|----------------------------|--------------|----------------|-------------|--------------|----------------|-------------|--------------|----------------|-------------|----------------|----------------|------------|-----------------|-------------|-------------|
|                        |                            | 2005 VINTAGE | OTHER VINTAGES | TOTAL       | 2006 VINTAGE | OTHER VINTAGES | TOTAL       | 2007 VINTAGE | OTHER VINTAGES | TOTAL       | 2008 VINTAGE   | OTHER VINTAGES | TOTAL      | 2005 - 2006     | 2006 - 2007 | 2007 - 2008 |
| Cabernet Sauvignon     | LITRES                     | 4 171 545    | 7 240 107      | 11 411 652  | 4 031 288    | 8 763 430      | 12 794 698  | 7 745 967    | 11 773 450     | 19 519 417  | 3 143 957      | 3 143 957      | 3 143 957  | 12.12           |             | 52.56       |
|                        | AVE PRICER / HL OR C / l   | 515.94       | 580.85         | 557.12      | 461.49       | 483.00         | 475.23      | 417.49       | 414.02         | 415.40      | 429.68         | 429.68         | 429.68     | -14.52          |             | -12.77      |
| Cabernet Franc         | LITRES                     | 174 103      | 169 733        | 343 836     | 95 670       | 271 978        | 367 648     | 275 262      | 209 266        | 484 528     | 40 270         | 40 270         | 40 270     | 6.93            |             | 31.79       |
|                        | AVE PRICER / HL OR C / l   | 426.05       | 342.73         | 394.92      | 369.71       | 421.64         | 408.12      | 456.03       | 411.36         | 436.73      | 481.98         | 481.98         | 481.98     | 6.03            |             | 7.01        |
| Ruby Cabernet          | LITRES                     | 2 938 759    | 4 717 838      | 7 656 597   | 1 601 831    | 4 987 484      | 6 589 315   | 2 065 812    | 3 814 518      | 5 880 330   | 944 878        | 944 878        | 944 878    | -13.94          |             | -10.76      |
|                        | AVE PRICER / HL OR C / l   | 364.86       | 440.47         | 411.45      | 319.77       | 417.00         | 393.36      | 281.85       | 314.30         | 302.83      | 340.49         | 340.49         | 340.49     | -4.40           |             | -23.01      |
| Merlot                 | LITRES                     | 4 061 067    | 7 440 764      | 11 501 831  | 3 501 475    | 5 395 154      | 8 896 629   | 4 775 152    | 7 574 527      | 12 349 679  | 2 348 763      | 2 348 763      | 2 348 763  | -22.65          |             | 38.81       |
|                        | AVE PRICER / HL OR C / l   | 440.36       | 488.24         | 471.33      | 348.77       | 456.47         | 426.29      | 392.80       | 399.13         | 396.68      | 400.15         | 400.15         | 400.15     | -9.56           |             | -6.95       |
| Shiraz                 | LITRES                     | 4 551 037    | 7 197 807      | 11 748 844  | 5 742 215    | 8 995 511      | 14 337 726  | 8 454 908    | 11 481 854     | 19 936 762  | 3 272 951      | 3 272 951      | 3 272 951  | 22.04           |             | 39.05       |
|                        | AVE PRICER / HL OR C / l   | 485.10       | 588.12         | 548.21      | 521.99       | 509.28         | 514.37      | 446.09       | 466.97         | 458.12      | 408.82         | 408.82         | 408.82     | -6.17           |             | -10.94      |
| Pinotage               | LITRES                     | 7 314 746    | 9 333 874      | 16 648 620  | 6 137 551    | 8 638 914      | 14 776 465  | 5 254 275    | 7 606 814      | 12 861 089  | 89 850         | 1 820 181      | 1 820 181  | -11.25          |             | -12.96      |
|                        | AVE PRICER / HL OR C / l   | 411.37       | 469.09         | 443.73      | 376.24       | 403.28         | 392.88      | 391.10       | 400.54         | 396.68      | 800.00         | 371.47         | 392.63     | -11.46          |             | 0.97        |
| Pinot Noir             | LITRES                     | 25 320       | 26 144         | 51 464      | 40 111       | 3 000          | 43 111      | 18 318       | 52 540         | 70 858      |                |                |            | -16.23          |             | 64.36       |
|                        | AVE PRICER / HL OR C / l   | 605.27       | 697.57         | 652.16      | 425.72       | 350.00         | 420.45      | 674.63       | 672.62         | 673.14      |                |                |            | -35.53          |             | 60.10       |
| Cinsaut                | LITRES                     | 2 052 245    | 6 300 459      | 8 352 704   | 1 585 822    | 4 854 706      | 6 250 528   | 1 804 453    | 2 779 117      | 4 583 570   | 679 952        | 679 952        | 679 952    | -25.17          |             | -26.67      |
|                        | AVE PRICER / HL OR C / l   | 343.15       | 413.97         | 396.57      | 301.27       | 366.04         | 349.50      | 325.51       | 312.17         | 317.42      | 334.10         | 334.10         | 334.10     | -11.87          |             | -9.18       |
| Rosé and Blanc de Noir | LITRES                     | 9 631 834    | 2 520 050      | 12 151 884  | 11 706 756   | 2 172 220      | 13 878 976  | 13 612 799   | 4 101 376      | 17 714 175  | 2 138 266      | 2 138 266      | 2 138 266  | 14.21           |             | 27.63       |
|                        | AVE PRICER / HL OR C / l   | 307.26       | 297.87         | 305.31      | 304.57       | 305.27         | 304.68      | 293.09       | 310.52         | 297.13      | 282.36         | 282.36         | 282.36     | -0.21           |             | -2.48       |
| Other red and blends   | LITRES                     | 11 802 024   | 21 880 359     | 33 671 383  | 9 691 510    | 21 036 945     | 30 728 455  | 14 588 097   | 27 300 994     | 41 979 091  | 7 319 180      | 7 319 180      | 7 319 180  | -8.74           |             | 36.61       |
|                        | AVE PRICER / HL OR C / l   | 371.20       | 442.82         | 417.72      | 372.51       | 393.17         | 386.66      | 343.65       | 350.94         | 349.64      | 309.35         | 309.35         | 309.35     | -7.44           |             | -9.57       |
| Chardonnay             | LITRES                     | 12 306 058   | 5 777 779      | 18 083 837  | 12 481 165   | 5 219 171      | 17 700 336  | 13 393 606   | 5 085 455      | 18 479 061  | 889 503        | 2 327 501      | 2 327 501  | -2.12           |             | 4.40        |
|                        | AVE PRICER / HL OR C / l   | 502.92       | 475.67         | 494.22      | 499.87       | 483.72         | 495.11      | 479.19       | 460.83         | 474.14      | 396.58         | 469.85         | 449.59     | 0.18            |             | -4.24       |
| Sauvignon Blanc        | LITRES                     | 12 897 870   | 1 490 984      | 14 188 854  | 8 320 457    | 1 698 065      | 10 018 522  | 12 055 148   | 1 919 885      | 13 975 033  | 2 531 158      | 1 152 359      | 3 683 517  | -29.39          |             | 39.49       |
|                        | AVE PRICER / HL OR C / l   | 526.78       | 482.31         | 522.11      | 549.52       | 537.80         | 547.53      | 522.46       | 484.21         | 517.21      | 486.17         | 466.52         | 480.03     | 4.87            |             | -5.54       |
| Chenin Blanc           | LITRES                     | 46 295 843   | 12 621 189     | 58 917 032  | 44 764 301   | 7 438 344      | 52 202 645  | 46 226 759   | 15 293 149     | 61 519 908  | 282 400        | 8 369 058      | 8 651 458  | -11.40          |             | 17.85       |
|                        | AVE PRICER / HL OR C / l   | 309.13       | 287.16         | 304.43      | 319.37       | 304.63         | 317.27      | 324.41       | 319.44         | 323.17      | 344.21         | 298.72         | 300.20     | 4.22            |             | 1.86        |
| Colombar               | LITRES                     | 22 060 334   | 9 242 084      | 31 302 418  | 21 930 407   | 4 217 001      | 26 147 408  | 21 304 755   | 6 576 815      | 27 881 570  | 5 743 370      | 5 743 370      | 5 743 370  | -16.47          |             | 6.63        |
|                        | AVE PRICER / HL OR C / l   | 283.51       | 263.84         | 277.70      | 291.36       | 305.73         | 293.68      | 295.53       | 303.69         | 297.46      | 285.76         | 285.76         | 285.76     | 5.75            |             | 1.29        |
| Riesling               | LITRES                     | 2 448 590    | 543 483        | 2 992 073   | 2 493 996    | 136 950        | 2 630 946   | 2 683 039    | 1 032 640      | 3 715 679   | 283 600        | 283 600        | 283 600    | -12.07          |             | 41.23       |
|                        | AVE PRICER / HL OR C / l   | 323.25       | 267.49         | 313.12      | 321.25       | 370.00         | 323.79      | 315.28       | 324.42         | 317.82      | 358.00         | 358.00         | 358.00     | 3.41            |             | -1.84       |
| Semillon               | LITRES                     | 3 069 433    | 719 240        | 3 788 673   | 2 776 518    | 727 474        | 3 503 992   | 3 082 645    | 592 898        | 3 675 543   | 110 387        | 662 077        | 762 464    | -7.51           |             | 4.90        |
|                        | AVE PRICER / HL OR C / l   | 356.67       | 319.71         | 332.64      | 342.15       | 327.13         | 339.03      | 354.82       | 343.09         | 352.93      | 255.00         | 340.79         | 328.37     | 1.92            |             | 4.10        |
| Other white and blends | LITRES                     | 108 780 776  | 48 200 003     | 156 980 779 | 129 676 318  | 27 675 670     | 157 551 988 | 103 032 977  | 49 551 160     | 152 584 137 | 29 505 419     | 31 844 500     | 31 844 500 | 0.36            |             | -3.15       |
|                        | AVE PRICER / HL OR C / l   | 262.10       | 238.48         | 254.65      | 276.48       | 284.65         | 274.39      | 278.07       | 268.68         | 275.02      | 309.22         | 261.99         | 266.46     | 7.67            |             | 0.23        |
| Fortified              | LITRES                     | 8 009 417    | 1 275 209      | 9 284 626   | 10 148 330   | 1 147 268      | 11 295 598  | 11 090 083   | 610 595        | 11 700 678  | 1 565 816      | 1 565 816      | 1 565 816  | 21.66           |             | 3.59        |
|                        | AVE PRICER / HL OR C / l   | 346.36       | 356.47         | 349.73      | 349.73       | 349.73         | 354.58      | 371.28       | 372.99         | 371.37      | 358.75         | 358.75         | 358.75     | 2.22            |             | 4.74        |
| All Varieties          | LITRES                     | 262 391 001  | 146 686 106    | 409 077 107 | 276 735 701  | 112 979 285    | 389 714 986 | 271 467 053  | 157 447 053    | 428 911 108 | 6 242 379      | 71 217 748     | 77 480 127 | -4.73           |             | 10.06       |
|                        | AVE PRICER / HL OR C / l   | 323.59       | 364.74         | 338.35      | 323.18       | 375.74         | 338.42      | 331.40       | 340.86         | 334.87      | 401.11         | 310.25         | 317.58     | 0.02            |             | -1.05       |
| All red varieties      | LITRES                     | 46 709 860   | 66 788 604     | 113 498 464 | 44 127 869   | 64 519 342     | 108 647 211 | 58 459 222   | 76 451 962     | 134 911 184 | 89 850         | 21 530 448     | 21 620 298 | -4.27           |             | 24.17       |
|                        | AVE PRICER / HL OR C / l   | 393.01       | 473.70         | 440.49      | 378.96       | 424.53         | 406.02      | 362.62       | 383.43         | 374.41      | 800.00         | 356.50         | 358.34     | -7.83           |             | -7.79       |
| All white varieties    | LITRES                     | 207 671 724  | 78 622 293     | 286 294 017 | 222 459 502  | 47 312 675     | 269 772 177 | 201 914 750  | 80 384 496     | 282 299 246 | 6 152 529      | 48 121 484     | 54 274 013 | -5.77           |             | 4.64        |
|                        | AVE PRICER / HL OR C / l   | 307.14       | 272.31         | 297.57      | 310.66       | 309.83         | 310.51      | 320.17       | 300.13         | 314.46      | 395.28         | 287.99         | 300.15     | 4.35            |             | 1.27        |

