



# Wine Industry Information

December

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# EDITORIAL

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The 2010 wine grape crop should amount to 1 319 246 tons, according to the crop estimate by the industry (producer cellars and viticulturists) on 27 November 2009 (page 4). This is 0.8 per cent less than the estimated 2009 crop. It is expected that the 2010 wine harvest, including juice and concentrate for non-alcoholic purposes, wine for brandy and distilling wine, will amount to 1 006,6 million litres (page 5) at an average recovery of 763 litres per ton of grapes. A press release to this regard on page 3.

Domestic sales of natural wine for the 12-month period November 2008 to October 2009 show that the market contracted by 5.7 per cent to 295 million litres, compared to the previous corresponding period (page 6). Exports of natural wine for the 12-month period December 2008 to November 2009 decreased by 2.7 per cent to 390 million litres, compared to the previous corresponding period. While the export of packaged natural wine increased by 9.4 per cent during the specified period, that of bulk natural wine decreased by 17.4 per cent (page 14). It is estimated that the equivalent of 9,2 million litres @ 10% alcohol/volume of distilling wine will be imported to fulfill the 2010 market requirement. About 9,2 million litres of concentrate for sweetening purposes will also be imported in 2010. The situation with regard to the possible import of wine is monitored.



**To all our readers, a Merry Christmas and a Happy New Year!!**

Greetings until 2010.  
Yvette

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# PRESS RELEASE

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11 DECEMBER 2009 - MEDIA RELEASE

## 2010 WINE GRAPE CROP - SMALLER THAN 2009 IN ALL DISTRICTS, EXCEPT ORANGE RIVER

The 2010 wine grape crop should amount to 1 319 246 tons, according to the crop estimate by the industry (producer cellars and viticultural consultants) on 27 November 2009. This represents a decrease of 0.8 per cent compared to the 2009 crop. The 2010 wine grape crop, including juice and concentrate for non-alcoholic purposes, wine for brandy and distilling wine, is expected to amount to 1 006,6 million litres, calculated at an average recovery of 763 litres per ton of grapes.

The only region estimated to have a bigger crop than in 2009 is the Orange River region. The estimate of a 30% crop increase for 2010 in the region is ascribed to a very favourable season so far. This should be viewed against the very small 2009 crop which was approximately 31% lower than in 2008.

In all other wine regions the crop is estimated to be lighter in a spring and early summer season described by producers and viticulturists as challenging. A late winter caused uneven budding and in some instances budding was delayed. Due to regular showers and at times heavy rainfall until November producers had to implement thorough and intensive control programmes, even so there are widespread crop losses due to downy mildew. Pressure from oidium is also high at the moment and pests such as snout beetles, long horn grasshoppers, snails, etc. have occurred. On two occasions a gale force southeaster and northwesterly wind have been responsible for damage to vines. Cold and windy conditions during the flowering and set periods have resulted in uneven and weak set.

Another reason for the anticipated decrease in crop size is the fact that total plantings have decreased by 821 ha since 2006.

Domestic sales of natural wine for the 12-month period November 2008 to October 2009 show that the market contracted by 5.7 per cent to 295 million litres, compared to the corresponding period the previous year. Brandy sales show an 8.8 per cent decrease during the same period. The export of packaged wine shows an increase of 9.4 per cent, while exports of bulk wine have decreased by 20 per cent.

The combination of the economic downturn, which has resulted in a decrease in sales, and the impact of the World Cup soccer tournament which should increase sales, suggests that domestic sales of both wine and brandy will more or less stand still in 2010.

The strong exchange rate, the economic turmoil in South Africa's main export markets, the non-profitability of our wines in a key market such as the UK and the availability of the product will be determining factors in future wine exports and make sales forecasts almost impossible.

The stock level on 31 December 2010 at producer and private cellars is expected to decrease to 296.2 million litres, compared to 336.4 million litres on 31 December 2009.

For further enquiries please contact Yvette van der Merwe (tel 021-807 5703, fax 021-807 6000, email [yvette@sawis.co.za](mailto:yvette@sawis.co.za)).

  
YVETTE VAN DER MERWE  
EXECUTIVE MANAGER

# ESTIMATED 2010 GRAPE AND WINE CROP

| DISTRICT                                | GRAPE CROP - TONS |              |              |              |              |              |              |              | ESTIMATE<br>31/08/2009 | ESTIMATE<br>27/11/2009 |
|---|-------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------------|------------------------|
|   | 2001              | 2002         | 2003         | 2004         | 2005         | 2006         | 2007         | 2008         | 2009                   | 2010                   |
| ORANGE RIVER                            | 83 436            | 173 420      | 144 697      | 206 193      | 161 549      | 192 369      | 161 555      | 171 664      | 114 716                | 151 425                |
| <i>trend (%) on previous year</i>       | <i>65.0</i>       | <i>207.8</i> | <i>83.4</i>  | <i>142.5</i> | <i>78.3</i>  | <i>119.1</i> | <i>84.0</i>  | <i>106.3</i> | <i>66.8</i>            | <i>132.0</i>           |
| OLIFANTS RIVER                          | 159 902           | 165 603      | 205 150      | 178 590      | 181 445      | 198 618      | 209 805      | 220 703      | 215 953                | 213 793                |
| <i>trend (%) on previous year</i>       | <i>92.4</i>       | <i>103.6</i> | <i>123.9</i> | <i>87.1</i>  | <i>101.6</i> | <i>109.5</i> | <i>105.6</i> | <i>105.2</i> | <i>97.8</i>            | <i>99.0</i>            |
| MALMESBURY                              | 80 689            | 80 026       | 109 118      | 103 947      | 98 663       | 118 076      | 117 020      | 131 049      | 115 543                | 109 766                |
| <i>trend (%) on previous year</i>       | <i>88.5</i>       | <i>99.2</i>  | <i>136.4</i> | <i>95.3</i>  | <i>94.9</i>  | <i>119.7</i> | <i>99.1</i>  | <i>112.0</i> | <i>88.2</i>            | <i>95.0</i>            |
| LITTLE KAROO                            | 36 500            | 42 020       | 42 301       | 44 522       | 37 220       | 37 051       | 47 348       | 40 980       | 44 561                 | 43 670                 |
| <i>trend (%) on previous year</i>       | <i>88.0</i>       | <i>115.1</i> | <i>100.7</i> | <i>105.3</i> | <i>83.6</i>  | <i>99.5</i>  | <i>127.8</i> | <i>86.6</i>  | <i>108.7</i>           | <i>98.0</i>            |
| PAARL                                   | 123 572           | 105 287      | 144 833      | 138 802      | 138 796      | 145 937      | 152 855      | 156 015      | 141 375                | 134 306                |
| <i>trend (%) on previous year</i>       | <i>96.5</i>       | <i>85.2</i>  | <i>137.6</i> | <i>95.8</i>  | <i>100.0</i> | <i>105.1</i> | <i>104.7</i> | <i>102.1</i> | <i>90.6</i>            | <i>95.0</i>            |
| ROBERTSON                               | 141 267           | 165 304      | 176 440      | 184 095      | 158 679      | 166 782      | 196 796      | 204 619      | 201 903                | 197 865                |
| <i>trend (%) on previous year</i>       | <i>87.7</i>       | <i>117.0</i> | <i>106.7</i> | <i>104.3</i> | <i>86.2</i>  | <i>105.1</i> | <i>118.0</i> | <i>104.0</i> | <i>98.7</i>            | <i>98.0</i>            |
| STELLENBOSCH                            | 98 514            | 76 999       | 114 285      | 115 276      | 115 229      | 122 742      | 113 740      | 121 346      | 120 232                | 108 209                |
| <i>trend (%) on previous year</i>       | <i>93.3</i>       | <i>78.2</i>  | <i>148.4</i> | <i>100.9</i> | <i>100.0</i> | <i>106.5</i> | <i>92.7</i>  | <i>106.7</i> | <i>99.1</i>            | <i>90.0</i>            |
| BREEDEKLOOF                             | 142 867           | 147 926      | 161 658      | 196 521      | 166 887      | 190 514      | 214 036      | 223 241      | 221 231                | 210 169                |
| <i>trend (%) on previous year</i>       | <i>92.8</i>       | <i>103.5</i> | <i>109.3</i> | <i>172.0</i> | <i>144.8</i> | <i>114.2</i> | <i>112.3</i> | <i>104.3</i> | <i>99.1</i>            | <i>95.0</i>            |
| WORCESTER                               | 110 714           | 123 290      | 135 207      | 144 238      | 113 164      | 129 490      | 138 292      | 155 996      | 154 843                | 150 043                |
| <i>trend (%) on previous year</i>       | <i>95.8</i>       | <i>111.4</i> | <i>109.7</i> | <i>126.2</i> | <i>98.2</i>  | <i>114.4</i> | <i>106.8</i> | <i>112.8</i> | <i>99.1</i>            | <i>96.9</i>            |
| TOTAL (INDUSTRY)                        | 977 461           | 1 079 875    | 1 233 689    | 1 312 184    | 1 171 632    | 1 301 579    | 1 351 447    | 1 425 613    | 1 330 357              | 1 319 246              |
| <i>trend (%) on previous year</i>       | <i>89.0</i>       | <i>110.5</i> | <i>114.2</i> | <i>106.4</i> | <i>89.3</i>  | <i>111.1</i> | <i>103.8</i> | <i>105.5</i> | <i>93.3</i>            | <i>99.2</i>            |
| LITRES PER GROSS TON                    | 764               | 772          | 775          | 774          | 773          | 778          | 772          | 764          | 763                    | 763                    |
| WINE PRODUCTION<br>MILLION GROSS LITRES | 746.5             | 834.2        | 956.0        | 1 015.7      | 905.2        | 1 013.0      | 1 043.5      | 1 089.0      | 1 015.4                | 1 006.6                |

# HARVEST AND SALES ESTIMATES

| WINE PRODUCED                           | Average<br>% alc/vol<br>2009 | million gross litres |              |                |                |                |                |                | Trend<br>2010/<br>2009 |
|---|------------------------------|----------------------|--------------|----------------|----------------|----------------|----------------|----------------|------------------------|
|   |                              | 2004                 | 2005         | 2006           | 2007           | 2008           | Estimate       |                |                        |
|   |                              |                      |              |                |                |                | 2009           | 2010           |                        |
| Wine                                    |                              | 696.8                | 628.5        | 709.7          | 730.4          | 763.3          | 780.7          | 768.2          | 98.4                   |
| Wine for brandy                         | 11.55                        | 85.4                 | 82.9         | 82.1           | 101.5          | 86.6           | 69.8           | 48.2           | 69.1                   |
| Grape juice concentrate and grape juice | 11.04                        | 87.8                 | 64.6         | 73.2           | 65.2           | 72.5           | 36.7           | 59.3           | 161.7                  |
| Distilling wine                         | 9.71                         | 145.8                | 129.2        | 147.9          | 146.4          | 166.6          | 128.3          | 130.9          | 102.0                  |
| <b>Total</b>                            |                              | <b>1 015.7</b>       | <b>905.2</b> | <b>1 013.0</b> | <b>1 043.5</b> | <b>1 089.0</b> | <b>1 015.4</b> | <b>1 006.6</b> | <b>99.1</b>            |

| WINE MARKET REQUIREMENT                           | million gross litres |              |              |              |              |              |              | Trend<br>2010/<br>2009 |
|---|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------------|
|   | 2004                 | 2005         | 2006         | 2007         | 2008         | Estimate     |              |                        |
|   |                      |              |              |              |              | 2009         | 2010         |                        |
| Producer sales to wholesalers: Wine in bulk       | 416.1                | 419.1        | 405.5        | 440.1        | 539.0        | 513.1        |              |                        |
| Grapes  | 67.8                 | 67.5         | 71.8         | 67.2         | 70.9         | 71.1         |              |                        |
|   | <b>483.8</b>         | <b>486.6</b> | <b>477.3</b> | <b>507.3</b> | <b>609.9</b> | <b>584.1</b> |              |                        |
| Direct producer sales (packaged wine) and exports | 154.5                | 148.2        | 155.4        | 173.4        | 200.1        | 192.6        |              |                        |
| <b>Total</b>                                      | <b>638.3</b>         | <b>634.8</b> | <b>632.7</b> | <b>680.7</b> | <b>810.0</b> | <b>776.8</b> | <b>779.9</b> |                        |
| Wine imported in bulk by wholesalers*             |                      | 15.4         | 11.3         | 9.2          | 11.0         | 12.3         | 9.2          |                        |
| <b>Total wine market requirement</b>              | <b>638.3</b>         | <b>650.2</b> | <b>644.0</b> | <b>690.0</b> | <b>821.0</b> | <b>789.1</b> | <b>789.1</b> | <b>100.0</b>           |

\* concentrate component included

| WINE PRODUCTION AND SALES   | million gross litres |              |              |              |              |              |              | Trend<br>2010/<br>2009 |
|---|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------------|
|   | 2004                 | 2005         | 2006         | 2007         | 2008         | Estimate     |              |                        |
|   |                      |              |              |              |              | 2009         | 2010         |                        |
| Total wine stock at private and producer cellars on 1 Jan                     |                      |              |              |              |              | 357.2        | 336.4        |                        |
| Wine production   | 696.8                | 628.5        | 709.7        | 730.4        | 763.3        | 780.7        | 768.2        | 98.4                   |
| Natural wine and must for sweetening imported by private and producer cellars | 2.0                  | 3.7          | 7.0          | 3.7          | 8.0          | 3.8          | 0.0          | 0.0                    |
| <b>Minus: Sales</b>   | <b>638.3</b>         | <b>634.8</b> | <b>632.7</b> | <b>680.7</b> | <b>810.0</b> | <b>776.8</b> | <b>779.9</b> | <b>100.4</b>           |
| Transfers (previous vintages)   | 6.2                  | 5.4          | 3.6          | 10.2         | 6.1          | 5.0          | 5.0          | 100.0                  |
| Lees destroyed/shortages  | 22.0                 | 17.7         | 18.2         | 22.7         | 23.6         | 23.6         | 23.6         | 100.0                  |
| Total wine stock at private and producer cellars on 31 Dec                    | <b>363.7</b>         | <b>339.4</b> | <b>403.1</b> | <b>425.2</b> | <b>357.2</b> | <b>336.4</b> | <b>296.2</b> | <b>88.0</b>            |
| Total wine stock at producer cellars on 31 Dec                                | 248.5                | 221.1        | 278.4        | 295.4        | 236.2        |              |              |                        |
| Total wine stock at private cellars on 31 Dec                                 | 115.2                | 118.3        | 124.6        | 129.8        | 121.0        |              |              |                        |

| DISTILLING WINE MARKET REQUIREMENT                           | million litres @ 10% alc/vol |              |              |              |              |              |              | Trend<br>2010/<br>2009 |
|--|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------------|
|  | 2004                         | 2005         | 2006         | 2007         | 2008         | Estimate     |              |                        |
|  |                              |              |              |              |              | 2009         | 2010         |                        |
| Ex bedryf  | 149.9                        | 130.33       | 148.5        | 154.6        | 168.0        | 129.7        | 133.0        | 102.5                  |
| Ex import (current year)                                     | 16.0                         | 24.3         | 31.1         | 39.6         | 10.4         | 4.1          | 9.2          | 224.8                  |
| Ex import (previous year)                                    | -                            | 30.0         | 10.0         | -            | -            | -            | -            | -                      |
| Ex pool  | 1.9                          | 1.8          | 1.4          | 0.04         | 0.46         | 0.04         | 0.04         | 100.0                  |
| <b>Total</b>   | <b>167.8</b>                 | <b>186.4</b> | <b>191.0</b> | <b>194.2</b> | <b>178.8</b> | <b>133.8</b> | <b>142.2</b> | <b>106.3</b>           |
| Pool deliveries  | 1.9                          | 1.8          | 1.4          | 0.04         | 0.46         | 0.04         | 0.04         | 100.0                  |
| Ex import (destined for following year's market requirement) | 30.0                         | 10.0         |              |              |              |              |              |                        |

# DOMESTIC SALES AND EXPORTS OF NATURAL WINE

## DOMESTIC SALES OF NATURAL WINE

GROSS LITRES

|                  | 1 MONTH           |                   |              | 3 MONTHS          |                   |              |                    | 6 MONTHS           |              |                    |                    | 12 MONTHS    |                    |                    |              | MARKET SHARE  |          |
|------------------|-------------------|-------------------|--------------|-------------------|-------------------|--------------|--------------------|--------------------|--------------|--------------------|--------------------|--------------|--------------------|--------------------|--------------|---------------|----------|
|                  | OCT 2008          | OCT 2009          | TREND        | AUG 2008          | OCT 2008          | AUG 2009     | OCT 2009           | TREND              | MAY 2008     | OCT 2008           | MAY 2009           | OCT 2009     | TREND              | NOV 2007           | OCT 2008     | NOV 2008      | OCT 2009 |
|                  |                   |                   |              |                   |                   |              |                    |                    |              |                    |                    |              |                    |                    |              |               |          |
| Wholesalers      | 15 587 620        | 13 744 542        | 88.18        | 42 455 872        | 38 906 348        | 91.64        | 84 199 672         | 77 363 030         | 91.88        | 169 226 480        | 156 183 585        | 92.29        | 312 850 177        | 295 175 859        | 94.35        | 52.91         |          |
| Private Cellars  | 3 978 900         | 3 947 851         | 99.22        | 10 569 546        | 10 189 206        | 96.40        | 20 424 696         | 19 093 001         | 93.48        | 40 780 543         | 40 209 956         | 98.60        | 102 843 154        | 98 782 318         | 96.05        | 13.62         |          |
| Producer Cellars | 8 712 239         | 7 347 013         | 84.33        | 25 143 645        | 23 859 184        | 94.89        | 51 827 184         | 48 741 297         | 94.05        | 102 843 154        | 98 782 318         | 96.05        | 312 850 177        | 295 175 859        | 94.35        | 33.47         |          |
| <b>TOTAL</b>     | <b>28 278 759</b> | <b>25 039 406</b> | <b>88.54</b> | <b>78 169 063</b> | <b>72 954 738</b> | <b>93.33</b> | <b>156 451 552</b> | <b>145 197 328</b> | <b>92.81</b> | <b>312 850 177</b> | <b>295 175 859</b> | <b>94.35</b> | <b>312 850 177</b> | <b>295 175 859</b> | <b>94.35</b> | <b>100.00</b> |          |

Included in these figures are the sales of locally bottled imported natural wine

## EXPORT OF NATURAL WINE

GROSS LITRES

|              | 1 MONTH           |                   |              | 3 MONTHS           |                    |              |                    | 6 MONTHS           |              |                    |                    | 12 MONTHS    |                    |                    |              | MARKET SHARE  |          |
|--------------|-------------------|-------------------|--------------|--------------------|--------------------|--------------|--------------------|--------------------|--------------|--------------------|--------------------|--------------|--------------------|--------------------|--------------|---------------|----------|
|              | OCT 2008          | OCT 2009          | TREND        | AUG 2008           | OCT 2008           | AUG 2009     | OCT 2009           | TREND              | MAY 2008     | OCT 2008           | MAY 2009           | OCT 2009     | TREND              | NOV 2007           | OCT 2008     | NOV 2008      | OCT 2009 |
|              |                   |                   |              |                    |                    |              |                    |                    |              |                    |                    |              |                    |                    |              |               |          |
| <b>TOTAL</b> | <b>43 999 188</b> | <b>35 682 588</b> | <b>81.10</b> | <b>124 243 890</b> | <b>107 342 080</b> | <b>86.40</b> | <b>230 679 105</b> | <b>215 296 021</b> | <b>93.33</b> | <b>402 871 601</b> | <b>387 845 042</b> | <b>96.27</b> | <b>402 871 601</b> | <b>387 845 042</b> | <b>96.27</b> | <b>100.00</b> |          |

## DOMESTIC SALES AND EXPORT OF NATURAL WINE

GROSS LITRES

|              | 1 MONTH           |                   |              | 3 MONTHS           |                    |              |                    | 6 MONTHS           |              |                    |                    | 12 MONTHS    |                    |                    |              | MARKET SHARE  |          |
|--------------|-------------------|-------------------|--------------|--------------------|--------------------|--------------|--------------------|--------------------|--------------|--------------------|--------------------|--------------|--------------------|--------------------|--------------|---------------|----------|
|              | OCT 2008          | OCT 2009          | TREND        | AUG 2008           | OCT 2008           | AUG 2009     | OCT 2009           | TREND              | MAY 2008     | OCT 2008           | MAY 2009           | OCT 2009     | TREND              | NOV 2007           | OCT 2008     | NOV 2008      | OCT 2009 |
|              |                   |                   |              |                    |                    |              |                    |                    |              |                    |                    |              |                    |                    |              |               |          |
| <b>TOTAL</b> | <b>72 277 947</b> | <b>60 721 994</b> | <b>84.01</b> | <b>202 412 953</b> | <b>180 296 818</b> | <b>89.07</b> | <b>387 130 657</b> | <b>360 493 349</b> | <b>93.12</b> | <b>715 721 778</b> | <b>683 020 901</b> | <b>95.43</b> | <b>715 721 778</b> | <b>683 020 901</b> | <b>95.43</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 FOR THE PERIOD JANUARY TO OCTOBER 2009

| TYPE                  | PRICE RANGE<br>R / HL OF C / l | ORANGE RIVER |   | OLIFANTS RIVER |   | MALMESBURY |   | LITTLE KAROO |   | PAARL  |   | ROBERTSON |   | STELLENBOSCH |   | WORCESTER |   | BREEDEKLOOF |   | INDUSTRY 2009 |   | INDUSTRY % |        |        |
|-----------------------|--------------------------------|--------------|---|----------------|---|------------|---|--------------|---|--------|---|-----------|---|--------------|---|-----------|---|-------------|---|---------------|---|------------|--------|--------|
|                       |                                | LITRES       | % | LITRES         | % | LITRES     | % | LITRES       | % | LITRES | % | LITRES    | % | LITRES       | % | LITRES    | % | LITRES      | % | LITRES        | % | 2008       | 2007   |        |
| Cabernet<br>Sauvignon | < 100                          |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.1    |        |
|                       | 100 - < 150                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.4    |        |
|                       | 150 - < 200                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.3    |        |
|                       | 200 - < 250                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.5    |        |
|                       | 250 - < 300                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 6.6    |        |
|                       | 300 - < 350                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 32.9   |        |
|                       | 350 - < 400                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 11.2   |        |
|                       | 400 - < 450                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            |        | 6.2    |
|                       | 450 - < 500                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            |        | 3.7    |
|                       | 500 - < 550                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            |        | 18.8   |
|                       | 550 - < 600                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            |        | 10.4   |
|                       | 600 - < 650                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            |        | 3.3    |
|                       | 650 - < 700                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            |        | 3.2    |
|                       | 700 - < 750                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            |        | 1.3    |
| 750 - < 800           |                                |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.0    |        |
| 800 - < 850           |                                |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.3    |        |
| 850 - < 900           |                                |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.0    |        |
| 900 - < 1000          |                                |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.1    |        |
| > 1000                |                                |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.7    |        |
| TOTAL l               |                                |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 100.0  |        |
| AVE PRICE             |                                |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 430.49 |        |
| Cabernet<br>Franc     | 150 - < 200                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 2.1    |        |
|                       | 200 - < 250                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 3.0    |        |
|                       | 250 - < 300                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 5.8    |        |
|                       | 300 - < 350                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 22.1   |        |
|                       | 350 - < 400                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 26.4   |        |
|                       | 400 - < 450                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 4.3    |        |
|                       | 450 - < 500                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 11.8   |        |
|                       | 500 - < 550                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 9.5    |        |
|                       | 550 - < 600                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 7.2    |        |
|                       | 600 - < 650                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 4.0    |        |
|                       | 650 - < 700                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 5.8    |        |
|                       | 700 - < 750                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 1.6    |        |
|                       | 750 - < 800                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.0    |        |
|                       | 800 - < 850                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.0    |        |
| 850 - < 900           |                                |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   | 0.0        |        |        |
| 900 - < 1000          |                                |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   | 0.1        |        |        |
| > 1000                |                                |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   | 0.7        |        |        |
| TOTAL l               |                                |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 100.0  |        |
| AVE PRICE             |                                |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 430.49 |        |
| Ruby<br>Cabernet      | 100 - < 150                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 3.1    |        |
|                       | 150 - < 200                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 1.7    |        |
|                       | 200 - < 250                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 22.3   |        |
|                       | 250 - < 300                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 18.2   |        |
|                       | 300 - < 350                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 22.9   |        |
|                       | 350 - < 400                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 9.6    |        |
|                       | 400 - < 450                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 17.0   |        |
|                       | 450 - < 500                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 3.8    |        |
|                       | 500 - < 550                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.9    |        |
|                       | 550 - < 600                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.4    |        |
|                       | 600 - < 650                    |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.0    |        |
|                       | > 1000                         |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            | 0.0    |        |
|                       | TOTAL l                        |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            |        | 100.0  |
|                       | AVE PRICE                      |              |   |                |   |            |   |              |   |        |   |           |   |              |   |           |   |             |   |               |   |            |        | 302.83 |