# RSA EXPORTS: WINE AND FLAVOURED GRAPE LIQUOR

| PRODUCT                                |     | MARCH             |                   |               | 6 MONTHS             |                      |               | 12 MONTHS            |                      |               | Litres |
|--|-----|-------------------|-------------------|---------------|----------------------|----------------------|---------------|----------------------|----------------------|---------------|--------|
|  |     | 2007              | 2008              | Trend         | OCT '06 -<br>MAR '07 | OCT '07 -<br>MAR '08 | Trend         | APR '06 -<br>MAR '07 | APR '07 -<br>MAR '08 | Trend         |        |
|  |     |                   |                   |               |                      |                      |               |                      |                      |               |        |
| Chardonnay                             | P   | 1 105 879         | 1 261 270         | 114.05        | 7 132 771            | 8 107 563            | 113.67        | 14 709 260           | 16 668 615           | 113.32        |        |
|  | B   | 294 180           | 440 020           | 149.58        | 1 898 167            | 5 221 635            | 275.09        | 4 224 370            | 7 351 935            | 174.04        |        |
| Sauvignon Blanc                        | P   | 988 324           | 1 045 173         | 105.75        | 5 556 267            | 6 204 565            | 111.67        | 12 522 017           | 13 436 628           | 107.30        |        |
|  | B   | 71 680            | 590 930           | 824.40        | 1 099 948            | 1 923 710            | 174.89        | 2 322 353            | 3 746 522            | 161.32        |        |
| Chenin Blanc                           | P   | 1 450 181         | 1 406 689         | 97.00         | 6 581 886            | 7 851 397            | 119.29        | 15 338 323           | 17 276 590           | 112.64        |        |
|  | B   | 1 507 938         | 1 115 080         | 73.95         | 9 047 403            | 10 415 582           | 115.12        | 20 912 660           | 21 474 775           | 102.69        |        |
| Other White                            | P   | 2 637 170         | 3 727 818         | 141.36        | 15 312 654           | 16 460 620           | 107.50        | 32 564 370           | 32 701 631           | 100.42        |        |
|  | B   | 853 686           | 4 302 730         | 504.02        | 5 579 224            | 15 328 317           | 274.74        | 14 258 912           | 25 166 707           | 176.50        |        |
| <b>TOTALS WHITE WINE</b>               | P   | <b>6 181 554</b>  | <b>7 440 950</b>  | <b>120.37</b> | <b>34 583 578</b>    | <b>38 624 145</b>    | <b>111.68</b> | <b>75 133 970</b>    | <b>80 083 464</b>    | <b>106.59</b> |        |
|  | B   | <b>2 727 484</b>  | <b>6 448 760</b>  | <b>236.44</b> | <b>17 624 742</b>    | <b>32 889 244</b>    | <b>186.61</b> | <b>41 718 295</b>    | <b>57 739 939</b>    | <b>138.40</b> |        |
|  | P+B | <b>8 909 038</b>  | <b>13 889 710</b> | <b>155.91</b> | <b>52 208 320</b>    | <b>71 513 389</b>    | <b>136.98</b> | <b>116 852 265</b>   | <b>137 823 403</b>   | <b>117.95</b> |        |
| Cabernet Sauvignon                     | P   | 885 141           | 1 041 499         | 117.66        | 6 424 896            | 6 567 367            | 102.22        | 12 353 841           | 13 021 291           | 105.40        |        |
|  | B   | 315 432           | 418 421           | 132.65        | 1 885 088            | 2 493 227            | 132.26        | 3 565 946            | 6 116 594            | 171.53        |        |
| Shiraz                                 | P   | 1 011 342         | 1 347 065         | 133.20        | 7 039 907            | 7 486 969            | 106.35        | 12 350 364           | 14 771 841           | 119.61        |        |
|  | B   | 75 734            | 191 080           | 252.30        | 467 554              | 2 517 207            | 538.38        | 1 021 408            | 3 464 299            | 339.17        |        |
| Pinotage                               | P   | 864 708           | 809 466           | 93.61         | 4 512 443            | 4 288 130            | 95.03         | 8 108 628            | 8 268 949            | 101.98        |        |
|  | B   | 700 311           | 522 708           | 74.64         | 4 351 481            | 3 688 727            | 84.77         | 7 132 157            | 7 730 320            | 108.39        |        |
| Merlot                                 | P   | 568 225           | 615 077           | 108.25        | 3 378 627            | 3 919 286            | 116.00        | 6 982 761            | 7 371 811            | 105.57        |        |
|  | B   | 242 320           | 271 264           | 111.94        | 1 161 113            | 1 779 839            | 153.29        | 1 585 213            | 2 571 497            | 162.22        |        |
| Other Red                              | P   | 5 155 710         | 5 901 740         | 114.47        | 28 591 932           | 32 042 055           | 112.07        | 53 677 261           | 60 067 074           | 111.90        |        |
|  | B   | 2 216 345         | 2 946 880         | 132.96        | 17 078 287           | 30 011 778           | 175.73        | 30 554 025           | 50 879 342           | 166.52        |        |
| <b>TOTALS RED WINE</b>                 | P   | <b>8 485 126</b>  | <b>9 714 847</b>  | <b>114.49</b> | <b>49 947 805</b>    | <b>54 303 807</b>    | <b>108.72</b> | <b>93 472 855</b>    | <b>103 500 966</b>   | <b>110.73</b> |        |
|  | B   | <b>3 550 142</b>  | <b>4 350 353</b>  | <b>122.54</b> | <b>24 943 523</b>    | <b>40 490 778</b>    | <b>162.33</b> | <b>43 858 749</b>    | <b>70 762 052</b>    | <b>161.34</b> |        |
|  | P+B | <b>12 035 268</b> | <b>14 065 200</b> | <b>116.87</b> | <b>74 891 328</b>    | <b>94 794 585</b>    | <b>126.58</b> | <b>137 331 604</b>   | <b>174 263 018</b>   | <b>126.89</b> |        |
| Blanc de Noir + Rosé                   | P   | 522 681           | 655 895           | 125.49        | 2 509 752            | 3 807 365            | 151.70        | 7 104 213            | 9 325 957            | 131.27        |        |
|  | B   | 344 390           | 508 468           | 147.64        | 1 579 435            | 2 662 727            | 168.59        | 8 775 163            | 10 055 006           | 114.58        |        |
|  | P+B | 867 071           | 1 164 363         | 134.29        | 4 089 187            | 6 470 092            | 158.22        | 15 879 376           | 19 380 963           | 122.05        |        |
| <b>TOTALS NATURAL WINE</b>             | P   | <b>15 189 361</b> | <b>17 811 692</b> | <b>117.26</b> | <b>87 041 135</b>    | <b>96 735 317</b>    | <b>111.14</b> | <b>175 711 038</b>   | <b>192 910 387</b>   | <b>109.79</b> |        |
|  | B   | <b>6 622 016</b>  | <b>11 307 581</b> | <b>170.76</b> | <b>44 147 700</b>    | <b>76 042 749</b>    | <b>172.25</b> | <b>94 352 207</b>    | <b>138 556 997</b>   | <b>146.85</b> |        |
|  | P+B | <b>21 811 377</b> | <b>29 119 273</b> | <b>133.50</b> | <b>131 188 835</b>   | <b>172 778 066</b>   | <b>131.70</b> | <b>270 063 245</b>   | <b>331 467 384</b>   | <b>122.74</b> |        |
| Fortified Wine                         | P   | 11 525            | 27 921            | 242.26        | 265 825              | 197 291              | 74.22         | 442 630              | 366 827              | 82.87         |        |
|  | B   | 0                 | 0                 | -             | 0                    | 23 876               | -             | 33 454               | 23 876               | 71.37         |        |
|  | P+B | 11 525            | 27 921            | 242.26        | 265 825              | 221 167              | 83.20         | 476 084              | 390 703              | 82.07         |        |
| Sparkling wine                         | P   | 136 117           | 349 919           | 257.07        | 1 051 647            | 1 722 557            | 163.80        | 2 118 855            | 3 022 381            | 142.64        |        |
| <b>TOTALS ALL WINE</b>                 | P   | <b>15 337 003</b> | <b>18 189 532</b> | <b>118.60</b> | <b>88 358 607</b>    | <b>98 655 165</b>    | <b>111.65</b> | <b>178 272 523</b>   | <b>196 299 595</b>   | <b>110.11</b> |        |
|  | B   | <b>6 622 016</b>  | <b>11 307 581</b> | <b>170.76</b> | <b>44 147 700</b>    | <b>76 066 625</b>    | <b>172.30</b> | <b>94 385 661</b>    | <b>138 580 873</b>   | <b>146.82</b> |        |
|  | P+B | <b>21 959 019</b> | <b>29 497 113</b> | <b>134.33</b> | <b>132 506 307</b>   | <b>174 721 790</b>   | <b>131.86</b> | <b>272 658 184</b>   | <b>334 880 468</b>   | <b>122.82</b> |        |
| OTHER(e.g. for vinegar,<br>industrial) | P   | 0                 | 0                 | -             | 0                    | 0                    | -             | 0                    | 0                    | -             |        |
|  | B   | 0                 | 0                 | -             | 0                    | 600 631              | -             | 0                    | 600 631              | -             |        |
|  | P+B | 0                 | 0                 | -             | 0                    | 600 631              | -             | 0                    | 600 631              | -             |        |
| Flavoured Grape Liquor                 | P   | 54                | 0                 | 0.00          | 12 367               | 468                  | 3.78          | 16 672               | 876                  | 5.25          |        |
| <b>TOTALS ALL PRODUCTS</b>             | P   | <b>15 337 057</b> | <b>18 189 532</b> | <b>118.60</b> | <b>88 370 974</b>    | <b>98 655 633</b>    | <b>111.64</b> | <b>178 289 195</b>   | <b>196 300 471</b>   | <b>110.10</b> |        |
|  | B   | <b>6 622 016</b>  | <b>11 307 581</b> | <b>170.76</b> | <b>44 147 700</b>    | <b>76 667 256</b>    | <b>173.66</b> | <b>94 385 661</b>    | <b>139 181 504</b>   | <b>147.46</b> |        |
|  | P+B | <b>21 959 073</b> | <b>29 497 113</b> | <b>134.33</b> | <b>132 518 674</b>   | <b>175 322 889</b>   | <b>132.30</b> | <b>272 674 856</b>   | <b>335 481 975</b>   | <b>123.03</b> |        |

P=Packaged

B=Bulk

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

# RSA WINE EXPORTS PER COUNTRY (PACKAGED AND BULK)

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

| COUNTRY              | 200604 - 200703    |                    |                      |                    | 200704 - 200803    |                    |                      |                    | TREND 200704 - 200803 / 200604 - 200703 |            |                      |            |
|----------------------|--------------------|--------------------|----------------------|--------------------|--------------------|--------------------|----------------------|--------------------|---|------------|----------------------|------------|
|                      | WHITE              | RED                | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE              | RED                | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE                                   | RED        | BLANC DE NOIR / ROSÉ | TOTAL      |
| UNITED KINGDOM       | 45 241 843         | 33 795 297         | 3 204 758            | 82 241 898         | 44 835 750         | 37 838 962         | 5 425 923            | 88 100 635         | 99                                      | 112        | 169                  | 107        |
| GERMANY              | 15 462 431         | 26 428 152         | 4 875 225            | 46 765 808         | 19 483 683         | 34 592 438         | 5 563 060            | 59 639 181         | 126                                     | 131        | 114                  | 128        |
| THE NETHERLANDS      | 11 328 419         | 17 022 378         | 4 728 724            | 33 079 521         | 10 312 905         | 13 593 033         | 4 445 849            | 28 351 787         | 91                                      | 80         | 94                   | 86         |
| SWEDEN               | 10 160 087         | 13 341 262         | 75 312               | 23 576 661         | 11 239 433         | 14 487 242         | 113 369              | 25 840 044         | 111                                     | 109        | 151                  | 110        |
| ANGOLA *             | 146 053            | 179 464            | 6 102                | 331 619            | 304 857            | 13 568 346         | 369 857              | 14 243 060         | 209                                     | 7 560      | 6 061                | 4 295      |
| DENMARK              | 2 949 706          | 8 761 490          | 13 712               | 11 724 908         | 3 627 292          | 10 439 868         | 101 075              | 14 168 235         | 123                                     | 119        | 737                  | 121        |
| CANADA               | 3 671 442          | 7 078 700          | 71 505               | 10 821 647         | 4 850 811          | 8 497 393          | 81 158               | 13 429 362         | 132                                     | 120        | 113                  | 124        |
| U.S.A.               | 4 327 135          | 6 254 514          | 139 716              | 10 721 365         | 7 319 112          | 5 673 189          | 222 281              | 13 214 582         | 169                                     | 91         | 159                  | 123        |
| NEW ZEALAND          | 1 828 464          | 6 566              | 1 665                | 1 836 695          | 6 194 878          | 3 955 817          | 9 666                | 10 160 361         | 339                                     | 60 247     | 581                  | 553        |
| BELGIUM              | 4 617 226          | 3 991 054          | 685 917              | 9 294 197          | 4 928 644          | 4 312 301          | 643 054              | 9 883 999          | 107                                     | 108        | 94                   | 106        |
| FRANCE               | 3 095 217          | 3 794 310          | 1 199 077            | 8 088 604          | 2 428 029          | 4 221 675          | 1 091 848            | 7 741 552          | 78                                      | 111        | 91                   | 96         |
| SWITZERLAND          | 1 633 462          | 1 407 820          | 288 935              | 3 330 217          | 2 830 218          | 1 749 509          | 500 431              | 5 080 158          | 173                                     | 124        | 173                  | 153        |
| REPUBLIC OF IRELAND  | 2 612 232          | 2 194 823          | 32 819               | 4 839 874          | 2 594 840          | 2 085 145          | 69 001               | 4 748 986          | 99                                      | 95         | 210                  | 98         |
| FINLAND              | 2 144 737          | 1 374 178          | 3 096                | 3 522 011          | 2 674 584          | 1 932 300          | 1 688                | 4 608 572          | 125                                     | 141        | 55                   | 131        |
| RUSSIA               | 539 600            | 895 107            | 5 355                | 1 440 062          | 2 678 164          | 1 514 520          | 8 834                | 4 201 518          | 496                                     | 169        | 165                  | 292        |
| AUSTRALIA            | 165 888            | 150 223            | 16 461               | 332 572            | 2 745 709          | 1 287 209          | 17 933               | 4 050 851          | 1 655                                   | 857        | 109                  | 1 218      |
| KENYA                | 852 745            | 826 255            | 23 022               | 1 702 022          | 893 659            | 1 120 770          | 16 088               | 2 030 517          | 105                                     | 136        | 70                   | 119        |
| NORWAY               | 269 140            | 1 354 418          | 360                  | 1 623 918          | 261 505            | 1 388 567          | 3 036                | 1 653 108          | 97                                      | 103        | 843                  | 102        |
| JAPAN                | 468 586            | 767 323            | 0                    | 1 235 909          | 572 996            | 906 571            | 4 037                | 1 483 604          | 122                                     | 118        | 0                    | 120        |
| NIGERIA *            | 110 281            | 548 969            | 2 228                | 661 478            | 202 552            | 1 178 672          | 15 078               | 1 396 302          | 184                                     | 215        | 677                  | 211        |
| CHINA                | 100 077            | 643 252            | 12 830               | 756 159            | 146 591            | 1 190 301          | 7 605                | 1 344 497          | 146                                     | 185        | 59                   | 178        |
| TANZANIA             | 559 656            | 396 631            | 8 654                | 964 941            | 722 618            | 526 504            | 17 823               | 1 266 945          | 129                                     | 133        | 206                  | 131        |
| MAURITIUS *          | 457 862            | 353 571            | 179 705              | 991 138            | 534 643            | 407 894            | 170 088              | 1 112 625          | 117                                     | 115        | 95                   | 112        |
| UNITED ARAB EMIRATES | 321 944            | 292 653            | 15 833               | 630 430            | 546 275            | 509 904            | 24 503               | 1 080 682          | 170                                     | 174        | 155                  | 171        |
| POLAND               | 146 311            | 458 741            | 28 476               | 633 528            | 233 157            | 790 739            | 37 796               | 1 061 692          | 159                                     | 172        | 133                  | 168        |
| LATVIA               | 417 195            | 683 774            | 1 350                | 1 102 319          | 161 756            | 336 564            | 4 725                | 503 045            | 39                                      | 49         | 350                  | 46         |
| OTHER COUNTRIES      | 3 224 526          | 4 330 677          | 258 539              | 7 813 742          | 4 498 743          | 6 157 584          | 415 157              | 11 071 484         | 140                                     | 142        | 161                  | 142        |
| <b>TOTAL</b>         | <b>116 852 265</b> | <b>137 331 602</b> | <b>15 879 376</b>    | <b>270 063 243</b> | <b>137 823 404</b> | <b>174 263 017</b> | <b>19 380 963</b>    | <b>331 467 384</b> | <b>118</b>                              | <b>127</b> | <b>122</b>           | <b>123</b> |