| TYPE         | PRICE RANGE<br>R / HL OF C / l | ORANGE RIVER |       | OLIFANT'S RIVER |       | MALMESBURY |       | LITTLE KAROO |       | PAARL     |       | ROBERTSON |       | STELLENBOSCH |       | WORCESTER |       | BREEDEKLOOF |       | INDUSTRY 2009 |       | INDUSTRY % |        |  |  |
|--------------|--------------------------------|--------------|-------|-----------------|-------|------------|-------|--------------|-------|-----------|-------|-----------|-------|--------------|-------|-----------|-------|-------------|-------|---------------|-------|------------|--------|--|--|
|              |                                | LITRES       | %     | LITRES          | %     | LITRES     | %     | LITRES       | %     | LITRES    | %     | LITRES    | %     | LITRES       | %     | LITRES    | %     | LITRES      | %     | LITRES        | %     | 2008       | 2007   |  |  |
| Merlot       | < 100                          |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |           |       |             |       |               |       |            |        |  |  |
|              | 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 l      |                                | 10 000       | 100.0 | 926 993         | 100.0 | 255 205    | 100.0 | 603 210      | 100.0 | 1 639 771 | 100.0 | 1 544 894 | 100.0 | 2 605 591    | 100.0 | 2 576 496 | 100.0 | 3 719 032   | 100.0 | 13 981 192    | 100.0 | 10 000     | 100.0  |  |  |
| AVE PRICE    |                                | 450.00       |       | 432.74          |       | 641.01     |       | 411.80       |       | 506.96    |       | 476.01    |       | 540.62       |       | 468.49    |       | 478.48      |       | 488.40        |       | 417.67     | 396.68 |  |  |
| Shiraz       | 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 l      |                                | 40 000       | 100.0 | 2 156 446       | 100.0 | 455 75     | 100.0 | 307 251      | 100.0 | 3 165 524 | 100.0 | 2 905 840 | 100.0 | 2 048 233    | 100.0 | 2 792 257 | 100.0 | 4 159 870   | 100.0 | 19 779 261    | 100.0 | 40 000     | 100.0  |  |  |
| AVE PRICE    |                                | 428.13       |       | 455.75          |       | 825.77     |       | 490.83       |       | 595.83    |       | 507.20    |       | 590.12       |       | 494.34    |       | 493.07      |       | 554.66        |       | 417.89     | 458.12 |  |  |
| Pinotage     | 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 l      |                                | 33 550       | 100.0 | 1 829 822       | 100.0 | 763 504    | 100.0 | 316 740      | 100.0 | 2 354 494 | 100.0 | 867 783   | 100.0 | 2 046 847    | 100.0 | 2 359 644 | 100.0 | 3 349 193   | 100.0 | 13 921 579    | 100.0 | 33 550     | 100.0  |  |  |
| AVE PRICE    |                                | 398.14       |       | 404.82          |       | 503.49     |       | 411.01       |       | 528.14    |       | 452.97    |       | 520.23       |       | 443.75    |       | 455.57      |       | 469.99        |       | 410.15     | 396.68 |  |  |



| TYPE                      | PRICE RANGE<br>R / HL OF C / l |             | ORANGE RIVER |        | OLIFANT'S RIVER |        | MALMESBURY |        | LITTLE KAROO |        | PAARL     |        | ROBERTSON |        | STELLENSBOSCH |        | WORCESTER |        | BREEDEKLOOF |        | INDUSTRY 2009 |        | INDUSTRY % |        |
|---------------------------|--------------------------------|-------------|--------------|--------|-----------------|--------|------------|--------|--------------|--------|-----------|--------|-----------|--------|---------------|--------|-----------|--------|-------------|--------|---------------|--------|------------|--------|
|                           | LITRES                         | %           | LITRES       | %      | LITRES          | %      | LITRES     | %      | LITRES       | %      | LITRES    | %      | LITRES    | %      | LITRES        | %      | LITRES    | %      | LITRES      | %      | LITRES        | %      | 2008       | 2007   |
| Pinot Noir                | 300 - < 350                    |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               | 8.3    | 0.0        |        |
|                           | 350 - < 400                    |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               | 2.3    | 0.0        |        |
|                           | 500 - < 550                    |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               | 80.5   | 10.2       |        |
|                           | 600 - < 650                    |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               | 34 710 | 33.1       |        |
|                           | 650 - < 700                    |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               | 46 700 | 88.7       |        |
|                           | 700 - < 750                    |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               | 48 680 | 46.4       |        |
|                           | > 1000                         |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               | 21 626 | 20.6       |        |
|                           | TOTAL                          |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        | 21 626     | 100.0  |
|                           | AVE PRICE                      |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        | 1189.00    | 615.80 |
|                           | Cinsaut                        | 150 - < 200 |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| 200 - < 250               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| 250 - < 300               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| 300 - < 350               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| 350 - < 400               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| 400 - < 450               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| 450 - < 500               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| 500 - < 550               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| 550 - < 600               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| 600 - < 650               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| 650 - < 700               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| 700 - < 750               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| TOTAL                     |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| AVE PRICE                 |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| Rose and<br>Blanc de noir | 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               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| TOTAL                     |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| AVE PRICE                 |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| Other red<br>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               |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| TOTAL                     |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| AVE PRICE                 |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
| Juice                     | 8 620                          | 100.0       | 10 675 053   | 100.0  | 1 896 555       | 100.0  | 694 909    | 100.0  | 5 135 197    | 100.0  | 5 947 844 | 100.0  | 2 391 062 | 100.0  | 2 039 636     | 100.0  | 7 761 188 | 100.0  | 36 550 064  | 100.0  | 36 550 064    | 100.0  | 100.0      | 100.0  |
|                           | AVE PRICE                      |             | 392.75       | 414.13 | 1 896.555       | 506.74 | 400.15     | 446.24 | 451.39       | 354.48 | 409.15    | 465.95 | 446.26    | 354.48 | 409.15        | 465.95 | 409.15    | 465.95 | 409.15      | 465.95 | 409.15        | 465.95 | 409.15     | 465.95 |
|                           | AVE PRICE                      |             | 30 096       | 750.00 |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
|                           |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
|                           |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
|                           |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
|                           |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
|                           |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
|                           |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |
|                           |                                |             |              |        |                 |        |            |        |              |        |           |        |           |        |               |        |           |        |             |        |               |        |            |        |

| TYPE                         | PRICE RANGE<br>R / HL OF C / l | ORANGE RIVER |       | OLIFANT'S RIVER |       | MALMESBURY |       | LITTLE KAROO |       | PAARL     |       | ROBERTSON |       | STELLENBOSCH |       | WORCESTER  |       | BREEDEKLOOF |       | INDUSTRY 2009 |           | INDUSTRY % |        |
|------------------------------|--------------------------------|--------------|-------|-----------------|-------|------------|-------|--------------|-------|-----------|-------|-----------|-------|--------------|-------|------------|-------|-------------|-------|---------------|-----------|------------|--------|
|                              |                                | LITRES       | %     | LITRES          | %     | LITRES     | %     | LITRES       | %     | LITRES    | %     | LITRES    | %     | LITRES       | %     | LITRES     | %     | LITRES      | %     | LITRES        | %         | 2008       | 2007   |
| Chardonnay*                  | 100 - < 150                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               |           | 0.1        | 0.0    |
|                              | 150 - < 200                    | 23 050       | 100.0 | 5 250           | 0.4   |            |       | 318 080      | 4.0   | 5 065     | 0.3   | 318 080   | 4.0   | 30 640       | 0.6   | 23 780     | 0.5   | 30 640      | 0.6   | 346 720       | 1.6       | 0.0        | 0.6    |
|                              | 200 - < 250                    |              |       | 48 427          | 3.2   |            |       | 377 690      | 4.8   |           |       | 377 690   | 4.8   | 24 200       | 0.5   |            |       | 24 200      | 0.5   | 406 955       | 1.9       | 0.0        | 0.3    |
|                              | 250 - < 300                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 406 955   | 1.9        | 1.5    |
|                              | 300 - < 350                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 52 080    | 0.2        | 5.0    |
|                              | 350 - < 400                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 169 277   | 0.8        | 4.3    |
|                              | 400 - < 450                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 2 105 953 | 9.9        | 16.2   |
|                              | 450 - < 500                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 3 357 566 | 15.8       | 20.9   |
|                              | 500 - < 550                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 6 346 928 | 29.9       | 40.4   |
|                              | 550 - < 600                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 5 840 699 | 27.5       | 7.2    |
|                              | 600 - < 650                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 2 013 185 | 9.5        | 2.4    |
|                              | 650 - < 700                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 81 220    | 0.4        | 0.9    |
|                              | 700 - < 750                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 256 992   | 1.2        | 0.1    |
|                              | 750 - < 800                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 6 220     | 0.0        | 0.4    |
|                              | 800 - < 850                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 7 918     | 0.0        | 0.3    |
|                              | 900 - < 950                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               | 20 220    | 0.1        | 0.0    |
| > 1000                       |                                |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       | 207 178       | 1.0       | 0.5        |        |
| TOTAL l                      |                                | 23 050       | 100.0 | 1 494 924       | 100.0 | 391 191    | 100.0 | 1 491 110    | 100.0 | 569 99    | 100.0 | 7 913 948 | 100.0 | 4 993 032    | 100.0 | 4 577 465  | 100.0 | 4 993 032   | 100.0 | 21 221 111    | 100.0     | 100.0      | 100.0  |
| AVE PRICE                    |                                | 300.00       |       | 431.22          |       | 602.84     |       | 511.29       |       | 596.61    |       | 519.94    |       | 522.14       |       | 527.57     |       | 522.14      |       | 522.11        |           | 481.54     | 474.14 |
| Juice<br>Sauvignon<br>Blanc* | 100 - < 150                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               |           | 0.0        | 0.0    |
|                              | 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                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               |           |            |        |
|                              | 900 - < 950                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               |           |            |        |
| > 1000                       |                                |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               |           |            |        |
| TOTAL l                      |                                | 23 050       | 100.0 | 1 494 924       | 100.0 | 391 191    | 100.0 | 1 491 110    | 100.0 | 569 99    | 100.0 | 7 913 948 | 100.0 | 4 993 032    | 100.0 | 4 577 465  | 100.0 | 4 993 032   | 100.0 | 21 221 111    | 100.0     | 100.0      | 100.0  |
| AVE PRICE                    |                                | 300.00       |       | 431.22          |       | 602.84     |       | 511.29       |       | 596.61    |       | 519.94    |       | 522.14       |       | 527.57     |       | 522.14      |       | 522.11        |           | 481.54     | 474.14 |
| Juice<br>Chenin<br>Blanc*    | 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                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               |           |            |        |
|                              | 900 - < 950                    |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               |           |            |        |
| > 1000                       |                                |              |       |                 |       |            |       |              |       |           |       |           |       |              |       |            |       |             |       |               |           |            |        |
| TOTAL l                      |                                | 4 629 320    | 100.0 | 4 570 433       | 100.0 | 2 405 701  | 100.0 | 1 513 145    | 100.0 | 6 230 459 | 100.0 | 7 045 361 | 100.0 | 12 720 215   | 100.0 | 16 757 908 | 100.0 | 12 720 215  | 100.0 | 60 313 956    | 100.0     | 100.0      | 100.0  |
| AVE PRICE                    |                                | 253.99       |       | 321.09          |       | 381.04     |       | 316.91       |       | 447.78    |       | 331.58    |       | 342.85       |       | 348.61     |       | 342.85      |       | 348.78        |           | 323.17     | 323.17 |
| AVE PRICE                    |                                |              |       |                 |       | 21 065     |       | 335.00       |       | 159 519   |       | 335.00    |       | 375.48       |       | 348.61     |       | 342.85      |       | 180 584       |           | 335.00     | 363.57 |

| TYPE                       | PRICE RANGE<br>R / HL OF C / l |             | ORANGE RIVER |           | OLIFANT'S RIVER |           | MALMESBURY |          | LITTLE KAROO |         | PAARL     |           | ROBERTSON |         | STELLENBOSCH |           | WORCESTER |           | BREEDEKLOOF |            | INDUSTRY 2009 |            | INDUSTRY % |        |       |
|----------------------------|--------------------------------|-------------|--------------|-----------|-----------------|-----------|------------|----------|--------------|---------|-----------|-----------|-----------|---------|--------------|-----------|-----------|-----------|-------------|------------|---------------|------------|------------|--------|-------|
|                            | LITRES                         | %           | LITRES       | %         | LITRES          | %         | LITRES     | %        | LITRES       | %       | LITRES    | %         | LITRES    | %       | LITRES       | %         | LITRES    | %         | LITRES      | %          | LITRES        | %          | 2008       | 2007   |       |
| Colombar                   | 200 - < 250                    | 11.7        | 827 100      | 2.8       | 93 000          | 37.7      | 374 250    | 22.2     | 19 650       | 4.1     | 1 562 413 | 23.1      | 451 890   | 74.9    | 1 536 240    | 23.8      | 156 260   | 2.0       | 1 076 360   | 3.1        | 3.8           | 3.1        | 3.8        | 1.4    |       |
|                            | 250 - < 300                    | 85.5        | 6 027 640    | 34.0      | 230 020         | 37.7      | 374 250    | 22.2     | 19 650       | 4.1     | 1 562 413 | 23.1      | 451 890   | 74.9    | 1 536 240    | 23.8      | 156 260   | 2.0       | 1 076 360   | 3.1        | 3.8           | 3.1        | 3.8        | 54.1   |       |
|                            | 300 - < 350                    | 1.4         | 95 850       | 59.7      | 165 960         | 27.1      | 987 680    | 58.6     | 108 850      | 22.7    | 1 777 060 | 26.2      | 68 650    | 11.4    | 1 967 169    | 30.4      | 4 010 670 | 52.5      | 11 140 584  | 32.2       | 26.8          | 31.7       | 12.7       |        |       |
|                            | 350 - < 400                    |             |              | 3.4       | 112 820         | 3.4       | 202 300    | 12.0     | 341 060      | 71.1    | 1 821 461 | 26.9      | 60 950    | 10.1    | 2 267 470    | 35.1      | 2 001 788 | 26.2      | 6 807 849   | 19.7       | 8.7           | 12.7       | 8.7        |        |       |
|                            | 400 - < 450                    |             |              |           | 33.9            | 206 760   | 33.9       | 121 750  | 7.2          |         |           | 1 338 190 | 19.7      | 19 950  | 3.3          | 696 700   | 10.8      | 579 840   | 7.6         | 2 965 190  | 8.6           | 5.8        | 0.0        | 0.0    |       |
|                            | 450 - < 500                    |             |              |           | 1.3             | 7 960     | 1.3        |          |              |         |           | 255 440   | 3.8       | 1 500   | 0.2          |           | 0.0       |           | 0.0         | 273 200    | 0.8           | 0.0        | 0.0        | 0.0    |       |
|                            | 500 - < 550                    |             |              |           |                 |           |            |          |              |         |           | 21 930    | 0.3       |         | 0.2          |           |           |           | 23 430      | 0.1        | 0.5           | 0.0        | 0.0        | 0.0    |       |
|                            | 700 - < 750                    |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           | 95 300      | 0.3        | 0.0           | 0.0        | 0.0        | 0.1    |       |
|                            | 850 - < 900                    |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
|                            | TOTAL l                        |             |              | 7 045 890 | 100.0           | 3 282 555 | 100.0      | 6 10 300 | 100.0        | 479 360 | 100.0     | 6 776 494 | 100.0     | 602 940 | 100.0        | 6 467 579 | 100.0     | 7 639 182 | 100.0       | 34 590 280 | 100.0         | 34 590 280 | 100.0      | 100.0  | 100.0 |
| AVE PRICE                  |                                |             | 259.54       |           | 301.76          | 344.12    | 320.16     | 342.38   | 342.38       | 401.01  | 315.47    | 301.55    | 335.57    | 332.51  | 335.57       | 332.51    | 332.51    | 332.51    | 317.03      | 297.23     | 297.46        | 317.03     | 297.23     | 297.46 |       |
| Crouchen (Cape Riesling)   | 200 - < 250                    |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
|                            | 250 - < 300                    |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
|                            | 300 - < 350                    |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
|                            | 350 - < 400                    |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
|                            | 400 - < 450                    |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
|                            | TOTAL l                        |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
|                            | AVE PRICE                      |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
|                            | Semillon                       | 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                |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| 850 - < 900                |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| > 1000                     |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| TOTAL l                    |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| AVE PRICE                  |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| Other white<br>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                |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| 850 - < 900                |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| > 1000                     |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| TOTAL l                    |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| AVE PRICE                  |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| Juice                      | 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                |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| 850 - < 900                |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| > 1000                     |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| TOTAL l                    |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |
| AVE PRICE                  |                                |             |              |           |                 |           |            |          |              |         |           |           |           |         |              |           |           |           |             |            |               |            |            |        |       |

| TYPE                | PRICE RANGE<br>R / HL OF C / l | ORANGE RIVER |       | OLIFANT'S RIVER |       | MALMESBURY |       | LITTLE KAROO |       | PAARL   |        | ROBERTSON |       | STELLENBOSCH |       | WORCESTER |       | BREEDEKLOOF |       | INDUSTRY 2009 |        | INDUSTRY % |       |
|---------------------|--------------------------------|--------------|-------|-----------------|-------|------------|-------|--------------|-------|---------|--------|-----------|-------|--------------|-------|-----------|-------|-------------|-------|---------------|--------|------------|-------|
|                     |                                | LITRES       | %     | LITRES          | %     | LITRES     | %     | LITRES       | %     | LITRES  | %      | LITRES    | %     | LITRES       | %     | LITRES    | %     | LITRES      | %     | LITRES        | %      | 2008       | 2007  |
| Fortified           | 100 - < 150                    |              |       | 11 324          | 1.7   | 5930       | 4.7   | 14 080       | 1.0   |         |        | 6 682     | 0.3   | 2 722        | 1.2   | 21 795    | 1.4   | 16 135      | 0.7   |               | 0      | 0.1        | 0.0   |
|                     | 150 - < 200                    |              |       |                 |       |            |       |              |       |         |        | 236       | 0.0   |              |       |           |       |             |       |               | 72 698 | 0.8        | 0.8   |
|                     | 200 - < 250                    |              |       |                 |       |            |       |              |       |         |        |           |       |              |       |           |       |             |       |               | 6 166  | 0.1        | 1.2   |
|                     | 250 - < 300                    |              |       |                 |       |            |       |              |       |         |        |           |       |              |       |           |       |             |       |               | 0      |            | 0.4   |
|                     | 300 - < 350                    |              |       | 192 819         | 29.0  |            |       |              |       |         |        | 462 896   | 19.3  | 228 718      | 98.8  | 219 775   | 13.8  | 267 599     | 11.1  | 1 371 747     | 15.4   | 38 000     | 30.5  |
|                     | 350 - < 400                    |              |       | 77 399          | 11.6  |            |       | 12 592       | 0.9   |         |        | 243 177   | 10.1  |              |       | 589 438   | 36.9  | 1 674 276   | 69.5  | 2 617 763     | 29.3   | 57.2       |       |
|                     | 400 - < 450                    | 20 881       | 100.0 | 201 499         | 30.3  |            |       | 1 293 754    | 95.2  |         |        | 1 548 739 | 64.6  |              |       | 723 198   | 45.3  | 3 619 903   | 15.0  | 4 189 293     | 46.9   | 5.2        |       |
|                     | 450 - < 500                    |              |       |                 |       |            |       |              |       |         |        |           |       |              |       |           |       |             |       |               | 0      | 0.8        |       |
|                     | 500 - < 550                    |              |       |                 |       |            |       |              |       |         |        | 93 307    | 3.9   |              |       | 24 042    | 1.5   | 18 877      | 0.8   | 136 226       | 1.5    | 0.5        |       |
|                     | 550 - < 600                    |              |       | 109 541         | 16.5  |            |       |              |       |         |        |           |       |              |       |           |       |             |       | 109 541       | 1.2    | 0.2        |       |
|                     | 600 - < 650                    |              |       | 73 210          | 11.0  |            |       |              |       |         |        | 23 299    | 1.0   |              |       |           |       |             |       | 96 509        | 1.1    | 0.3        |       |
|                     | 650 - < 700                    |              |       |                 |       |            |       |              |       |         | 18 656 | 15.6      |       |              |       |           |       |             |       | 86 193        | 1.0    | 0.4        |       |
|                     | 700 - < 750                    |              |       |                 |       |            |       |              |       |         | 40 402 | 33.9      |       |              |       |           |       |             |       | 54 932        | 0.6    | 0.7        |       |
|                     | 750 - < 800                    |              |       |                 |       |            |       |              |       |         |        |           |       |              |       |           |       |             |       | 0             | 0.4    | 0.3        |       |
|                     | 800 - < 850                    |              |       |                 |       |            |       | 33 203       | 2.4   |         |        | 136       | 0.0   |              |       |           |       |             |       | 33 339        | 0.4    | 0.1        |       |
|                     | 850 - < 900                    |              |       |                 |       |            |       | 1 218        | 0.1   |         |        |           |       |              |       |           |       |             |       | 1 218         | 0.0    | 0.0        |       |
|                     | 950 - < 1000                   |              |       |                 |       |            |       | 4 047        | 0.3   |         |        | 2 389     | 0.1   |              |       | 18 938    | 1.2   | 2 424       | 0.1   | 2 424         | 0.0    | 0.1        |       |
|                     | > 1000                         |              |       |                 |       |            |       |              |       |         |        |           |       |              |       |           |       | 3324        | 0.1   | 149 058       | 1.7    | 1.2        |       |
|                     | TOTAL l                        | 20 881       | 100.0 | 665 792         | 100.0 | 126 790    | 100.0 | 1 358 894    | 100.0 | 119 258 | 100.0  | 2 397 757 | 100.0 | 231 440      | 100.0 | 1 597 146 | 100.0 | 2 409 649   | 100.0 | 8 927 107     | 100.0  | 100.0      | 100.0 |
|                     | AVE PRICE                      | 390.00       |       | 430.21          |       | 429.85     |       | 429.85       |       | 540.74  |        | 403.87    |       | 334.14       |       | 399.35    |       | 385.75      |       | 416.19        | 385.37 | 371.37     |       |
| All Varieties       | AVE PRICE R / HL OR C / l      |              |       | 320.52          |       | 460.91     |       | 352.90       |       | 464.05  |        | 411.44    |       | 472.78       |       | 381.47    |       | 382.88      |       | 384.01        | 340.67 | 334.87     |       |
| All red varieties   | AVE PRICE R / HL OR C / l      |              |       | 394.63          |       | 611.05     |       | 426.59       |       | 506.34  |        | 453.32    |       | 516.20       |       | 428.06    |       | 427.60      |       | 454.86        | 386.75 | 374.41     |       |
| All white varieties | AVE PRICE R / HL OR C / l      |              |       | 288.90          |       | 333.63     |       | 308.23       |       | 411.93  |        | 389.99    |       | 407.21       |       | 362.18    |       | 359.67      |       | 345.92        | 314.71 | 314.46     |       |
| ** Wine for brandy  | CENT PER LITRE @ 10% ALC/VOL   |              |       |                 |       |            |       |              |       |         |        |           |       |              |       |           |       |             |       | 236.33        | 225.45 | 222.43     |       |
| Distilling wine     | CENT PER LITRE @ 10% ALC/VOL   |              |       |                 |       |            |       |              |       |         |        |           |       |              |       |           |       |             |       | 97.85         | 95.50  | 93.36      |       |