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

| COUNTRY              | 200604 - 200703   |                   |                      |                    | 200704 - 200803   |                    |                      |                    | TREND 200704 - 200803 / 200604 - 200703 |            |                      |            |
|----------------------|-------------------|-------------------|----------------------|--------------------|-------------------|--------------------|----------------------|--------------------|---|------------|----------------------|------------|
|                      | WHITE             | RED               | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE             | RED                | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE                                   | RED        | BLANC DE NOIR / ROSÉ | TOTAL      |
| UNITED KINGDOM       | 31 360 265        | 27 378 467        | 2 928 043            | 61 666 775         | 32 109 449        | 31 102 733         | 4 653 458            | 67 865 640         | 102                                     | 114        | 159                  | 110        |
| SWEDEN               | 10 160 087        | 13 341 262        | 75 312               | 23 576 661         | 11 239 433        | 14 439 122         | 113 369              | 25 791 924         | 111                                     | 108        | 151                  | 109        |
| THE NETHERLANDS      | 7 415 856         | 9 671 329         | 2 284 166            | 19 371 351         | 7 086 955         | 8 935 323          | 2 406 735            | 18 429 013         | 96                                      | 92         | 105                  | 95         |
| GERMANY              | 3 640 152         | 9 510 218         | 784 570              | 13 935 120         | 4 019 107         | 10 167 777         | 758 319              | 14 945 203         | 110                                     | 107        | 97                   | 107        |
| DENMARK              | 1 913 966         | 6 554 681         | 13 712               | 8 482 359          | 2 603 412         | 7 542 725          | 89 095               | 10 235 232         | 136                                     | 115        | 650                  | 121        |
| U.S.A.               | 3 991 775         | 5 508 624         | 139 716              | 9 640 115          | 3 927 004         | 4 901 629          | 222 281              | 9 050 914          | 98                                      | 89         | 159                  | 94         |
| CANADA               | 2 517 787         | 4 238 569         | 71 505               | 6 827 861          | 2 677 478         | 4 837 257          | 81 158               | 7 595 893          | 106                                     | 114        | 113                  | 111        |
| BELGIUM              | 2 309 330         | 2 306 308         | 269 563              | 4 885 201          | 2 485 206         | 2 371 281          | 204 714              | 5 061 201          | 108                                     | 103        | 76                   | 104        |
| REPUBLIC OF IRELAND  | 2 564 942         | 2 194 823         | 32 819               | 4 792 584          | 2 446 680         | 1 937 147          | 69 001               | 4 452 828          | 95                                      | 88         | 210                  | 93         |
| FINLAND              | 1 577 687         | 1 253 038         | 3 096                | 2 833 821          | 2 089 124         | 1 667 360          | 1 688                | 3 758 172          | 132                                     | 133        | 55                   | 133        |
| KENYA                | 852 745           | 826 255           | 23 022               | 1 702 022          | 883 719           | 1 109 890          | 16 088               | 2 009 697          | 104                                     | 134        | 70                   | 118        |
| RUSSIA               | 515 600           | 822 268           | 5 355                | 1 343 223          | 569 056           | 907 095            | 8 834                | 1 484 985          | 110                                     | 110        | 165                  | 111        |
| NIGERIA *            | 110 281           | 548 969           | 2 228                | 661 478            | 202 552           | 1 178 672          | 15 078               | 1 396 302          | 184                                     | 215        | 677                  | 211        |
| NORWAY               | 269 140           | 1 059 451         | 360                  | 1 328 951          | 237 509           | 1 125 953          | 3 036                | 1 366 498          | 88                                      | 106        | 843                  | 103        |
| SWITZERLAND          | 515 008           | 649 867           | 72 995               | 1 237 870          | 594 932           | 680 863            | 90 171               | 1 365 966          | 116                                     | 105        | 124                  | 110        |
| JAPAN                | 327 186           | 748 823           | 0                    | 1 074 009          | 375 476           | 906 571            | 4 037                | 1 286 084          | 115                                     | 121        | 0                    | 120        |
| TANZANIA             | 559 656           | 396 631           | 8 654                | 964 941            | 722 618           | 526 504            | 17 823               | 1 266 945          | 129                                     | 133        | 206                  | 131        |
| UNITED ARAB EMIRATES | 321 944           | 292 653           | 15 833               | 630 430            | 546 275           | 509 904            | 24 503               | 1 080 682          | 170                                     | 174        | 155                  | 171        |
| NEW ZEALAND          | 3 624             | 6 566             | 1 665                | 11 855             | 314 078           | 689 217            | 9 666                | 1 012 961          | 8 667                                   | 10 497     | 581                  | 8 545      |
| AUSTRALIA            | 142 358           | 150 223           | 16 461               | 309 042            | 477 162           | 423 189            | 17 933               | 918 284            | 335                                     | 282        | 109                  | 297        |
| POLAND               | 146 311           | 386 305           | 28 476               | 561 092            | 233 157           | 623 297            | 37 796               | 894 250            | 159                                     | 161        | 133                  | 159        |
| CHINA                | 76 077            | 407 072           | 1 350                | 484 499            | 146 591           | 608 315            | 7 605                | 762 511            | 193                                     | 149        | 563                  | 157        |
| MAURITIUS *          | 237 862           | 180 611           | 75 755               | 494 228            | 260 638           | 196 181            | 91 224               | 548 043            | 110                                     | 109        | 120                  | 111        |
| FRANCE               | 223 637           | 183 906           | 9 086                | 416 629            | 199 799           | 303 281            | 25 722               | 528 802            | 89                                      | 165        | 283                  | 127        |
| LATVIA               | 417 195           | 683 774           | 1 350                | 1 102 319          | 161 756           | 336 564            | 4 725                | 503 045            | 39                                      | 49         | 350                  | 46         |
| OTHER COUNTRIES      | 2 963 499         | 4 174 161         | 238 941              | 7 376 601          | 3 474 299         | 5 473 115          | 351 898              | 9 299 312          | 117                                     | 131        | 147                  | 126        |
| <b>TOTAL</b>         | <b>75 133 970</b> | <b>93 472 854</b> | <b>7 104 213</b>     | <b>175 711 037</b> | <b>80 083 465</b> | <b>103 500 965</b> | <b>9 325 957</b>     | <b>192 910 387</b> | <b>107</b>                              | <b>111</b> | <b>131</b>           | <b>110</b> |

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

| COUNTRY         | 200604 - 200703 |            |                      |            | 200704 - 200803 |            |                      |            | TREND 200704 - 200803 / 200604 - 200703 |     |                      |        |
|-----------------|-----------------|------------|----------------------|------------|-----------------|------------|----------------------|------------|---|-----|----------------------|--------|
|                 | WHITE           | RED        | BLANC DE NOIR / ROSÉ | TOTAL      | WHITE           | RED        | BLANC DE NOIR / ROSÉ | TOTAL      | WHITE                                   | RED | BLANC DE NOIR / ROSÉ | TOTAL  |
| GERMANY         | 11 822 279      | 16 917 934 | 4 090 475            | 32 830 688 | 15 464 576      | 24 424 661 | 4 804 741            | 44 693 978 | 131                                     | 144 | 117                  | 136    |
| UNITED KINGDOM  | 13 881 578      | 6 416 830  | 276 715              | 20 575 123 | 12 726 301      | 6 736 229  | 772 465              | 20 234 995 | 92                                      | 105 | 279                  | 98     |
| ANGOLA *        | 0               | 0          | 0                    | 0          | 123 880         | 13 302 126 | 360 996              | 13 787 002 | 0                                       | 0   | 0                    | 0      |
| THE NETHERLANDS | 3 912 563       | 7 351 050  | 2 444 558            | 13 708 171 | 3 225 950       | 4 657 710  | 2 039 114            | 9 922 774  | 82                                      | 63  | 83                   | 72     |
| NEW ZEALAND     | 1 824 840       | 0          | 0                    | 1 824 840  | 5 880 800       | 3 266 600  | 0                    | 9 147 400  | 322                                     | 0   | 0                    | 501    |
| FRANCE          | 2 871 580       | 3 610 404  | 1 189 991            | 7 671 975  | 2 228 230       | 3 918 394  | 1 066 126            | 7 212 750  | 78                                      | 109 | 90                   | 94     |
| CANADA          | 1 153 655       | 2 840 131  | 0                    | 3 993 786  | 2 173 333       | 3 660 136  | 0                    | 5 833 469  | 188                                     | 129 | 0                    | 146    |
| BELGIUM         | 2 307 896       | 1 684 746  | 416 354              | 4 408 996  | 2 443 438       | 1 941 020  | 438 340              | 4 822 798  | 106                                     | 115 | 105                  | 109    |
| U.S.A.          | 335 360         | 745 890    | 0                    | 1 081 250  | 3 392 108       | 771 560    | 0                    | 4 163 668  | 1 011                                   | 103 | 0                    | 385    |
| DENMARK         | 1 035 740       | 2 206 809  | 0                    | 3 242 549  | 1 023 880       | 2 897 143  | 11 980               | 3 933 003  | 99                                      | 131 | 0                    | 121    |
| SWITZERLAND     | 1 118 454       | 757 953    | 215 940              | 2 092 347  | 2 235 286       | 1 068 646  | 410 260              | 3 714 192  | 200                                     | 141 | 190                  | 178    |
| AUSTRALIA       | 23 530          | 0          | 0                    | 23 530     | 2 268 547       | 864 020    | 0                    | 3 132 567  | 9 641                                   | 0   | 0                    | 13 313 |
| RUSSIA          | 24 000          | 72 839     | 0                    | 96 839     | 2 109 108       | 607 425    | 0                    | 2 716 533  | 8 788                                   | 834 | 0                    | 2 805  |
| ITALY           | 240 440         | 72 740     | 25 700               | 338 880    | 506 010         | 361 381    | 72 120               | 939 511    | 210                                     | 497 | 281                  | 277    |
| FINLAND         | 567 050         | 121 140    | 0                    | 688 190    | 585 460         | 264 940    | 0                    | 850 400    | 103                                     | 219 | 0                    | 124    |
| CHINA           | 24 000          | 236 180    | 11 480               | 271 660    | 0               | 581 986    | 0                    | 581 986    | 0                                       | 246 | 0                    | 214    |
| MAURITIUS *     | 220 000         | 172 960    | 103 950              | 496 910    | 274 005         | 211 713    | 78 864               | 564 582    | 125                                     | 122 | 76                   | 114    |
| CZECH REPUBLIC  | 24 000          | 120 040    | 0                    | 144 040    | 144 639         | 264 566    | 0                    | 409 205    | 603                                     | 220 | 0                    | 284    |
| THAILAND        | 0               | 0          | 0                    | 0          | 146 284         | 145 764    | 0                    | 292 048    | 0                                       | 0   | 0                    | 0      |
| NORWAY          | 0               | 294 967    | 0                    | 294 967    | 23 996          | 262 614    | 0                    | 286 610    | 0                                       | 89  | 0                    | 97     |
| INDIA           | 94 420          | 119 200    | 0                    | 213 620    | 144 660         | 98 060     | 0                    | 242 720    | 153                                     | 82  | 0                    | 114    |
| JAPAN           | 141 400         | 20 500     | 0                    | 161 900    | 197 520         | 0          | 0                    | 197 520    | 140                                     | 0   | 0                    | 122    |
| POLAND          | 0               | 72 436     | 0                    | 72 436     | 0               | 167 442    | 0                    | 167 442    | 0                                       | 231 | 0                    | 231    |
| OTHER COUNTRIES |                 |            |                      |            |                 |            |                      |            |   |     |                      |        |



# RSA EXPORTS: SPIRITS

| PRODUCT                                 |            | MARCH          |                  |                | 6 MONTHS             |                      |                 | 12 MONTHS            |                      |                | Litres |
|---|------------|----------------|------------------|----------------|----------------------|----------------------|-----------------|----------------------|----------------------|----------------|--------|
|   |            | 2007           | 2008             | Trend          | OCT '06 -<br>MAR '07 | OCT '07 -<br>MAR '08 | Trend           | APR '06 -<br>MAR '07 | APR '07 -<br>MAR '08 | Trend          |        |
|   |            |                |                  |                |                      |                      |                 |                      |                      |                |        |
| Brandy                                  | P          | 4 632          | 23 141           | 499.59         | 83 750               | 103 015              | 123.00          | 154 660              | 223 019              | 144.20         |        |
|   | B          | 2 250          | 57 600           | 2560.00        | 5 200                | 66 400               | 1276.92         | 117 600              | 204 639              | 174.01         |        |
| Grape-, Cane- Unspecified spirit        | P          | 0              | 999              | -              | 1 814                | 2 313                | 127.51          | 4 874                | 3 201                | 65.68          |        |
|   | B          | 0              | 2 435 993        | -              | 0                    | 14 575 856           | -               | 0                    | 16 617 760           | -              |        |
| Spirit aperitif, Spirit cooler, Bitters | P          | 540            | 447              | 82.78          | 4 830                | 5 700                | 118.01          | 20 547               | 12 101               | 58.89          |        |
|   | B          | 0              | 0                | -              | 0                    | 0                    | -               | 0                    | 0                    | -              |        |
| Whisky                                  | P          | 144            | 22 158           | 15387.50       | 12 381               | 36 249               | 292.78          | 23 001               | 47 619               | 207.03         |        |
|   | B          | 0              | 0                | -              | 0                    | 0                    | -               | 0                    | 4 000                | -              |        |
| Vodka                                   | P          | 36 426         | 15 765           | 43.28          | 89 526               | 82 055               | 91.65           | 167 895              | 164 135              | 97.76          |        |
|   | B          | 30 816         | 0                | 0.00           | 65 056               | 0                    | 0.00            | 202 994              | 36 000               | 17.73          |        |
| Rum                                     | P          | 0              | 0                | -              | 1 620                | 270                  | 16.67           | 3 375                | 2 070                | 61.33          |        |
|   | B          | 0              | 0                | -              | 0                    | 0                    | -               | 0                    | 0                    | -              |        |
| Gin                                     | P          | 19 518         | 10 950           | 56.10          | 65 874               | 58 000               | 88.05           | 92 097               | 87 634               | 95.15          |        |
|   | B          | 0              | 0                | -              | 0                    | 16 600               | -               | 0                    | 24 600               | -              |        |
| Liqueur, Vermouth, Aperitif             | P          | 314 231        | 541 612          | 172.36         | 2 477 848            | 3 108 631            | 125.46          | 4 827 042            | 6 313 102            | 130.79         |        |
|   | B          | 0              | 0                | -              | 0                    | 0                    | -               | 0                    | 440                  | -              |        |
| <b>TOTALS SPIRITS</b>                   | <b>P</b>   | <b>375 491</b> | <b>615 072</b>   | <b>163.80</b>  | <b>2 737 643</b>     | <b>3 396 233</b>     | <b>124.06</b>   | <b>5 293 491</b>     | <b>6 852 881</b>     | <b>129.46</b>  |        |
|   | <b>B</b>   | <b>33 066</b>  | <b>2 493 593</b> | <b>7541.26</b> | <b>70 256</b>        | <b>14 658 856</b>    | <b>20864.92</b> | <b>320 594</b>       | <b>16 887 439</b>    | <b>5267.55</b> |        |
|   | <b>P+B</b> | <b>408 557</b> | <b>3 108 665</b> | <b>760.89</b>  | <b>2 807 899</b>     | <b>18 055 089</b>    | <b>643.01</b>   | <b>5 614 085</b>     | <b>23 740 320</b>    | <b>422.87</b>  |        |

P=Packaged

B=Bulk

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

# WINE EXPORTED IN UNDERMENTIONED CONTAINERS JANUARY TO MARCH

| COUNTRY                  | GLASS          |                   |                |                |               | TOTAL GLASS<br>JAN-MAR<br>2008 | TOTAL GLASS<br>JAN-MAR<br>2007 | TREND<br>JAN-MAR<br>2008/2007 | BAG-IN-BOX     |                  |                | TOTAL<br>BAG-IN-BOX<br>JAN-MAR<br>2008 | TOTAL<br>BAG-IN-BOX<br>JAN-MAR<br>2007 | TREND<br>JAN-MAR<br>2008/2007 | TOTAL<br>TETRA<br>PACKS<br>JAN-MAR<br>2008 | TOTAL<br>TETRA<br>PACKS<br>JAN-MAR<br>2007 | TREND<br>JAN-MAR<br>2008/2007 | TOTAL<br>LITRE<br>JAN-MAR<br>2008 | TOTAL<br>LITRE<br>JAN-MAR<br>2007 | TREND<br>JAN-MAR<br>2008/2007 |
|--------------------------|----------------|-------------------|----------------|----------------|---------------|--------------------------------|--------------------------------|-------------------------------|----------------|------------------|----------------|--|--|-------------------------------|--|--|-------------------------------|-----------------------------------|-----------------------------------|-------------------------------|
|                          | <0.750 ℓ       | 0.750 ℓ           | 1 ℓ            | 1.5 ℓ          | >1.5 ℓ        |                                |                                |                               | <3 ℓ           | 3 ℓ              | >4 ℓ           |  |  |                               | 1 ℓ  | 1 ℓ  |                               |                                   |                                   |                               |
|                          |                |                   |                |                |               |                                |                                |                               |                |                  |                |  |  |                               |  |  |                               |                                   |                                   |                               |
| UNITED KINGDOM           | 237 063        | 13 380 264        | 67 620         | 117            |               | 13 685 064                     | 12 255 083                     | 111.67                        | 75 651         | 2 346 828        |                | 2 422 479                              | 1 841 880                              | 131.52                        |  |  | 16 107 543                    | 14 096 963                        | 114.26                            |                               |
| SWEDEN                   | 21 370         | 1 445 877         |                | 30             | 36 066        | 1 503 343                      | 1 334 987                      | 112.61                        | 26 397         | 4 149 672        | 7 400          | 4 183 469                              | 4 479 714                              | 93.39                         |  |  | 5 686 812                     | 5 814 701                         | 97.80                             |                               |
| THE NETHERLANDS          | 4 312          | 4 211 915         | 450            | 765            | 81            | 4 217 523                      | 4 510 076                      | 93.51                         | 5 670          | 101 556          |                | 107 226                                | 106 248                                | 100.92                        |  |  | 4 324 749                     | 4 616 324                         | 93.68                             |                               |
| GERMANY                  | 1 595          | 3 317 193         | 39 618         | 3 948          | 765           | 3 363 119                      | 3 729 705                      | 90.17                         | 4 800          | 12 360           | 17 720         | 34 680                                 | 55 120                                 | 63.28                         |  |  | 3 397 999                     | 3 784 625                         | 89.78                             |                               |
| DENMARK                  | 420            | 1 442 990         | 120            | 7 527          |               | 1 451 057                      | 1 464 188                      | 99.10                         |                | 859 812          |                | 859 812                                | 433 860                                | 198.18                        |  |  | 2 310 869                     | 1 898 048                         | 121.75                            |                               |
| CANADA                   | 529            | 1 654 137         |                | 182 156        |               | 1 636 822                      | 1 460 234                      | 125.79                        |                | 2 508            |                | 2 508                                  | 3 420                                  | 73.33                         | 3 840                                      | 5 196                                      | 1 843 170                     | 1 468 850                         | 125.48                            |                               |
| UNITED STATES OF AMERICA | 2 701          | 1 412 355         |                | 4 410          |               | 1 419 466                      | 2 004 684                      | 70.81                         |                | 30 432           |                | 30 432                                 | 540                                    | 5 635.56                      |  |  | 1 449 898                     | 2 005 224                         | 72.31                             |                               |
| BELGIUM                  | 1 280          | 1 132 295         | 56 304         | 270            |               | 1 190 149                      | 1 054 450                      | 112.87                        | 11 520         | 53 718           | 20 840         | 86 078                                 | 31 044                                 | 277.28                        |  |  | 1 276 227                     | 1 085 494                         | 117.57                            |                               |
| FINLAND                  | 10 293         | 440 627           |                |                |               | 450 920                        | 378 323                        | 119.19                        | 26 406         | 438 648          |                | 465 054                                | 126 120                                | 368.74                        |  |  | 915 974                       | 504 443                           | 181.58                            |                               |
| REPUBLIC OF IRELAND      | 54 337         | 694 134           |                | 135            |               | 748 606                        | 1 011 905                      | 73.98                         |                |                  |                |  | 18 720                                 |                               |  |  | 748 606                       | 1 030 625                         | 72.64                             |                               |
| NORWAY                   | 1 825          | 126 725           |                |                |               | 128 550                        | 88 331                         | 145.53                        | 11 648         | 255 792          |                | 267 440                                | 230 436                                | 116.06                        | 1 872                                      |  | 397 862                       | 318 767                           | 124.81                            |                               |
| NEW ZEALAND              | 2 213          | 332 937           |                |                |               | 335 150                        | 1 800                          | 18 619.44                     |                | 36 000           |                | 36 000                                 |  |                               |  |  | 371 150                       | 1 800                             | 20 619.44                         |                               |
| JAPAN                    | 185            | 364 208           | 24             |                |               | 364 417                        | 324 417                        | 112.33                        |                | 4 680            |                | 4 680                                  | 4 188                                  | 111.75                        |  |  | 369 097                       | 328 605                           | 112.32                            |                               |
| UNITED ARAB EMIRATES     | 2 004          | 182 506           | 6 930          | 90             |               | 191 530                        | 105 379                        | 181.75                        | 6 880          | 20 412           | 114 900        | 142 192                                | 47 500                                 | 299.35                        |  |  | 333 722                       | 152 879                           | 218.29                            |                               |
| RUSSIA                   | 225            | 278 987           |                | 72             |               | 279 284                        | 336 362                        | 83.03                         |                |                  |                |  |  |                               |  |  | 279 284                       | 336 362                           | 83.03                             |                               |
| AUSTRALIA                |                | 265 878           |                |                |               | 265 878                        | 2 619                          | 10 151.89                     |                |                  |                |  |  |                               |  |  | 265 878                       | 2 619                             | 10 151.89                         |                               |
| NIGERIA *                | 7 120          | 228 870           |                | 900            |               | 236 890                        | 80 748                         | 293.37                        |                |                  |                |  |  |                               |  |  | 236 890                       | 80 748                            | 293.37                            |                               |
| TANZANIA                 | 2 295          | 179 100           | 90             |                |               | 181 485                        | 147 575                        | 122.98                        | 960            | 1 260            | 41 000         | 43 220                                 | 111 268                                | 38.84                         |  |  | 224 705                       | 258 843                           | 86.81                             |                               |
| POLAND                   |                | 219 177           |                |                | 1 600         | 220 777                        | 162 653                        | 135.73                        |                |                  |                |  | 6 000                                  |                               |  |  | 220 777                       | 168 653                           | 130.91                            |                               |
| SWITZERLAND              | 806            | 211 827           |                | 1 529          | 9             | 214 171                        | 371 277                        | 57.68                         |                |                  |                |  |  |                               |  |  | 214 171                       | 371 277                           | 57.68                             |                               |
| CHINA                    |                | 170 285           |                |                |               | 170 285                        | 125 852                        | 135.31                        | 43 800         |                  |                | 43 800                                 | 64 302                                 | 68.12                         |  |  | 214 085                       | 190 154                           | 112.59                            |                               |
| KENYA                    | 23 305         | 47 268            | 5 205          | 4 770          |               | 80 548                         | 114 500                        | 70.35                         | 4 144          | 1 920            | 89 700         | 95 764                                 | 239 536                                | 39.98                         |  |  | 176 312                       | 354 036                           | 49.80                             |                               |
| FRANCE                   |                | 140 760           |                |                |               | 140 760                        | 139 357                        | 101.01                        |                | 10 200           |                | 10 200                                 |  |                               |  |  | 150 960                       | 139 357                           | 108.33                            |                               |
| MAURITIUS *              | 3 647          | 90 941            | 450            |                |               | 95 038                         | 104 068                        | 91.32                         | 336            |                  | 500            | 836                                    | 2 056                                  | 40.66                         |  |  | 95 874                        | 106 124                           | 90.34                             |                               |
| LATVIA                   |                | 62 339            |                |                |               | 62 339                         | 272 624                        | 22.87                         |                | 3 600            |                | 3 600                                  | 46 020                                 | 7.82                          |  |  | 65 939                        | 318 644                           | 20.69                             |                               |
| OTHER COUNTRIES          | 9 745          | 1 416 365         | 9 495          | 9 374          | 9 687         | 1 454 666                      | 1 481 911                      | 98.16                         | 11 844         | 80 652           | 264 600        | 357 096                                | 325 676                                | 109.65                        | 1 920                                      |  | 1 813 682                     | 1 807 587                         | 100.34                            |                               |
| <b>TOTAL</b>             | <b>387 270</b> | <b>33 449 960</b> | <b>186 192</b> | <b>216 207</b> | <b>48 208</b> | <b>34 287 837</b>              | <b>33 063 108</b>              | <b>103.70</b>                 | <b>230 056</b> | <b>8 410 050</b> | <b>556 660</b> | <b>9 196 766</b>                       | <b>8 173 648</b>                       | <b>112.52</b>                 | <b>7 632</b>                               | <b>5 196</b>                               | <b>43 492 235</b>             | <b>41 241 952</b>                 | <b>105.46</b>                     |                               |
| <b>AS % OF TOTAL</b>     | <b>0.89</b>    | <b>76.91</b>      | <b>0.43</b>    | <b>0.50</b>    | <b>0.11</b>   | <b>78.84</b>                   | <b>80.17</b>                   |                               | <b>0.53</b>    | <b>19.34</b>     | <b>1.28</b>    | <b>21.15</b>                           | <b>19.82</b>                           |                               | <b>0.02</b>                                | <b>0.01</b>                                | <b>100.00</b>                 | <b>100.00</b>                     |                                   |                               |