\* Including juice

\*\* Price to the point of delivery at the buyer's premises

Rebate lease included in price

Prices excluded rebate brandy

# AVERAGE PRICES OF WINE SOLD IN BULK ACCORDING TO VINTAGE

| TYPE                     | PRICE RANGE R / HL OR C / ℓ | 2006         |                |             | 2007         |                |             | 2008         |                |             | JAN - OCT 2009 |                |             | INDUSTRY GROWTH |             |             |
|--------------------------|-----------------------------|--------------|----------------|-------------|--------------|----------------|-------------|--------------|----------------|-------------|----------------|----------------|-------------|-----------------|-------------|-------------|
|                          |                             | 2006 VINTAGE | OTHER VINTAGES | TOTAL       | 2007 VINTAGE | OTHER VINTAGES | TOTAL       | 2008 VINTAGE | OTHER VINTAGES | TOTAL       | 2009 VINTAGE   | OTHER VINTAGES | TOTAL       | 2006 - 2007     | 2007 - 2008 | 2008 - 2009 |
| Cabernet Sauvignon       | LITRES                      | 4 042 008    | 11 612 097     | 15 654 105  | 7 935 636    | 14 388 025     | 22 293 661  | 12 341 649   | 12 197 317     | 24 538 966  | 10 662 331     | 9 591 742      | 20 254 073  | 42.41           | 10.07       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 461.22       | 507.13         | 476.23      | 419.70       | 436.45         | 430.49      | 450.61       | 452.88         | 451.74      | 528.98         | 543.02         | 536.37      | -9.60           | 4.94        | 18.73       |
| Cabernet Franc           | LITRES                      | 95 670       | 271 978        | 367 648     | 275 262      | 209 266        | 484 528     | 493 354      | 359 653        | 853 007     | 644 450        | 479 030        | 1 123 480   | 31.79           | 76.05       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 369.71       | 421.64         | 408.12      | 456.03       | 411.36         | 436.73      | 432.77       | 346.88         | 396.56      | 462.34         | 399.84         | 435.69      | 7.01            | -9.20       | 9.87        |
| Ruby Cabernet            | LITRES                      | 1 601 831    | 4 987 484      | 6 589 315   | 2 065 812    | 3 814 518      | 5 880 330   | 3 960 930    | 3 596 455      | 7 557 385   | 5 679 026      | 2 620 023      | 8 299 049   | -10.76          | 28.52       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 319.77       | 417.00         | 393.36      | 281.65       | 314.30         | 302.83      | 363.23       | 341.06         | 352.68      | 422.70         | 395.93         | 414.25      | -23.01          | 16.46       | 17.46       |
| Merlot                   | LITRES                      | 3 501 475    | 5 395 154      | 8 896 629   | 4 775 152    | 7 574 527      | 12 349 679  | 9 336 451    | 7 804 551      | 17 141 002  | 8 539 887      | 5 341 305      | 13 881 192  | 38.81           | 38.80       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 349.77       | 456.47         | 426.29      | 392.80       | 399.13         | 396.68      | 418.69       | 416.45         | 417.67      | 508.68         | 455.97         | 488.40      | -6.95           | 5.29        | 16.93       |
| Shiraz                   | LITRES                      | 5 742 215    | 8 595 511      | 14 337 726  | 8 454 908    | 11 481 854     | 19 936 762  | 14 771 919   | 11 155 721     | 25 927 640  | 13 005 182     | 6 774 079      | 19 779 261  | 39.05           | 30.05       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 521.99       | 509.28         | 514.37      | 446.09       | 466.97         | 458.12      | 485.10       | 454.40         | 471.89      | 541.44         | 580.03         | 554.66      | -10.94          | 3.01        | 17.54       |
| Pinotage                 | LITRES                      | 6 137 551    | 8 638 914      | 14 776 465  | 5 254 275    | 7 606 814      | 12 861 089  | 7 562 278    | 8 629 868      | 16 192 146  | 8 195 450      | 5 726 129      | 13 921 579  | -12.96          | 25.90       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 378.24       | 403.28         | 392.88      | 391.10       | 400.54         | 396.68      | 397.41       | 421.32         | 410.15      | 479.41         | 456.51         | 469.99      | 0.97            | 3.40        | 14.59       |
| Pinot Noir               | LITRES                      | 40 111       | 3 000          | 43 111      | 18 318       | 52 540         | 70 858      | 59 674       | 5 400          | 65 074      | 97 013         | 8 003          | 105 016     | 64.36           | -8.16       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 425.72       | 350.00         | 420.45      | 674.63       | 672.62         | 673.14      | 541.03       | 325.00         | 523.10      | 735.85         | 1 189.00       | 770.39      | 60.10           | -22.29      | 47.27       |
| Cinsaut                  | LITRES                      | 1 595 822    | 4 654 706      | 6 250 528   | 1 804 453    | 2 779 117      | 4 583 570   | 2 455 972    | 4 288 392      | 6 744 364   | 2 904 909      | 2 372 967      | 5 277 876   | -26.67          | 47.14       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 301.27       | 366.04         | 349.50      | 325.51       | 312.17         | 317.42      | 342.40       | 320.87         | 328.71      | 409.11         | 332.13         | 374.50      | -9.18           | 3.56        | 13.93       |
| Rosé and Blanc de Noir   | LITRES                      | 11 706 756   | 2 172 220      | 13 878 976  | 13 612 799   | 4 101 376      | 17 714 175  | 19 434 695   | 6 278 306      | 25 713 001  | 15 747 958     | 7 338 972      | 23 086 930  | 27.63           | 45.15       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 304.57       | 305.27         | 304.68      | 293.09       | 310.52         | 297.13      | 321.39       | 285.29         | 312.58      | 358.72         | 314.81         | 344.76      | -2.48           | 5.20        | 10.29       |
| Other red and blends     | LITRES                      | 9 680 770    | 18 188 278     | 27 869 048  | 14 398 428   | 24 806 419     | 39 204 847  | 25 156 121   | 29 441 948     | 54 598 069  | 20 296 263     | 16 253 801     | 36 550 064  | 40.68           | 39.26       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 372.52       | 363.70         | 366.66      | 341.46       | 333.48         | 336.41      | 370.94       | 326.50         | 346.98      | 446.47         | 402.58         | 426.95      | -13.00          | 3.14        | 23.05       |
| Chardonnay               | LITRES                      | 12 481 165   | 5 219 171      | 17 700 336  | 13 393 606   | 5 085 455      | 18 479 061  | 18 244 914   | 6 299 981      | 24 544 895  | 15 828 914     | 5 392 197      | 21 221 111  | 4.40            | 32.83       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 499.87       | 483.72         | 495.11      | 479.19       | 460.83         | 474.14      | 481.44       | 481.85         | 481.54      | 523.33         | 518.51         | 522.11      | -4.24           | 1.56        | 8.43        |
| Sauvignon Blanc          | LITRES                      | 8 320 457    | 1 698 065      | 10 018 522  | 12 055 148   | 1 919 885      | 13 975 033  | 15 859 748   | 3 206 341      | 19 066 089  | 15 065 360     | 3 093 809      | 18 159 169  | 39.49           | 36.43       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 549.52       | 557.80         | 547.53      | 522.46       | 484.21         | 517.21      | 525.43       | 487.23         | 519.00      | 563.36         | 494.28         | 551.59      | -5.54           | 0.35        | 6.28        |
| Chenin blanc             | LITRES                      | 44 764 301   | 7 438 344      | 52 202 645  | 46 226 759   | 15 293 149     | 61 519 908  | 46 979 930   | 15 781 886     | 62 761 816  | 46 427 940     | 13 886 016     | 60 313 956  | 17.85           | 2.02        |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 319.37       | 304.63         | 317.27      | 324.41       | 319.44         | 323.17      | 327.88       | 302.30         | 321.45      | 352.53         | 336.25         | 348.78      | 1.86            | -0.53       | 8.50        |
| Colombar                 | LITRES                      | 21 930 407   | 4 217 001      | 26 147 408  | 21 304 755   | 6 576 815      | 27 881 570  | 28 603 708   | 11 758 186     | 40 361 894  | 23 271 640     | 11 318 640     | 34 590 280  | 6.63            | 44.76       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 291.36       | 305.73         | 293.68      | 295.53       | 303.69         | 297.46      | 298.90       | 293.15         | 297.23      | 320.73         | 309.43         | 317.03      | 1.29            | -0.08       | 6.66        |
| Crouchen (Cape Riesling) | LITRES                      | 2 493 996    | 136 950        | 2 630 946   | 2 683 039    | 1 032 640      | 3 715 679   | 1 503 154    | 589 550        | 2 092 704   | 1 088 903      | 212 950        | 1 301 853   | 41.23           | -43.68      |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 321.25       | 370.00         | 323.79      | 315.28       | 324.42         | 317.82      | 322.29       | 335.65         | 326.05      | 361.78         | 333.10         | 357.09      | -1.84           | 2.59        | 9.52        |
| Semillon                 | LITRES                      | 2 776 518    | 727 474        | 3 503 992   | 3 082 645    | 592 898        | 3 675 543   | 3 270 625    | 1 150 694      | 4 421 319   | 3 406 391      | 1 404 513      | 4 810 904   | 4.90            | 20.29       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 342.15       | 327.13         | 339.03      | 354.82       | 343.09         | 352.93      | 369.14       | 356.25         | 365.78      | 436.45         | 348.62         | 410.81      | 4.10            | 3.64        | 12.31       |
| Other white and blends   | LITRES                      | 129 676 318  | 27 875 670     | 157 551 988 | 103 032 977  | 49 551 160     | 152 584 137 | 119 227 903  | 62 469 807     | 181 697 710 | 86 262 650     | 45 295 362     | 131 558 012 | -3.15           | 19.08       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 276.48       | 264.65         | 274.39      | 278.07       | 268.68         | 275.02      | 276.74       | 259.80         | 270.91      | 298.44         | 282.40         | 292.92      | 0.23            | -1.49       | 8.12        |
| Fortified                | LITRES                      | 10 148 330   | 1 147 268      | 11 295 598  | 11 090 083   | 610 595        | 11 700 678  | 7 478 783    | 2 150 786      | 6 629 569   | 6 423 670      | 2 503 437      | 8 927 107   | 3.59            | -17.70      |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 355.13       | 349.73         | 354.38      | 371.28       | 372.99         | 371.37      | 389.81       | 369.95         | 385.37      | 424.85         | 393.97         | 416.19      | 4.74            | 3.77        | 8.00        |
| All Varieties            | LITRES                      | 276 255 701  | 112 979 285    | 389 234 986 | 271 464 055  | 157 447 053    | 428 911 108 | 336 741 808  | 187 164 842    | 523 906 650 | 283 547 937    | 139 612 975    | 423 160 912 | 10.06           | 22.15       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 323.18       | 375.74         | 338.42      | 331.40       | 340.86         | 334.87      | 345.71       | 331.59         | 340.67      | 390.52         | 370.80         | 384.01      | -1.05           | 1.73        | 12.72       |
| All red varieties        | LITRES                      | 44 127 869   | 64 519 342     | 108 647 211 | 58 459 222   | 76 451 962     | 134 911 184 | 95 573 043   | 83 757 611     | 179 330 654 | 85 789 359     | 56 413 811     | 142 203 170 | 24.17           | 32.92       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 378.96       | 424.53         | 406.02      | 362.62       | 383.43         | 374.41      | 394.93       | 377.43         | 386.75      | 463.68         | 441.43         | 454.86      | -7.79           | 3.30        | 17.61       |
| All white varieties      | LITRES                      | 222 459 502  | 47 312 675     | 269 772 177 | 201 914 750  | 80 384 496     | 282 299 246 | 233 941 942  | 101 256 445    | 335 194 357 | 191 334 908    | 80 695 727     | 272 030 635 | 4.64            | 18.74       |             |
|                          | AVE PRICE R / HL OR C / ℓ   | 310.66       | 309.83         | 310.51      | 320.17       | 300.13         | 314.46      | 324.37       | 292.86         | 314.71      | 356.56         | 320.69         | 345.92      | 1.27            | 0.08        | 9.92        |

# RSA EXPORTS: WINE AND FLAVOURED GRAPE LIQUOR (LITRES)

| PRODUCT                             |     | NOVEMBER          |                   |              | 6 MONTHS           |                    |              | 12 MONTHS          |                    |              |
|-------------------------------------|-----|-------------------|-------------------|--------------|--------------------|--------------------|--------------|--------------------|--------------------|--------------|
|                                     |     | 2008              | 2009              | Trend        | JUN '08 - NOV '08  | JUN '09 - NOV '09  | Trend        | DEC '07 - NOV '08  | DEC '08 - NOV '09  | Trend        |
| Chardonnay                          | P   | 1 115 752         | 1 127 479         | 101.1        | 9 618 666          | 9 157 015          | 95.2         | 17 140 965         | 17 273 997         | 100.8        |
|                                     | B   | 878 636           | 434 095           | 49.4         | 6 652 148          | 6 847 525          | 102.9        | 12 010 658         | 9 493 248          | 79.0         |
| Sauvignon Blanc                     | P   | 1 115 081         | 1 312 826         | 117.7        | 9 153 728          | 9 892 669          | 108.1        | 15 510 767         | 17 105 499         | 110.3        |
|                                     | B   | 555 563           | 171 684           | 30.9         | 2 279 737          | 1 555 292          | 68.2         | 4 386 086          | 2 510 270          | 57.2         |
| Chenin blanc                        | P   | 1 526 952         | 1 500 496         | 98.3         | 10 563 106         | 9 734 040          | 92.2         | 18 602 867         | 19 170 447         | 103.1        |
|                                     | B   | 1 799 834         | 1 784 266         | 99.1         | 14 614 376         | 13 401 455         | 91.7         | 23 953 717         | 22 558 526         | 94.2         |
| Other White                         | P   | 2 746 704         | 3 369 467         | 122.7        | 22 318 024         | 25 222 514         | 113.0        | 39 537 394         | 44 968 085         | 113.7        |
|                                     | B   | 1 764 796         | 2 678 642         | 151.8        | 24 117 904         | 16 846 040         | 69.8         | 41 346 033         | 31 175 792         | 75.4         |
| <b>TOTALS WHITE WINE</b>            | P   | <b>6 504 489</b>  | <b>7 310 268</b>  | <b>112.4</b> | <b>51 653 524</b>  | <b>54 006 238</b>  | <b>104.6</b> | <b>90 791 993</b>  | <b>98 518 028</b>  | <b>108.5</b> |
|                                     | B   | <b>4 998 829</b>  | <b>5 068 687</b>  | <b>101.4</b> | <b>47 664 165</b>  | <b>38 650 312</b>  | <b>81.1</b>  | <b>81 696 494</b>  | <b>65 737 836</b>  | <b>80.5</b>  |
|                                     | P+B | <b>11 503 318</b> | <b>12 378 955</b> | <b>107.6</b> | <b>99 317 689</b>  | <b>92 656 550</b>  | <b>93.3</b>  | <b>172 488 487</b> | <b>164 255 864</b> | <b>95.2</b>  |
| Cabernet Sauvignon                  | P   | 1 325 735         | 1 370 239         | 103.4        | 7 758 251          | 8 777 149          | 113.1        | 14 058 145         | 15 350 060         | 109.2        |
|                                     | B   | 536 120           | 390 000           | 72.7         | 4 725 814          | 2 273 515          | 48.1         | 7 247 228          | 4 663 082          | 64.3         |
| Shiraz                              | P   | 1 200 953         | 1 616 733         | 134.6        | 9 779 835          | 9 537 017          | 97.5         | 17 462 011         | 18 126 420         | 103.8        |
|                                     | B   | 259 420           | 349 480           | 134.7        | 995 068            | 1 674 641          | 168.3        | 3 619 977          | 3 234 452          | 89.4         |
| Pinotage                            | P   | 907 853           | 922 276           | 101.6        | 5 076 456          | 5 404 669          | 106.5        | 9 558 405          | 10 008 417         | 104.7        |
|                                     | B   | 913 244           | 1 106 292         | 121.1        | 4 490 050          | 4 777 984          | 106.4        | 7 442 578          | 8 895 122          | 119.5        |
| Merlot                              | P   | 588 873           | 764 960           | 129.9        | 4 508 033          | 4 477 007          | 99.3         | 8 442 471          | 9 163 438          | 108.5        |
|                                     | B   | 172 430           | 26 000            | 15.1         | 822 181            | 1 165 731          | 141.8        | 2 683 705          | 2 365 284          | 88.1         |
| Other Red                           | P   | 5 805 910         | 5 876 898         | 101.2        | 37 680 837         | 39 492 137         | 104.8        | 66 992 340         | 73 256 130         | 109.4        |
|                                     | B   | 3 422 753         | 4 551 364         | 133.0        | 40 524 398         | 29 290 513         | 72.3         | 67 958 023         | 53 473 536         | 78.7         |
| <b>TOTALS RED WINE</b>              | P   | <b>9 829 324</b>  | <b>10 551 106</b> | <b>107.3</b> | <b>64 803 412</b>  | <b>67 687 979</b>  | <b>104.5</b> | <b>116 513 372</b> | <b>125 904 465</b> | <b>108.1</b> |
|                                     | B   | <b>5 303 967</b>  | <b>6 423 136</b>  | <b>121.1</b> | <b>51 557 511</b>  | <b>39 182 384</b>  | <b>76.0</b>  | <b>88 951 511</b>  | <b>72 631 476</b>  | <b>81.7</b>  |
|                                     | P+B | <b>15 133 291</b> | <b>16 974 242</b> | <b>112.2</b> | <b>116 360 923</b> | <b>106 870 363</b> | <b>91.8</b>  | <b>205 464 883</b> | <b>198 535 941</b> | <b>96.6</b>  |
| Blanc de Noir + Rosé                | P   | 888 095           | 890 048           | 100.2        | 7 054 002          | 10 059 931         | 142.6        | 12 593 808         | 16 116 026         | 128.0        |
|                                     | B   | 576 805           | 322 630           | 55.9         | 6 195 558          | 6 045 144          | 97.6         | 10 568 617         | 11 293 856         | 106.9        |
|                                     | P+B | 1 464 900         | 1 212 678         | 82.8         | 13 249 560         | 16 105 075         | 121.6        | 23 162 425         | 27 409 882         | 118.3        |
| <b>TOTALS NATURAL WINE</b>          | P   | <b>17 221 908</b> | <b>18 751 422</b> | <b>108.9</b> | <b>123 510 938</b> | <b>131 754 148</b> | <b>106.7</b> | <b>219 899 173</b> | <b>240 538 519</b> | <b>109.4</b> |
|                                     | B   | <b>10 879 601</b> | <b>11 814 453</b> | <b>108.6</b> | <b>105 417 234</b> | <b>83 877 840</b>  | <b>79.6</b>  | <b>181 216 622</b> | <b>149 663 168</b> | <b>82.6</b>  |
|                                     | P+B | <b>28 101 509</b> | <b>30 565 875</b> | <b>108.8</b> | <b>228 928 172</b> | <b>215 631 988</b> | <b>94.2</b>  | <b>401 115 795</b> | <b>390 201 687</b> | <b>97.3</b>  |
| Fortified Wine                      | P   | 18 410            | 37 819            | 205.4        | 237 838            | 172 685            | 72.6         | 367 569            | 299 005            | 81.3         |
|                                     | B   | 0                 | 0                 | -            | 24 080             | 0                  | 0.0          | 24 080             | 20 200             | 83.9         |
|                                     | P+B | 18 410            | 37 819            | 205.4        | 261 918            | 172 685            | 65.9         | 391 649            | 319 205            | 81.5         |
| Sparkling wine                      | P   | 463 192           | 693 612           | 149.7        | 2 269 791          | 3 413 996          | 150.4        | 3 747 297          | 5 885 044          | 157.0        |
| <b>TOTALS ALL WINE</b>              | P   | <b>17 703 510</b> | <b>19 482 853</b> | <b>110.1</b> | <b>126 018 567</b> | <b>135 340 829</b> | <b>107.4</b> | <b>224 014 039</b> | <b>246 722 568</b> | <b>110.1</b> |
|                                     | B   | <b>10 879 601</b> | <b>11 814 453</b> | <b>108.6</b> | <b>105 441 314</b> | <b>83 877 840</b>  | <b>79.5</b>  | <b>181 240 702</b> | <b>149 683 368</b> | <b>82.6</b>  |
|                                     | P+B | <b>28 583 111</b> | <b>31 297 306</b> | <b>109.5</b> | <b>231 459 881</b> | <b>219 218 669</b> | <b>94.7</b>  | <b>405 254 741</b> | <b>396 405 936</b> | <b>97.8</b>  |
| OTHER(e.g. for vinegar, industrial) | P   | 0                 | 0                 | -            | 0                  | 0                  | -            | 0                  | 0                  | -            |
|                                     | B   | 265 352           | 183 950           | 69.3         | 1 226 543          | 887 200            | 72.3         | 1 923 219          | 1 598 794          | 83.1         |
|                                     | P+B | 265 352           | 183 950           | 69.3         | 1 226 543          | 887 200            | 72.3         | 1 923 219          | 1 598 794          | 83.1         |
| Flavoured Grape Liquor              | P   | 0                 | 0                 | -            | 13 053             | 33 184             | 254.2        | 15 522             | 33 301             | 214.5        |
| <b>TOTALS ALL PRODUCTS</b>          | P   | <b>17 703 510</b> | <b>19 482 853</b> | <b>110.1</b> | <b>126 031 620</b> | <b>135 374 013</b> | <b>107.4</b> | <b>224 029 561</b> | <b>246 755 869</b> | <b>110.1</b> |
|                                     | B   | <b>11 144 953</b> | <b>11 998 403</b> | <b>107.7</b> | <b>106 667 857</b> | <b>84 765 040</b>  | <b>79.5</b>  | <b>183 163 921</b> | <b>151 282 162</b> | <b>82.6</b>  |
|                                     | P+B | <b>28 848 463</b> | <b>31 481 256</b> | <b>109.1</b> | <b>232 699 477</b> | <b>220 139 053</b> | <b>94.6</b>  | <b>407 193 482</b> | <b>398 038 031</b> | <b>97.8</b>  |