TYPE OF CONTAINER PER COUNTRY AS % OF TOTAL

| COUNTRY                  | GLASS      |            |            |            |            | TOTAL GLASS<br>JAN-MAR<br>2008 | TOTAL GLASS<br>JAN-MAR<br>2007 |
|--------------------------|------------|------------|------------|------------|------------|--------------------------------|--------------------------------|
|                          | <0.750 ℓ   | 0.750 ℓ    | 1 ℓ        | 1.5 ℓ      | >1.5 ℓ     |                                |                                |
| UNITED KINGDOM           | 61.21      | 40.00      | 36.32      | 0.05       |            | 39.91                          | 37.07                          |
| SWEDEN                   | 5.52       | 4.32       |            | 0.01       | 74.81      | 4.38                           | 4.04                           |
| THE NETHERLANDS          | 1.11       | 12.59      | 0.24       | 0.35       | 0.17       | 12.30                          | 13.64                          |
| GERMANY                  | 0.41       | 9.92       | 21.28      | 1.83       | 1.59       | 9.81                           | 11.28                          |
| DENMARK                  | 0.11       | 4.31       | 0.06       | 3.48       |            | 4.23                           | 4.43                           |
| CANADA                   | 0.14       | 4.95       |            | 84.25      |            | 5.36                           | 4.42                           |
| UNITED STATES OF AMERICA | 0.70       | 4.22       |            | 2.04       |            | 4.14                           | 6.06                           |
| BELGIUM                  | 0.33       | 3.39       | 30.24      | 0.12       |            | 3.47                           | 3.19                           |
| FINLAND                  | 2.66       | 1.32       |            |            |            | 1.32                           | 1.14                           |
| REPUBLIC OF IRELAND      | 14.03      | 2.08       |            | 0.06       |            | 2.18                           | 3.06                           |
| NORWAY                   | 0.47       | 0.38       |            |            |            | 0.37                           | 0.27                           |
| NEW ZEALAND              | 0.57       | 1.00       |            |            |            | 0.98                           | 0.01                           |
| JAPAN                    | 0.05       | 1.09       |            | 0.01       |            | 1.06                           | 0.98                           |
| UNITED ARAB EMIRATES     | 0.52       | 0.55       | 3.72       | 0.04       |            | 0.56                           | 0.32                           |
| RUSSIA                   | 0.06       | 0.83       |            | 0.03       |            | 0.81                           | 1.02                           |
| AUSTRALIA                |            | 0.79       |            |            |            | 0.78                           | 0.01                           |
| NIGERIA *                | 1.84       | 0.68       |            | 0.42       |            | 0.69                           | 0.24                           |
| TANZANIA                 | 0.59       | 0.54       |            | 0.04       |            | 0.53                           | 0.45                           |
| POLAND                   |            | 0.66       |            |            | 3.32       | 0.64                           | 0.49                           |
| SWITZERLAND              | 0.21       | 0.63       |            | 0.71       | 0.02       | 0.62                           | 1.12                           |
| CHINA                    |            | 0.51       |            |            |            | 0.50                           | 0.38                           |
| KENYA                    | 6.02       | 0.14       | 2.80       | 2.21       |            | 0.23                           | 0.35                           |
| FRANCE                   |            | 0.42       |            |            |            | 0.41                           | 0.42                           |
| MAURITIUS *              | 0.94       | 0.27       | 0.24       |            |            | 0.28                           | 0.31                           |
| LATVIA                   |            | 0.19       |            |            |            | 0.18                           | 0.82                           |
| OTHER COUNTRIES          | 2.52       | 4.23       | 5.10       | 4.34       | 20.09      | 4.24                           | 4.48                           |
| <b>TOTAL</b>             | <b>100</b> | <b>100</b> | <b>100</b> | <b>100</b> | <b>100</b> | <b>100</b>                     | <b>100</b>                     |

| COUNTRY                  | BAG-IN-BOX |            |            | TOTAL<br>BAG-IN-BOX<br>JAN-MAR<br>2008 | TOTAL<br>BAG-IN-BOX<br>JAN-MAR<br>2007 |
|--------------------------|------------|------------|------------|--|--|
|                          | <3 ℓ       | 3 ℓ        | >4 ℓ       |  |  |
| UNITED KINGDOM           | 32.88      | 27.91      |            | 26.34                                  | 22.53                                  |
| SWEDEN                   | 11.47      | 49.34      | 1.33       | 45.49                                  | 54.81                                  |
| THE NETHERLANDS          | 2.46       | 1.21       |            | 1.17                                   | 1.30                                   |
| GERMANY                  | 2.09       | 0.15       | 3.18       | 0.38                                   | 0.67                                   |
| DENMARK                  |            | 10.22      |            | 9.35                                   | 5.31                                   |
| CANADA                   |            | 0.03       |            | 0.03                                   | 0.04                                   |
| UNITED STATES OF AMERICA |            | 0.36       |            | 0.33                                   | 0.01                                   |
| BELGIUM                  | 5.01       | 0.64       | 3.74       | 0.94                                   | 0.38                                   |
| FINLAND                  | 11.48      | 5.22       |            | 5.06                                   | 1.54                                   |
| REPUBLIC OF IRELAND      |            |            |            |  | 0.23                                   |
| NORWAY                   | 5.06       | 3.04       |            | 2.91                                   | 2.82                                   |
| NEW ZEALAND              |            | 0.43       |            | 0.39                                   |  |
| JAPAN                    |            | 0.06       |            | 0.05                                   | 0.05                                   |
| UNITED ARAB EMIRATES     | 2.99       | 0.24       | 20.64      | 1.55                                   | 0.58                                   |
| RUSSIA                   |            |            |            |  |  |
| AUSTRALIA                |            |            |            |  |  |
| NIGERIA *                |            |            |            |  |  |
| TANZANIA                 | 0.42       | 0.01       | 7.37       | 0.47                                   | 1.36                                   |
| POLAND                   |            |            |            |  | 0.07                                   |
| SWITZERLAND              |            |            |            |  |  |
| CHINA                    | 19.04      |            |            | 0.48                                   | 0.79                                   |
| KENYA                    | 1.80       | 0.02       | 16.11      | 1.04                                   | 2.93                                   |
| FRANCE                   |            | 0.12       |            | 0.11                                   |  |
| MAURITIUS *              | 0.15       |            | 0.09       | 0.01                                   | 0.03                                   |
| LATVIA                   |            | 0.04       |            | 0.04                                   | 0.56                                   |
| OTHER COUNTRIES          | 5.15       | 0.96       | 47.53      | 3.88                                   | 3.98                                   |
| <b>TOTAL</b>             | <b>100</b> | <b>100</b> | <b>100</b> | <b>100</b>                             | <b>100</b>                             |

| COUNTRY                  | TETRA<br>PACKS<br>JAN-MAR<br>2008 | TETRA<br>PACKS<br>JAN-MAR<br>2007 |
|--------------------------|-----------------------------------|-----------------------------------|
|                          | 1 ℓ                               | 1 ℓ                               |
| UNITED KINGDOM           |                                   |                                   |
| SWEDEN                   |                                   |                                   |
| THE NETHERLANDS          |                                   |                                   |
| GERMANY                  |                                   |                                   |
| DENMARK                  |                                   |                                   |
| CANADA                   | 50.31                             | 100.00                            |
| UNITED STATES OF AMERICA |                                   |                                   |
| BELGIUM                  |                                   |                                   |
| FINLAND                  |                                   |                                   |
| REPUBLIC OF IRELAND      |                                   |                                   |
| NORWAY                   | 24.53                             |                                   |
| NEW ZEALAND              |                                   |                                   |
| JAPAN                    |                                   |                                   |
| UNITED ARAB EMIRATES     |                                   |                                   |
| RUSSIA                   |                                   |                                   |
| AUSTRALIA                |                                   |                                   |
| NIGERIA *                |                                   |                                   |
| TANZANIA                 |                                   |                                   |
| POLAND                   |                                   |                                   |
| SWITZERLAND              |                                   |                                   |
| CHINA                    |                                   |                                   |
| KENYA                    |                                   |                                   |
| FRANCE                   |                                   |                                   |
| MAURITIUS *              |                                   |                                   |
| LATVIA                   |                                   |                                   |
| OTHER COUNTRIES          | 25.16                             |                                   |
| <b>TOTAL</b>             | <b>100</b>                        | <b>100</b>                        |

| COUNTRY                  | TOTAL<br>LITRE<br>JAN-MAR<br>2008 | TOTAL<br>LITRE<br>JAN-MAR<br>2007 |
|--------------------------|-----------------------------------|-----------------------------------|
|                          | 100                               | 100                               |
| UNITED KINGDOM           | 37.04                             | 34.18                             |
| SWEDEN                   | 13.08                             | 14.10                             |
| THE NETHERLANDS          | 9.94                              | 11.19                             |
| GERMANY                  | 7.81                              | 9.18                              |
| DENMARK                  | 5.31                              | 4.80                              |
| CANADA                   | 4.24                              | 3.56                              |
| UNITED STATES OF AMERICA | 3.33                              | 4.86                              |
| BELGIUM                  | 2.93                              | 2.63                              |
| FINLAND                  | 2.11                              | 1.22                              |
| REPUBLIC OF IRELAND      | 1.72                              | 2.50                              |
| NORWAY                   | 0.91                              | 0.77                              |
| NEW ZEALAND              | 0.85                              |                                   |
| JAPAN                    | 0.85                              | 0.80                              |
| UNITED ARAB EMIRATES     | 0.77                              | 0.37                              |
| RUSSIA                   | 0.64                              | 0.82                              |
| AUSTRALIA                | 0.61                              | 0.01                              |
| NIGERIA *                | 0.54                              | 0.20                              |
| TANZANIA                 | 0.52                              | 0.63                              |
| POLAND                   | 0.51                              | 0.41                              |
| SWITZERLAND              | 0.49                              | 0.90                              |
| CHINA                    | 0.49                              | 0.46                              |
| KENYA                    | 0.41                              | 0.86                              |
| FRANCE                   | 0.35                              | 0.34                              |
| MAURITIUS *              | 0.22                              | 0.26                              |
| LATVIA                   | 0.15                              | 0.77                              |
| OTHER COUNTRIES          | 4.17                              | 4.38                              |
| <b>TOTAL</b>             | <b>100</b>                        | <b>100</b>                        |

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

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

## OVERVIEW EXPORTS - 2007 AND 2008

South Africa's wine exports continue to flourish, with volumes up a dramatic 35% for the first quarter of 2008, compared with the same period last year, says Su Birch, Executive Manager of Wines of South Africa, (WOSA) in a press statement released on 10 April 2008.