P=Packaged

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

B=Bulk

# RSA NATURAL WINE EXPORTS PER COUNTRY (PACKAGED AND BULK)

PACKAGED AND BULK NATURAL WINE EXPORTS (Litres) PER COUNTRY FOR THE PERIOD DECEMBER - NOVEMBER

| COUNTRY              | 200712 - 200811    |                    |                      |                    | 200812 - 200911    |                    |                      |                    | TREND 200812 - 200911 / 200712 - 200811 |           |                      |           |
|----------------------|--------------------|--------------------|----------------------|--------------------|--------------------|--------------------|----------------------|--------------------|---|-----------|----------------------|-----------|
|                      | WHITE              | RED                | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE              | RED                | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE                                   | RED       | BLANC DE NOIR / ROSÉ | TOTAL     |
| UNITED KINGDOM       | 52 341 969         | 45 698 093         | 9 259 003            | 107 299 065        | 58 950 118         | 55 703 310         | 12 693 258           | 127 346 686        | 113                                     | 122       | 137                  | 119       |
| GERMANY              | 21 548 540         | 38 514 588         | 5 438 281            | 65 501 409         | 21 681 023         | 42 849 382         | 6 830 320            | 71 360 725         | 101                                     | 111       | 126                  | 109       |
| SWEDEN               | 11 345 149         | 16 547 545         | 220 899              | 28 113 593         | 12 643 666         | 23 966 134         | 472 149              | 37 081 949         | 111                                     | 145       | 214                  | 132       |
| THE NETHERLANDS      | 10 734 800         | 14 108 729         | 4 242 239            | 29 085 768         | 11 131 233         | 12 719 515         | 3 777 776            | 27 628 524         | 104                                     | 90        | 89                   | 95        |
| DENMARK              | 3 603 386          | 11 378 994         | 216 681              | 15 199 061         | 4 058 560          | 12 475 613         | 186 119              | 16 720 382         | 113                                     | 110       | 86                   | 110       |
| U.S.A.               | 11 946 570         | 4 678 109          | 188 168              | 16 812 847         | 8 615 957          | 5 308 251          | 184 203              | 14 108 411         | 72                                      | 113       | 98                   | 84        |
| CANADA               | 6 944 935          | 7 389 934          | 107 465              | 14 442 334         | 5 523 631          | 5 760 423          | 91 382               | 11 375 436         | 80                                      | 78        | 85                   | 79        |
| FRANCE               | 2 690 204          | 4 343 864          | 1 121 956            | 8 156 024          | 3 154 149          | 4 619 226          | 1 005 795            | 8 779 170          | 117                                     | 106       | 90                   | 108       |
| BELGIUM              | 4 797 578          | 3 581 926          | 442 545              | 8 822 049          | 4 493 654          | 3 649 992          | 603 470              | 8 747 116          | 94                                      | 102       | 136                  | 99        |
| NEW ZEALAND          | 5 907 076          | 4 854 586          | 27 455               | 10 789 117         | 4 570 672          | 2 937 711          | 20 421               | 7 528 804          | 77                                      | 61        | 74                   | 70        |
| ANGOLA               | 311 802            | 24 083 050         | 6 948                | 24 401 800         | 2 752 431          | 3 135 133          | 10 823               | 5 898 387          | 883                                     | 13        | 156                  | 24        |
| FINLAND              | 2 905 858          | 2 725 890          | 31 167               | 5 662 915          | 2 865 380          | 2 998 097          | 3 011                | 5 866 488          | 99                                      | 110       | 10                   | 104       |
| RUSSIA               | 15 842 372         | 1 807 667          | 302 032              | 17 952 071         | 5 099 700          | 690 923            | 4 388                | 5 795 119          | 32                                      | 38        | 1                    | 32        |
| SWITZERLAND          | 3 317 021          | 1 887 514          | 488 206              | 5 692 741          | 2 035 352          | 1 796 037          | 538 154              | 4 369 543          | 61                                      | 95        | 110                  | 77        |
| CHINA                | 302 296            | 3 952 994          | 5 666                | 4 260 956          | 2 400 636          | 1 535 351          | 11 736               | 3 947 723          | 794                                     | 39        | 207                  | 93        |
| REPUBLIC OF IRELAND  | 2 768 897          | 2 565 387          | 95 741               | 5 430 025          | 1 664 436          | 1 357 031          | 50 668               | 3 072 135          | 60                                      | 53        | 53                   | 57        |
| JAPAN                | 730 830            | 1 085 267          | 5 229                | 1 821 326          | 1 085 233          | 1 633 149          | 4 023                | 2 722 405          | 148                                     | 150       | 77                   | 149       |
| NIGERIA              | 263 890            | 1 893 571          | 14 445               | 2 171 906          | 367 770            | 1 822 593          | 35 640               | 2 226 003          | 139                                     | 96        | 247                  | 102       |
| NORWAY               | 304 325            | 1 501 164          | 2 777                | 1 808 266          | 326 723            | 1 627 788          | 0                    | 1 954 511          | 107                                     | 108       | 0                    | 108       |
| KENYA                | 912 276            | 949 171            | 19 723               | 1 881 170          | 947 074            | 841 312            | 55 778               | 1 844 164          | 104                                     | 89        | 283                  | 98        |
| UNITED ARAB EMIRATES | 667 087            | 720 933            | 37 359               | 1 425 379          | 722 697            | 810 294            | 46 088               | 1 579 079          | 108                                     | 112       | 123                  | 111       |
| AUSTRALIA            | 3 767 016          | 1 870 962          | 26 213               | 5 664 191          | 1 024 389          | 514 919            | 7 659                | 1 546 967          | 27                                      | 28        | 29                   | 27        |
| TANZANIA             | 678 501            | 517 942            | 21 651               | 1 218 094          | 687 662            | 513 806            | 22 545               | 1 224 013          | 101                                     | 99        | 104                  | 100       |
| CZECH REPUBLIC       | 1 209 181          | 874 715            | 20 552               | 2 104 448          | 565 095            | 345 813            | 2 633                | 913 541            | 47                                      | 40        | 13                   | 43        |
| ROMANIA              | 1 444 468          | 28 823             | 3 519                | 1 476 810          | 2 601              | 7 695              | 1 350                | 11 646             | 0                                       | 27        | 38                   | 1         |
| OTHER COUNTRIES      | 5 202 459          | 7 903 464          | 816 505              | 13 922 428         | 6 885 932          | 8 916 443          | 750 493              | 16 552 868         | 132                                     | 113       | 92                   | 119       |
| <b>TOTAL</b>         | <b>172 488 486</b> | <b>205 464 882</b> | <b>23 162 425</b>    | <b>401 115 793</b> | <b>164 255 864</b> | <b>198 535 941</b> | <b>27 409 882</b>    | <b>390 201 687</b> | <b>95</b>                               | <b>97</b> | <b>118</b>           | <b>97</b> |

PACKAGED NATURAL WINE EXPORTS (Litres) PER COUNTRY FOR THE PERIOD DECEMBER - NOVEMBER

| COUNTRY              | 200712 - 200811   |                    |                      |                    | 200812 - 200911   |                    |                      |                    | TREND 200812 - 200911 / 200712 - 200811 |            |                      |            |
|----------------------|-------------------|--------------------|----------------------|--------------------|-------------------|--------------------|----------------------|--------------------|---|------------|----------------------|------------|
|                      | WHITE             | RED                | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE             | RED                | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE                                   | RED        | BLANC DE NOIR / ROSÉ | TOTAL      |
| UNITED KINGDOM       | 39 079 789        | 36 973 249         | 7 538 853            | 83 591 891         | 43 695 402        | 43 464 933         | 10 602 938           | 97 763 273         | 112                                     | 118        | 141                  | 117        |
| SWEDEN               | 11 345 149        | 15 729 395         | 220 899              | 27 295 443         | 12 476 266        | 19 278 249         | 472 149              | 32 226 664         | 110                                     | 123        | 214                  | 118        |
| THE NETHERLANDS      | 8 013 488         | 9 906 699          | 2 643 316            | 20 563 503         | 8 673 249         | 9 124 989          | 2 635 951            | 20 434 189         | 108                                     | 92         | 100                  | 99         |
| GERMANY              | 4 230 709         | 10 537 321         | 752 975              | 15 521 005         | 4 765 090         | 10 343 715         | 850 050              | 15 958 855         | 113                                     | 98         | 113                  | 103        |
| DENMARK              | 2 738 476         | 8 644 020          | 120 582              | 11 503 078         | 2 701 459         | 8 822 176          | 186 119              | 11 709 754         | 99                                      | 102        | 154                  | 102        |
| U.S.A.               | 4 251 920         | 4 411 409          | 188 168              | 8 851 497          | 3 844 628         | 4 589 838          | 184 203              | 8 618 669          | 90                                      | 104        | 98                   | 97         |
| CANADA               | 2 576 988         | 4 945 376          | 83 315               | 7 605 679          | 3 228 332         | 5 085 113          | 91 382               | 8 404 827          | 125                                     | 103        | 110                  | 111        |
| FINLAND              | 2 385 348         | 2 316 510          | 6 917                | 4 708 775          | 2 395 210         | 2 719 077          | 3 011                | 5 117 298          | 100                                     | 117        | 44                   | 109        |
| BELGIUM              | 2 508 248         | 2 114 329          | 199 865              | 4 822 442          | 2 332 079         | 1 940 980          | 264 525              | 4 537 584          | 93                                      | 92         | 132                  | 94         |
| REPUBLIC OF IRELAND  | 2 255 258         | 1 901 301          | 95 741               | 4 252 300          | 1 664 436         | 1 357 031          | 50 668               | 3 072 135          | 74                                      | 71         | 53                   | 72         |
| JAPAN                | 469 710           | 1 085 267          | 5 229                | 1 560 206          | 829 393           | 1 633 149          | 4 023                | 2 466 565          | 177                                     | 150        | 77                   | 158        |
| NIGERIA              | 263 890           | 1 893 571          | 14 445               | 2 171 906          | 367 770           | 1 822 593          | 35 640               | 2 226 003          | 139                                     | 96         | 247                  | 102        |
| KENYA                | 902 336           | 938 291            | 19 723               | 1 860 350          | 947 074           | 841 312            | 55 778               | 1 844 164          | 105                                     | 90         | 283                  | 99         |
| NORWAY               | 256 289           | 1 239 670          | 2 777                | 1 498 736          | 278 463           | 1 389 068          | 0                    | 1 667 531          | 109                                     | 112        | 0                    | 111        |
| ANGOLA               | 311 802           | 952 965            | 6 948                | 1 271 715          | 418 431           | 1 183 833          | 10 823               | 1 613 087          | 134                                     | 124        | 156                  | 127        |
| NEW ZEALAND          | 1 202 616         | 1 567 306          | 27 455               | 2 797 377          | 665 372           | 895 631            | 20 421               | 1 581 424          | 55                                      | 57         | 74                   | 57         |
| UNITED ARAB EMIRATES | 667 087           | 720 933            | 37 359               | 1 425 379          | 722 697           | 810 294            | 46 088               | 1 579 079          | 108                                     | 112        | 123                  | 111        |
| AUSTRALIA            | 1 330 232         | 1 006 942          | 26 213               | 2 363 387          | 1 024 389         | 514 919            | 7 659                | 1 546 967          | 27                                      | 28         | 29                   | 27         |
| CHINA                | 158 856           | 737 070            | 5 666                | 901 592            | 228 803           | 1 087 878          | 11 736               | 1 328 417          | 144                                     | 148        | 207                  | 147        |
| TANZANIA             | 678 501           | 517 942            | 21 651               | 1 218 094          | 687 662           | 513 806            | 22 545               | 1 224 013          | 101                                     | 99         | 104                  | 100        |
| RUSSIA               | 483 802           | 748 451            | 11 052               | 1 243 305          | 463 976           | 643 058            | 4 388                | 1 111 422          | 96                                      | 86         | 40                   | 89         |
| SWITZERLAND          | 329 301           | 578 385            | 28 917               | 936 603            | 346 622           | 640 112            | 6 251                | 992 985            | 105                                     | 111        | 122                  | 106        |
| FRANCE               | 332 522           | 461 373            | 34 646               | 828 541            | 304 767           | 431 214            | 34 767               | 770 748            | 92                                      | 93         | 100                  | 93         |
| POLAND               | 232 587           | 573 803            | 30 326               | 836 716            | 216 837           | 454 853            | 23 891               | 695 581            | 93                                      | 79         | 79                   | 83         |
| MAURITIUS            | 285 882           | 229 632            | 93 094               | 608 608            | 262 999           | 176 384            | 90 776               | 530 159            | 92                                      | 77         | 79                   | 87         |
| OTHER COUNTRIES      | 3 501 207         | 5 782 161          | 377 676              | 9 661 044          | 4 976 622         | 6 140 260          | 400 244              | 11 517 126         | 142                                     | 106        | 106                  | 119        |
| <b>TOTAL</b>         | <b>90 791 993</b> | <b>116 513 371</b> | <b>12 593 808</b>    | <b>219 899 172</b> | <b>98 518 028</b> | <b>125 904 465</b> | <b>16 116 026</b>    | <b>240 538 519</b> | <b>109</b>                              | <b>108</b> | <b>128</b>           | <b>109</b> |