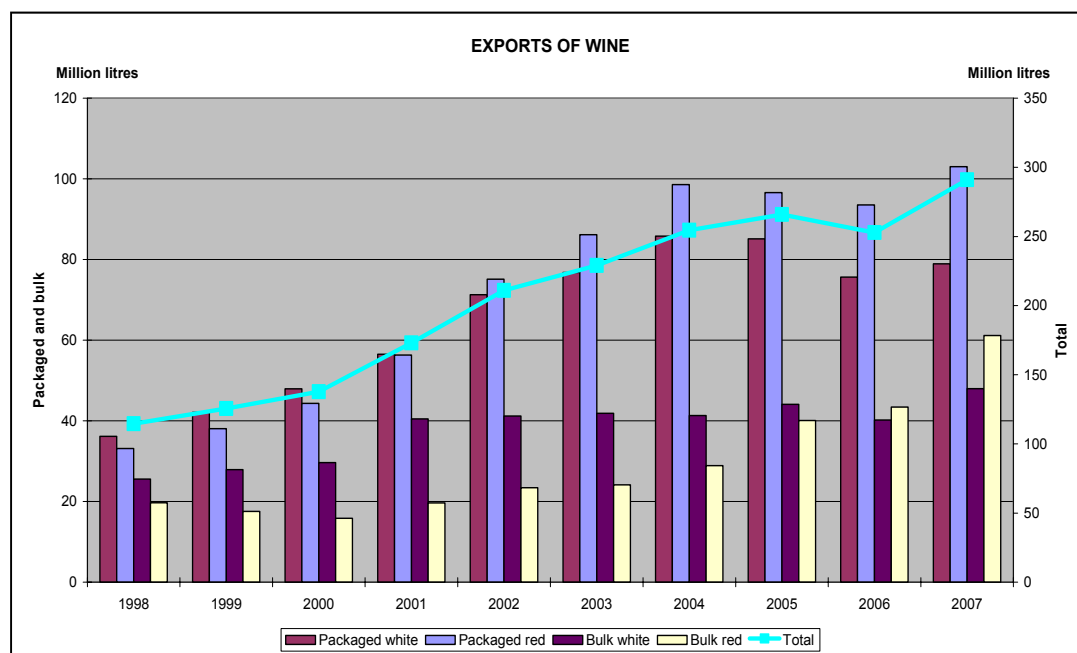
Birch says the closer co-operation by all the major players to achieve a common goal of building South Africa's profile in an increasingly competitive global market is bearing fruit. For the first time in the country's history, wine exports have exceeded domestic sales in volume terms. For the 12 months to January 2008, 316,8 million litres of wine were exported, as opposed to the 314,5 million litres sold domestically. "Although domestic sales data are not yet available for the 12 months to March to make the comparisons, we do know that export sales for this period reached 331,5 million litres, an increase of 23% on the previous 12 months. The local market, in contrast, is moving at a far slower pace of around 5% per annum."

Despite the impressive growth in exports, Birch does sound a note of caution. "Although good news in terms of foreign earnings, we must be careful to avoid the pitfalls of building our competitive advantage on the basis of a weak rand and should be focusing our efforts on raising the value of our exports. There has been a spike in bulk wine sales, which is not sustainable. While it has helped to take up excess supply, we must protect the equity of our brands and continue to grow packaged exports for the long-term future of our industry and to provide secure employment for the many people it supports." Packaged exports, she says, are growing at 10% per annum, a manageable rate that allows local producers to meet demand.

She attributes export buoyancy to growing demand in Scandinavia, Germany, North America and Africa, as well as the recovery of South Africa's position in the UK. "Australia's reduced output, the result of two consecutively lower than average harvests due mainly to severe drought, and lower harvests in 2007 in both France and Italy, have also created opportunities for South Africa."

Birch says excess reds have also been taken up by Angola, which is proving a fast-growing market, particularly as importers recognise the price advantage of buying from South African producers rather than from their traditional sources in Portugal.

She also urges producers to remain loyal to the local market. "We need to court domestic consumers, especially newcomers to wine. The home market should always serve as the bedrock of a sustainable wine industry."



**TOTAL QUANTITY OF WINE EXPORTED**

| YEAR | NATURAL WINE | FORTIFIED WINE | SPARKLING WINE | TOTAL LITRES | % GROWTH | EXPORT AS % OF WINE PRODUCTION |
|------|--------------|----------------|----------------|--------------|----------|--------------------------------|
| 1997 | 107 972 398  | 1 265 296      | 805 048        | 110 042 742  |          | 20.1                           |
| 1998 | 115 782 195  | 1 116 766      | 524 676        | 117 423 637  | 6.7      | 21.6                           |
| 1999 | 126 263 186  | 695 535        | 809 619        | 127 768 340  | 8.8      | 21.4                           |
| 2000 | 139 800 022  | 471 513        | 685 237        | 140 956 772  | 10.3     | 26.1                           |
| 2001 | 175 978 105  | 548 388        | 779 299        | 177 305 792  | 25.8     | 33.4                           |
| 2002 | 215 511 730  | 520 936        | 1 360 842      | 217 393 508  | 22.6     | 38.3                           |
| 2003 | 236 374 075  | 525 789        | 1 564 707      | 238 464 571  | 9.7      | 33.5                           |
| 2004 | 265 761 884  | 413 393        | 1 552 885      | 267 728 162  | 12.3     | 38.4                           |
| 2005 | 279 128 314  | 406 982        | 1 537 824      | 281 073 120  | 5.0      | 44.7                           |
| 2006 | 269 166 578  | 486 547        | 2 018 235      | 271 671 360  | -3.3     | 38.3                           |
| 2007 | 309 450 511  | 405 696        | 2 779 364      | 312 635 571  | 15.1     | 42.8                           |

**TOP 50 COUNTRIES - EXPORTS OF NATURAL WINE - PACKAGED**

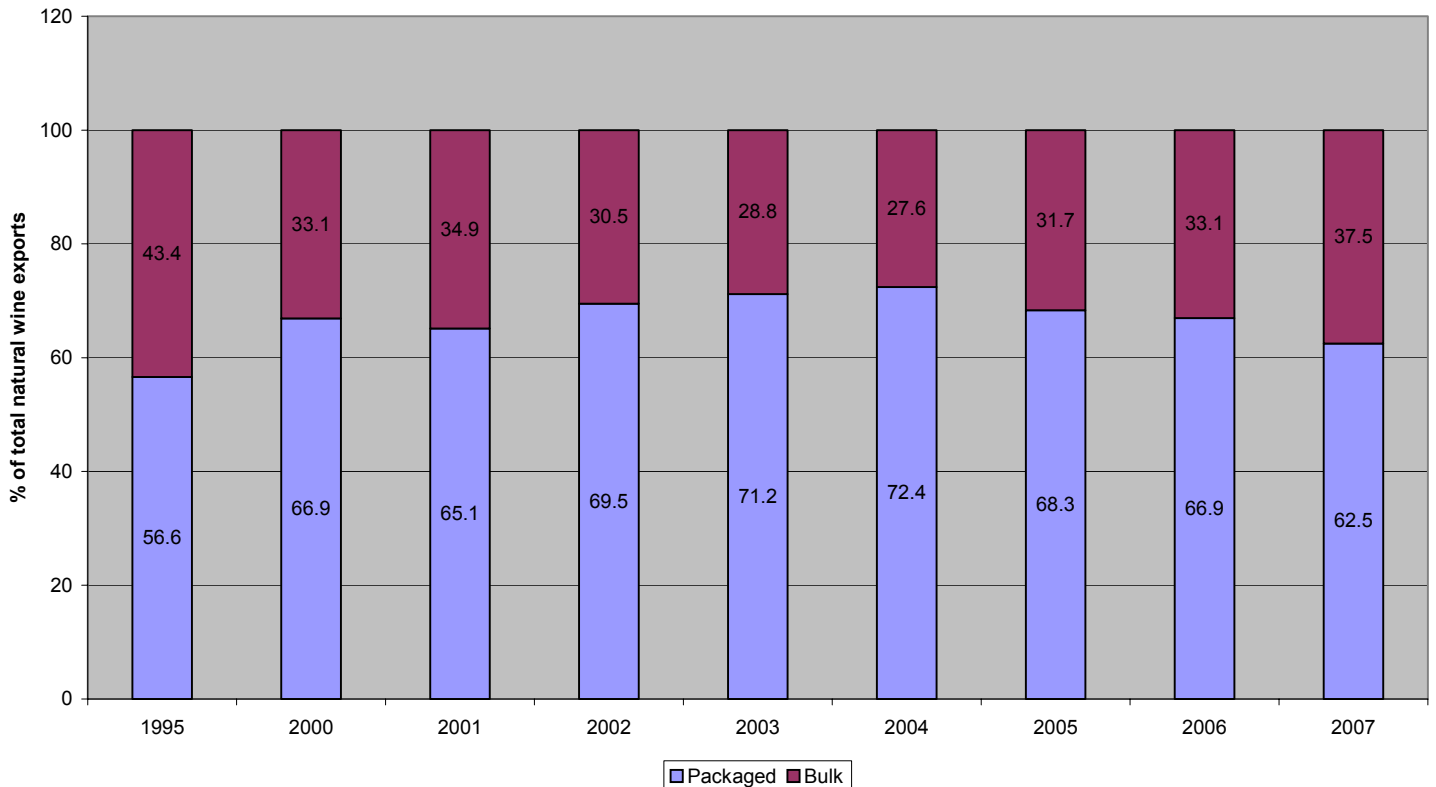
| COUNTRY               | 2003               | 2004               | 2005               | 2006               | 2007               | Total 2003 to 2007 | Average growth per year 2003 to 2007 |
|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------------------------|
|                       | litres             |                    |                    |                    |                    |                    |                                      |
| UNITED KINGDOM        | 83 384 684         | 86 041 387         | 73 372 283         | 61 632 382         | 65 855 063         | 370 285 799        | -5.7%                                |
| SWEDEN                | 11 791 174         | 16 005 059         | 20 009 486         | 23 121 010         | 25 919 814         | 96 846 543         | 21.8%                                |
| THE NETHERLANDS       | 32 389 893         | 33 447 683         | 28 673 383         | 19 978 659         | 18 720 588         | 133 210 206        | -12.8%                               |
| GERMANY               | 11 215 797         | 14 785 515         | 15 727 302         | 14 291 833         | 15 332 030         | 71 352 477         | 8.1%                                 |
| DENMARK               | 4 069 511          | 5 046 671          | 6 557 788          | 8 401 233          | 9 822 411          | 33 897 614         | 24.6%                                |
| U.S.A.                | 4 824 771          | 7 718 286          | 10 013 598         | 9 588 178          | 9 606 240          | 41 751 073         | 18.8%                                |
| CANADA                | 3 716 582          | 5 128 562          | 6 518 657          | 7 069 955          | 7 221 573          | 29 655 329         | 18.1%                                |
| BELGIUM               | 3 100 487          | 3 884 785          | 4 548 073          | 4 864 118          | 4 870 468          | 21 267 931         | 12.0%                                |
| REPUBLIC OF IRELAND   | 89 726             | 1 808 155          | 4 897 429          | 5 239 774          | 4 734 845          | 16 769 929         | 169.5%                               |
| FINLAND               | 2 622 283          | 3 860 494          | 3 549 663          | 2 949 415          | 3 346 642          | 16 328 497         | 6.3%                                 |
| KENYA                 | 891 905            | 1 493 265          | 1 480 041          | 1 759 529          | 2 187 420          | 7 812 160          | 25.1%                                |
| RUSSIA                | 298 935            | 466 458            | 542 552            | 1 150 902          | 1 542 063          | 4 000 910          | 50.7%                                |
| SWITZERLAND           | 725 450            | 1 021 095          | 1 044 411          | 1 068 707          | 1 523 073          | 5 382 736          | 20.4%                                |
| TANZANIA              | 488 078            | 712 124            | 839 490            | 973 470            | 1 301 082          | 4 314 244          | 27.8%                                |
| NORWAY                | 1 055 556          | 2 230 278          | 1 997 352          | 1 262 086          | 1 287 403          | 7 832 675          | 5.1%                                 |
| JAPAN                 | 1 399 927          | 1 381 520          | 1 229 145          | 1 105 918          | 1 245 592          | 6 362 102          | -2.9%                                |
| NIGERIA *             | 16 952             | 5 414              | 16 425             | 642 419            | 1 240 161          | 1 921 371          |                                      |
| UNITED ARAB EMIRATES  | 440 191            | 605 434            | 713 751            | 726 252            | 899 838            | 3 385 466          | 19.6%                                |
| POLAND                | 290 034            | 240 572            | 434 190            | 563 388            | 842 126            | 2 370 310          | 30.5%                                |
| LATVIA                | 60 179             | 149 441            | 656 577            | 934 740            | 755 750            | 2 556 687          | 88.2%                                |
| CHINA                 | 120 077            | 149 466            | 164 750            | 337 234            | 738 580            | 1 510 107          | 57.5%                                |
| AUSTRALIA             | 139 868            | 131 588            | 225 621            | 425 719            | 655 025            | 1 577 821          | 47.1%                                |
| NEW ZEALAND           | 99 622             | 66 553             | 80 559             | 13 763             | 643 611            | 904 108            | 59.4%                                |
| MAURITIUS *           | 15 750             | 67 217             | 46 026             | 477 816            | 558 292            | 1 165 101          |                                      |
| FRANCE                | 1 091 078          | 632 270            | 368 649            | 436 211            | 517 198            | 3 045 406          | -17.0%                               |
| BRAZIL                | 162 558            | 325 374            | 278 501            | 268 337            | 453 438            | 1 488 208          | 29.2%                                |
| GHANA *               | 10 590             | 43 623             | 28 377             | 335 831            | 426 314            | 844 735            |                                      |
| SINGAPORE             | 187 248            | 275 442            | 318 071            | 285 921            | 408 951            | 1 475 633          | 21.6%                                |
| UGANDA                | 225 683            | 280 425            | 198 896            | 261 582            | 384 517            | 1 351 103          | 14.2%                                |
| ESTONIA               | 127 157            | 165 194            | 268 910            | 239 457            | 384 435            | 1 185 153          | 31.9%                                |
| HONG KONG             | 428 856            | 382 389            | 332 256            | 325 134            | 379 775            | 1 848 410          | -3.0%                                |
| ANGOLA *              |                    | 6 863              | 3 256              | 319 557            | 363 347            | 693 023            |                                      |
| MADAGASCAR            | 7 410              | 765                |                    | 169 627            | 360 211            | 538 013            | 164.0%                               |
| ZAMBIA *              |                    |                    |                    | 183 018            | 356 065            | 539 083            |                                      |
| SOUTH KOREA           | 11 740             | 101 141            | 564 505            | 378 170            | 339 365            | 1 394 921          | 131.9%                               |
| REUNION ISLAND        | 307 662            | 342 086            | 297 540            | 299 745            | 315 831            | 1 562 864          | 0.7%                                 |
| MALAYSIA              | 130 986            | 189 751            | 207 390            | 193 566            | 292 145            | 1 013 838          | 22.2%                                |
| ICELAND               | 196 541            | 255 642            | 300 422            | 316 342            | 286 060            | 1 355 007          | 9.8%                                 |
| ETHIOPIA              | 94 942             | 68 998             | 106 144            | 191 168            | 277 139            | 738 391            | 30.7%                                |
| THE SEYCHELLE ISLANDS | 234                | 50 876             | 79 812             | 202 831            | 256 368            | 590 121            |                                      |
| TAIWAN                | 66 911             | 172 766            | 187 643            | 206 540            | 254 458            | 888 318            | 39.6%                                |
| CZECH REPUBLIC        | 112 950            | 124 247            | 231 559            | 154 833            | 250 525            | 874 114            | 22.0%                                |
| AUSTRIA               | 255 202            | 349 680            | 414 042            | 236 171            | 235 989            | 1 491 084          | -1.9%                                |
| THAILAND              | 101 405            | 102 840            | 149 481            | 162 074            | 226 131            | 741 931            | 22.2%                                |
| ZIMBABWE *            | 54                 | 4 401              | 126                | 282 814            | 201 917            | 489 312            |                                      |
| QATAR                 | 39 951             | 59 254             | 169 873            | 142 059            | 197 112            | 608 249            | 49.0%                                |
| BAHRAIN               | 57 709             | 84 848             | 111 690            | 97 318             | 178 117            | 529 682            | 32.5%                                |
| PHILIPPINES           | 61 542             | 75 524             | 81 454             | 70 103             | 111 481            | 400 104            | 16.0%                                |
| MALDIVES              | 149 778            | 127 532            | 49 860             | 97 004             | 109 932            | 534 106            | -7.4%                                |
| ITALY                 | 111 201            | 77 400             | 66 564             | 108 329            | 102 806            | 466 300            | -1.9%                                |
| REST OF WORLD         | 874 281            | 1 023 695          | 1 207 606          | 1 719 914          | 2 140 808          | 6 966 304          | 25.1%                                |
| <b>TOTAL</b>          | <b>168 061 101</b> | <b>191 770 048</b> | <b>189 361 179</b> | <b>176 262 156</b> | <b>190 660 125</b> | <b>916 114 609</b> | <b>3.2%</b>                          |

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

EXPORTS OF NATURAL WINE - BULK

| COUNTRY             | 2003              | 2004              | 2005              | 2006              | 2007               | Total<br>2003 to 2007 | Average growth per year<br>2003 to 2007 |
|---------------------|-------------------|-------------------|-------------------|-------------------|--------------------|-----------------------|---|
|                     | litres            |                   |                   |                   |                    |                       |   |
| GERMANY             | 8 620 226         | 11 988 760        | 20 170 203        | 27 259 735        | 44 214 100         | 112 253 024           | 50%                                     |
| UNITED KINGDOM      | 19 635 884        | 19 069 723        | 23 888 136        | 20 293 238        | 21 196 306         | 104 083 287           | 2%                                      |
| THE NETHERLANDS     | 9 509 128         | 15 943 023        | 18 252 030        | 16 827 663        | 10 317 750         | 70 849 594            | 2%                                      |
| ANGOLA              |                   |                   |                   |                   | 8 181 616          | 8 181 616             |   |
| FRANCE              | 6 044 032         | 5 001 939         | 5 058 774         | 8 111 912         | 6 427 849          | 30 644 506            | 2%                                      |
| CANADA              | 2 319 347         | 3 381 709         | 6 071 483         | 4 928 246         | 5 775 002          | 22 475 787            | 26%                                     |
| NEW ZEALAND         | 10 747 694        | 6 178 780         | 5 523 760         | 1 824 840         | 5 126 600          | 29 401 674            | -17%                                    |
| BELGIUM             | 4 320 534         | 4 134 372         | 3 638 589         | 4 261 264         | 4 702 458          | 21 057 217            | 2%                                      |
| DENMARK             | 3 190 876         | 3 885 957         | 3 157 410         | 3 606 443         | 3 541 951          | 17 382 637            | 3%                                      |
| SWITZERLAND         | 1 662 151         | 2 319 698         | 1 827 554         | 2 115 942         | 2 902 881          | 10 828 226            | 15%                                     |
| U.S.A.              |                   |                   |                   | 1 081 250         | 1 061 038          | 2 142 288             |   |
| ITALY               |                   |                   | 142 340           | 218 760           | 1 035 911          | 1 397 011             |   |
| RUSSIA              |                   |                   |                   | 48 619            | 1 002 353          | 1 050 972             |   |
| FINLAND             | 865 299           | 927 692           | 881 072           | 787 300           | 709 350            | 4 170 713             | -5%                                     |
| MAURITIUS           | 73 000            | 60 340            | 415 230           | 533 430           | 519 162            | 1 601 162             | 63%                                     |
| CHINA               | 23 372            |                   | 47 820            | 150 980           | 511 240            | 733 412               | 116%                                    |
| INDIA               |                   |                   | 24 040            | 47 760            | 408 180            | 479 980               |   |
| NORWAY              | 255 165           | 474 820           | 332 840           | 219 607           | 314 794            | 1 597 226             | 5%                                      |
| THAILAND            |                   |                   |                   |                   | 196 008            | 196 008               |   |
| CZECH REPUBLIC      |                   |                   | 99 740            | 144 040           | 168 739            | 412 519               |   |
| POLAND              |                   |                   | 71 146            | 72 458            | 167 501            | 311 105               |   |
| JAPAN               | 201 054           | 186 440           | 165 000           | 227 960           | 109 200            | 889 654               | -14%                                    |
| AUSTRALIA           |                   |                   |                   | 23 530            | 95 883             | 119 413               |   |
| SWEDEN              | 790 950           | 438 630           |                   |                   | 48 120             | 1 277 700             | -50%                                    |
| ZIMBABWE            |                   |                   |                   |                   | 32 000             | 32 000                |   |
| MOZAMBIQUE          |                   |                   |                   |                   | 24 320             | 24 320                |   |
| AUSTRIA             |                   |                   |                   | 48 220            | 98                 | 48 318                |   |
| KENYA               | 54 300            |                   |                   |                   |                    | 54 300                | -100%                                   |
| REPUBLIC OF IRELAND |                   |                   |                   | 47 290            |                    | 47 290                |   |
| TAIWAN              |                   |                   |                   | 24 000            |                    | 24 000                |   |
| <b>TOTAL</b>        | <b>68 313 012</b> | <b>73 991 883</b> | <b>89 767 167</b> | <b>92 904 487</b> | <b>118 790 410</b> | <b>443 766 959</b>    | <b>15%</b>                              |

PACKAGED VS BULK NATURAL WINE EXPORTS



**EXPORTS OF NATURAL WINE PER VARIETY / TYPE - BULK**

| VARIETY / TYPE         | 2003              | 2004              | 2005              | 2006              | 2007               | Av. growth per year<br>2003 to 2007 |
|------------------------|-------------------|-------------------|-------------------|-------------------|--------------------|-------------------------------------|
|                        | litres            |                   |                   |                   |                    |                                     |
| OTHER WHITE            | 22 725 819        | 19 328 328        | 21 477 981        | 14 307 555        | 18 275 537         | -5.3%                               |
| OTHER RED              | 20 153 243        | 22 709 876        | 28 727 561        | 31 210 208        | 42 467 485         | 20.5%                               |
| CHENIN BLANC           | 13 305 783        | 14 906 505        | 16 064 470        | 19 721 745        | 22 330 066         | 13.8%                               |
| CHARDONNAY             | 4 431 511         | 5 056 194         | 3 942 388         | 3 857 979         | 4 385 051          | -0.3%                               |
| BLANC DE NOIR AND ROSé | 2 280 100         | 3 800 547         | 5 591 297         | 9 265 667         | 9 649 282          | 43.4%                               |
| PINOTAGE               | 1 811 633         | 3 893 538         | 5 758 733         | 6 175 199         | 8 537 162          | 47.3%                               |
| CABERNET SAUVIGNON     | 1 500 524         | 1 970 337         | 2 437 985         | 2 820 352         | 6 001 794          | 41.4%                               |
| SAUVIGNON BLANC        | 1 438 870         | 2 013 279         | 2 588 531         | 2 344 774         | 2 981 469          | 20.0%                               |
| MERLOT                 | 375 670           | 139 700           | 2 005 348         | 1 485 720         | 2 120 188          | 54.1%                               |
| SHIRAZ                 | 289 859           | 173 579           | 1 172 873         | 1 715 288         | 2 042 376          | 62.9%                               |
| <b>TOTAL</b>           | <b>68 313 012</b> | <b>73 991 883</b> | <b>89 767 167</b> | <b>92 904 487</b> | <b>118 790 410</b> | <b>14.8%</b>                        |

**EXPORTS OF NATURAL WINE PER VARIETY / TYPE - PACKAGED**

| VARIETY / TYPE         | 2003               | 2004               | 2005               | 2006               | 2007               | Av. growth per year<br>2003 to 2007 |
|------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-------------------------------------|
|                        | litres             |                    |                    |                    |                    |                                     |
| OTHER WHITE            | 34 728 705         | 37 573 227         | 40 390 035         | 34 203 520         | 32 035 749         | -2.0%                               |
| OTHER RED              | 55 638 692         | 61 671 540         | 59 685 789         | 55 463 415         | 59 197 338         | 1.6%                                |
| CHENIN BLANC           | 15 520 661         | 18 673 794         | 18 808 844         | 15 159 538         | 16 977 505         | 2.3%                                |
| CHARDONNAY             | 16 510 430         | 16 858 163         | 13 286 242         | 14 210 258         | 16 639 743         | 0.2%                                |
| BLANC DE NOIR AND ROSé | 5 135 959          | 7 423 190          | 7 671 051          | 7 075 430          | 8 756 918          | 14.3%                               |
| PINOTAGE               | 7 939 887          | 8 810 340          | 10 235 062         | 7 801 033          | 8 666 345          | 2.2%                                |
| CABERNET SAUVIGNON     | 9 480 573          | 12 744 152         | 11 378 526         | 12 152 601         | 13 330 308         | 8.9%                                |
| SAUVIGNON BLANC        | 10 013 014         | 12 692 650         | 12 615 955         | 12 057 012         | 13 248 406         | 7.3%                                |
| MERLOT                 | 5 439 990          | 5 504 440          | 5 607 094          | 7 057 667          | 7 000 849          | 6.5%                                |
| SHIRAZ                 | 7 653 152          | 9 818 505          | 9 682 549          | 11 081 617         | 14 806 940         | 17.9%                               |
| <b>TOTAL</b>           | <b>168 061 063</b> | <b>191 770 001</b> | <b>189 361 147</b> | <b>176 262 091</b> | <b>190 660 101</b> | <b>3.2%</b>                         |

**EXPORTS OF NATURAL WINE PER VARIETY / TYPE - TOTAL**

| VARIETY / TYPE         | 2003               | 2004               | 2005               | 2006               | 2007               | Av. growth per year<br>2003 to 2007 |
|------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-------------------------------------|
|                        | litres             |                    |                    |                    |                    |                                     |
| OTHER WHITE            | 57 454 524         | 56 901 555         | 61 868 016         | 48 511 075         | 50 311 286         | -3.3%                               |
| OTHER RED              | 75 791 935         | 84 381 416         | 88 413 350         | 86 673 623         | 101 664 823        | 7.6%                                |
| CHENIN BLANC           | 28 826 444         | 33 580 299         | 34 873 314         | 34 881 283         | 39 307 571         | 8.1%                                |
| CHARDONNAY             | 20 941 941         | 21 914 357         | 17 228 630         | 18 068 237         | 21 024 794         | 0.1%                                |
| BLANC DE NOIR AND ROSé | 7 416 059          | 11 223 737         | 13 262 348         | 16 341 097         | 18 406 200         | 25.5%                               |
| PINOTAGE               | 9 751 520          | 12 703 878         | 15 993 795         | 13 976 232         | 17 203 507         | 15.2%                               |
| CABERNET SAUVIGNON     | 10 981 097         | 14 714 489         | 13 816 511         | 14 972 953         | 19 332 102         | 15.2%                               |
| SAUVIGNON BLANC        | 11 451 884         | 14 705 929         | 15 204 486         | 14 401 786         | 16 229 875         | 9.1%                                |
| MERLOT                 | 5 815 660          | 5 644 140          | 7 612 442          | 8 543 387          | 9 121 037          | 11.9%                               |
| SHIRAZ                 | 7 943 011          | 9 992 084          | 10 855 422         | 12 796 905         | 16 849 316         | 20.7%                               |
| <b>TOTAL</b>           | <b>236 374 075</b> | <b>265 761 884</b> | <b>279 128 314</b> | <b>269 166 578</b> | <b>309 450 511</b> | <b>7.0%</b>                         |

## EXPORTS OF NATURAL WINE - APRIL 2007 TO MARCH 2008

### Highlights:

- Total exports grew by 22,7%.
- Packaged exports grew by 17,2 million litres (9,8%).
- Bulk exports grew by 44,2 million litres (46,8%).
- Bulk exports of red wine grew by 61,3%. All varieties show growth rates of above 60% except Pinotage, growing by only 8,4%.
- Bulk exports of white wine grew by 38,4%. All varieties grew by more than 60% except Chenin Blanc, growing by only 2,7%.
- Bulk exports represented 41,4% of total exports.
- Red wine accounted for 52,6% of total exports of natural wine, while white wine and, Blanc de Noir and Rosé accounted for 41,6% and 5,8% respectively.

### An analysis of the strong growth in bulk exports highlights the following:

- Growth equals 44,2 million litres.
- The countries mainly responsible for this volume growth are:
- **Angola** accounting for almost 14 million litres. No bulk exports were reported to Angola during the previous corresponding twelve months. It is mainly red wine that is being exported to Angola. Most of the wine (99%) exported to Angola is uncertified. It is believed that the bulk going to Angola is moving at very low prices.
- Exports to **Germany** grew by 12 million litres. Both red and white wine show strong growth. 99,6% of the wine exported to Germany is certified by the Wine and Spirit Board.
- **New Zealand** accounted for 7 million litres. Exports of white wine show strong growth, at the same time red wine to the volume of 3,3 million litres were exported during this period in contrast to the previous corresponding period when no bulk red wine was exported. Most of the wine (97,9%) exported is uncertified. In the light of the fact that New Zealand is the biggest exporter of wine to Australia, the question is being asked whether the wine from South Africa is eventually exported to Australia.
- Surprisingly **Australia** only accounted for 3 million litres of this growth after months of speculation what the effect will be on bulk exports from South Africa as a result of their two consecutively lower than average harvests. Exports of white wine show strong growth, albeit from a low level. All of the wine exported to Australia is certified.
- Exports to the **USA** also accounted for 3 million litres of the volume growth. This is mainly as a result of the growth in white wine exports. All of the wine is certified.
- **Russia** is the only other country worth mentioning, accounting for 2,6 million litres of the volume growth with both red and white wine showing growth. Only 38,1% of the wine is certified.

### Interesting facts about the above markets (bulk and bottled):

- According to provisional OIV figures, the total market for wine in **Angola** amounted to 75,1 million litres in 2005, all of which was imported. The market grew by 29,7% from 2004 to 2005.
- **Germany** is the world's biggest importer of wine by volume, followed by the UK and the USA. Wine going to Germany in bulk is bottled there, but often ends up in Netherlands, Russia, Eastern Europe, etc.
- Wine imports into **Australia** have surged by 45% in just 12 months to a record 43 million litres. The latest Australian Wine and Brandy Corporation figures show the bulk of import consignments - 33,6 million litres - consisted of still and sparkling bottled wine. But it was white wine that made up more than half the imports last year, reaching 23,5 million litres, compared with 15,9 million litres in 2006. Australian Wine and Brandy Corporation figures show bulk imports of white, red and sparkling wine for bottling doubled from 3,5 million litres in 2006 to 6,9 million litres last year. The biggest increase was in bulk red wine imports, which jumped from a low base of 72 030 litres in 2006 to 1,25 million litres last year. Over the same period, imports of bulk white wine rose from 677 889 litres to 1,6 million litres and sparkling wine imports climbed from 2,7 million litres to 4 million litres. However, the Australian drought is expected to slash domestic production further, forcing the country's winemakers to tap into more imports for cask and other sectors.
- The **USA** is expected to overtake France in the next five years as the world's largest wine market by volume in 2010, according to an annual study published by VinExpo in 2007, resulting in an even larger flood of imports.
- **Russia** and China are set to make the biggest strides in terms of consumption, Vinexpo has said in its tenth annual global wine study.

### Word of caution

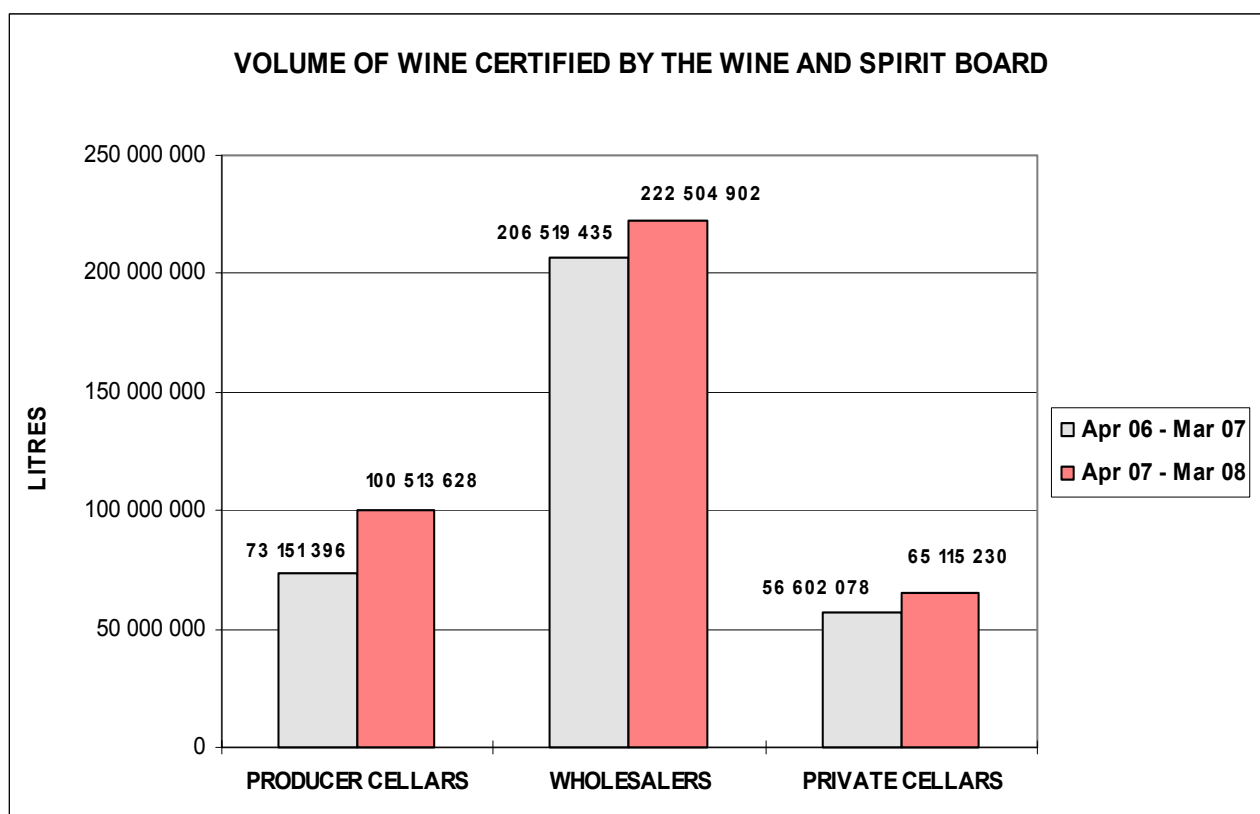
The growth in bulk exports is not sustainable. While bringing short term cash flow relief to producers it has been driven by a softer currency and will not contribute to the long term economic viability of the industry. The industry needs to question the quality of the red wine that it has had to discount to move and look in future to better quality/price offering.

# VOLUME OF WINE CERTIFIED (LITRES)

|                         | 1 MONTH           |                   |            | 3 MONTHS          |                   |            | 6 MONTHS           |                    |            | 12 MONTHS          |                    |            |
|-------------------------|-------------------|-------------------|------------|-------------------|-------------------|------------|--------------------|--------------------|------------|--------------------|--------------------|------------|
|                         | Mar-07            | Mar-08            | Trend      | Jan-07<br>Mar-07  | Jan-08<br>Mar-08  | Trend      | Oct-06<br>Mar-07   | Oct-07<br>Mar-08   | Trend      | Apr-06<br>Mar-07   | Apr-07<br>Mar-08   | Trend      |
| <b>PRODUCER CELLARS</b> |                   |                   |            |                   |                   |            |                    |                    |            |                    |                    |            |
| Estate Wine             | 0                 | 0                 |            | 0                 | 0                 |            | 0                  | 0                  |            | 0                  | 0                  |            |
| Wine of Origin          | 3 184 641         | 4 118 576         | 129        | 9 158 842         | 16 331 108        | 178        | 21 491 789         | 37 646 307         | 175        | 42 186 957         | 66 320 100         | 157        |
| Geographical Unit Wine  | 1 983 229         | 2 261 043         | 114        | 5 615 757         | 6 214 739         | 111        | 14 129 775         | 16 432 940         | 116        | 30 964 439         | 34 193 528         | 110        |
| <b>SUB TOTAL</b>        | <b>5 167 870</b>  | <b>6 379 619</b>  | <b>123</b> | <b>14 774 599</b> | <b>22 545 847</b> | <b>153</b> | <b>35 621 564</b>  | <b>54 079 247</b>  | <b>152</b> | <b>73 151 396</b>  | <b>100 513 628</b> | <b>137</b> |
| <b>WHOLESALERS</b>      |                   |                   |            |                   |                   |            |                    |                    |            |                    |                    |            |
| Estate Wine             | 0                 | 0                 |            | 0                 | 0                 |            | 0                  | 0                  |            | 0                  | 0                  |            |
| Wine of Origin          | 2 465 407         | 3 607 930         | 146        | 6 876 462         | 9 504 025         | 138        | 14 002 711         | 16 942 218         | 121        | 31 264 910         | 33 922 255         | 108        |
| Geographical Unit Wine  | 15 516 408        | 13 417 828        | 86         | 43 062 263        | 42 047 905        | 98         | 85 254 622         | 88 813 041         | 104        | 175 254 525        | 188 582 647        | 108        |
| <b>SUB TOTAL</b>        | <b>17 981 815</b> | <b>17 025 758</b> | <b>95</b>  | <b>49 938 725</b> | <b>51 551 930</b> | <b>103</b> | <b>99 257 333</b>  | <b>105 755 259</b> | <b>107</b> | <b>206 519 435</b> | <b>222 504 902</b> | <b>108</b> |
| <b>PRIVATE CELLARS</b>  |                   |                   |            |                   |                   |            |                    |                    |            |                    |                    |            |
| Estate Wine             | 433 953           | 645 996           | 149        | 1 603 928         | 1 594 573         | 99         | 3 668 697          | 3 464 568          | 94         | 7 982 310          | 7 686 281          | 96         |
| Wine of Origin          | 2 536 204         | 2 427 394         | 96         | 7 220 339         | 7 723 207         | 107        | 16 791 745         | 17 505 676         | 104        | 33 244 664         | 36 318 841         | 109        |
| Geographical Unit Wine  | 1 188 018         | 2 083 323         | 175        | 3 408 953         | 5 550 359         | 163        | 7 685 060          | 11 243 277         | 146        | 15 375 104         | 21 110 108         | 137        |
| <b>SUB TOTAL</b>        | <b>4 158 175</b>  | <b>5 156 713</b>  | <b>124</b> | <b>12 233 220</b> | <b>14 868 139</b> | <b>122</b> | <b>28 145 502</b>  | <b>32 213 521</b>  | <b>114</b> | <b>56 602 078</b>  | <b>65 115 230</b>  | <b>115</b> |
| <b>TOTAL</b>            | <b>27 307 860</b> | <b>28 562 090</b> | <b>105</b> | <b>76 946 544</b> | <b>88 965 916</b> | <b>116</b> | <b>163 024 399</b> | <b>192 048 027</b> | <b>118</b> | <b>336 272 909</b> | <b>388 133 760</b> | <b>115</b> |

| <b>CERTIFIED BULK EXPORTS</b><br>(included in above figures) | 1 MONTH   |            |       | 3 MONTHS         |                  |       | 6 MONTHS         |                  |       | 12 MONTHS        |                  |       |
|--|-----------|------------|-------|------------------|------------------|-------|------------------|------------------|-------|------------------|------------------|-------|
|  | Mar-07    | Mar-08     | Trend | Jan-07<br>Mar-07 | Jan-08<br>Mar-08 | Trend | Oct-06<br>Mar-07 | Oct-07<br>Mar-08 | Trend | Apr-06<br>Mar-07 | Apr-07<br>Mar-08 | Trend |
|  | 7 468 056 | 10 703 588 | 143   | 24 849 126       | 35 515 777       | 143   | 51 825 350       | 74 052 132       | 143   | 107 366 830      | 142 500 296      | 133   |

\*The total volume of wine certified in the 2007 calendar year made up 51.5% of the 2007 wine production (46.6%-2006,52.9%-2005,44.1%-2004,38.5%-2003)



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