BULK NATURAL WINE EXPORTS (Litres) PER COUNTRY FOR THE PERIOD DECEMBER - NOVEMBER

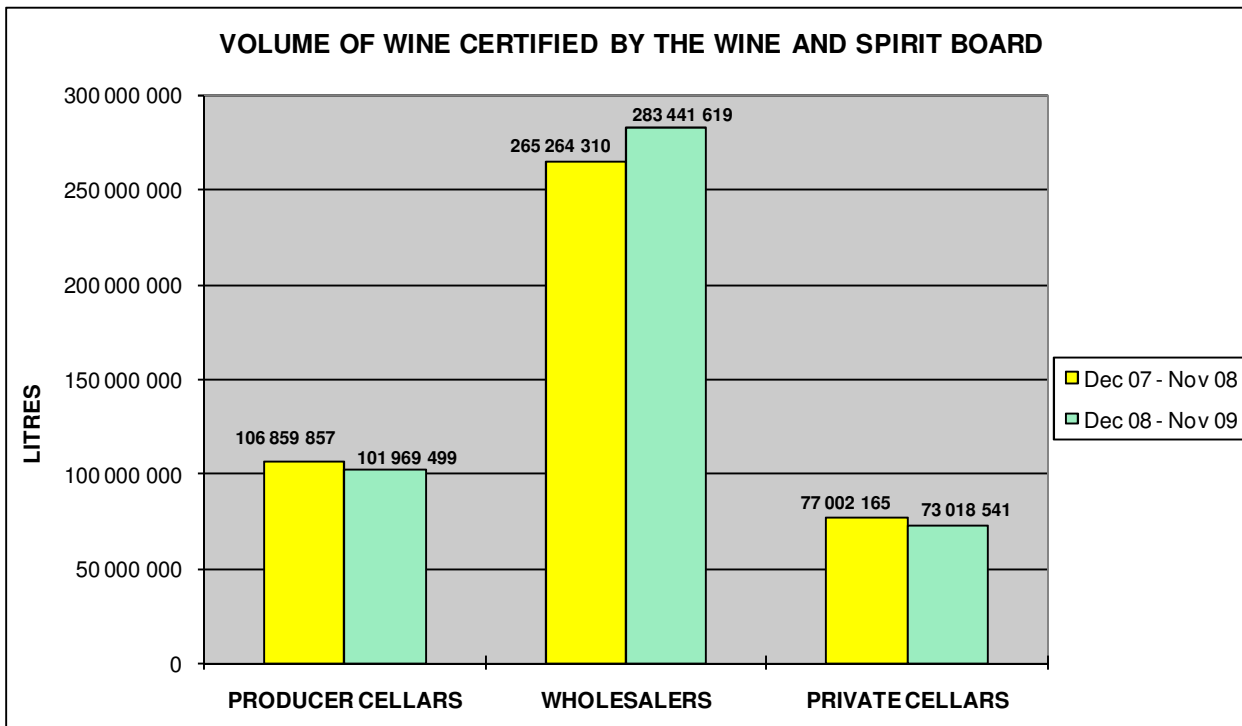
| COUNTRY             | 200712 - 200811 |            |                      |            | 200812 - 200911 |            |                      |            | TREND 200812 - 200911 / 200712 - 200811 |     |                      |       |
|---------------------|-----------------|------------|----------------------|------------|-----------------|------------|----------------------|------------|---|-----|----------------------|-------|
|                     | WHITE           | RED        | BLANC DE NOIR / ROSÉ | TOTAL      | WHITE           | RED        | BLANC DE NOIR / ROSÉ | TOTAL      | WHITE                                   | RED | BLANC DE NOIR / ROSÉ | TOTAL |
| GERMANY             | 17 317 831      | 27 977 267 | 4 685 306            | 49 980 404 | 16 915 933      | 32 505 667 | 5 980 270            | 55 401 870 | 98                                      | 116 | 128                  | 111   |
| UNITED KINGDOM      | 13 262 180      | 8 724 844  | 1 720 150            | 23 707 174 | 15 254 716      | 12 238 377 | 2 090 320            | 29 583 413 | 115                                     | 140 | 122                  | 125   |
| FRANCE              | 2 357 682       | 3 882 491  | 1 087 310            | 7 327 483  | 2 849 382       | 4 188 012  | 971 028              | 8 008 422  | 121                                     | 108 | 89                   | 109   |
| THE NETHERLANDS     | 2 721 312       | 4 202 030  | 1 598 923            | 8 522 265  | 2 457 984       | 3 594 526  | 1 141 825            | 7 194 335  | 90                                      | 86  | 71                   | 84    |
| NEW ZEALAND         | 4 704 460       | 3 287 280  | 0                    | 7 991 740  | 3 905 300       | 2 042 080  | 0                    | 5 947 380  | 83                                      | 62  | 0                    | 74    |
| U.S.A.              | 7 694 650       | 266 700    | 0                    | 7 961 350  | 4 771 329       | 718 413    | 0                    | 5 489 742  | 62                                      | 269 | 0                    | 69    |
| DENMARK             | 864 910         | 2 734 974  | 96 099               | 3 695 983  | 1 357 191       | 3 653 437  | 0                    | 5 010 628  | 157                                     | 134 | 0                    | 136   |
| SWEDEN              | 0               | 818 150    | 0                    | 818 150    | 167 400         | 4 687 885  | 0                    | 4 855 285  | 0                                       | 573 | 0                    | 593   |
| RUSSIA              | 15 358 571      | 1 059 216  | 290 980              | 16 708 767 | 4 635 724       | 47 865     | 0                    | 4 683 589  | 30                                      | 5   | 0                    | 28    |
| ANGOLA              | 0               | 23 130 085 | 0                    | 23 130 085 | 2 334 000       | 1 951 300  | 0                    | 4 285 300  | 0                                       | 8   | 0                    | 19    |
| BELGIUM             | 2 289 330       | 1 467 597  | 242 680              | 3 999 607  | 2 161 575       | 1 709 012  | 338 945              | 4 209 532  | 94                                      | 116 | 140                  | 105   |
| SWITZERLAND         | 2 987 720       | 1 309 129  | 459 289              | 4 756 138  | 1 688 730       | 1 155 925  | 531 903              | 3 376 558  | 57                                      | 88  | 116                  | 71    |
| CANADA              | 4 367 947       | 2 444 558  | 24 150               | 6 836 655  | 2 295 299       | 675 310    | 0                    | 2 970 609  | 53                                      | 28  | 0                    | 43    |
| CHINA               | 143 440         | 3 215 924  | 0                    | 3 359 364  | 2 171 833       | 447 473    | 0                    | 2 619 306  | 1 514                                   | 14  | 0                    | 78    |
| ITALY               | 265 072         | 240 778    | 48 140               | 553 990    | 648 082         | 619 390    | 25 000               | 1 292 472  | 244                                     | 257 | 52                   | 233   |
| THAILAND            | 143 490         | 265 450    | 23 980               | 432 920    | 523 600         | 735 920    | 0                    | 1 259 520  | 365                                     | 277 | 0                    | 291   |
| CZECH REPUBLIC      | 1 096 859       | 717 577    | 0                    | 1 814 436  | 501 730         | 263 640    | 0                    | 765 370    | 46                                      | 37  | 0                    | 42    |
| FINLAND             | 520 510         | 409 380    | 24 250               | 954 140    | 470 170         | 279 020    | 0                    | 749 190    | 90                                      | 68  | 0                    | 79    |
| MAURITIUS           | 231 435         | 269 833    | 98 720               | 599 988    | 180 660         | 166 365    | 45 625               | 392 650    | 78                                      | 62  | 46                   | 65    |
| SENEGAL             | 49 260          | 47 840     | 97 320               | 194 420    | 71 800          | 71 060     | 168 940              | 311 800    | 146                                     | 149 | 174                  | 160   |
| NORWAY              | 48 036          | 261 494    | 0                    | 309 530    | 48 260          | 238 720    | 0                    | 286 980    | 100                                     | 91  | 0                    | 93    |
| ROMANIA             | 1 415 510       | 0          | 0                    | 1 415 510  | 0               | 0          | 0                    | 0          | 0                                       | 0   | 0                    | 0     |
| REPUBLIC OF IRELAND | 513 639         | 664 086    | 0                    | 1 177 725  | 0               | 0          | 0                    | 0          | 0                                       | 0   | 0                    | 0     |
| INDIA               | 406 480         | 94 500     | 71 320               | 572 300    | 0               | 0          | 0                    | 0          | 0</                                     |     |                      |       |

# VOLUME OF WINE CERTIFIED (LITRES)

|                         | 1 MONTH           |                   |           | 3 MONTHS           |                    |            | 6 MONTHS           |                    |            | 12 MONTHS          |                    |            |
|-------------------------|-------------------|-------------------|-----------|--------------------|--------------------|------------|--------------------|--------------------|------------|--------------------|--------------------|------------|
|                         | Nov-08            | Nov-09            | TREND     | Sep-08<br>Nov-08   | Sep-09<br>Nov-09   | TREND      | Jun-08<br>Nov-08   | Jun-09<br>Nov-09   | TREND      | Dec-07<br>Nov-08   | Dec-08<br>Nov-09   | TREND      |
| <b>PRODUCER CELLARS</b> |                   |                   |           |                    |                    |            |                    |                    |            |                    |                    |            |
| Estate Wine             | 0                 | 0                 |           | 0                  | 0                  |            | 0                  | 0                  |            | 0                  | 0                  |            |
| Wine of Origin          | 5 520 635         | 3 653 988         | 66        | 16 920 056         | 13 050 750         | 77         | 35 550 754         | 31 744 049         | 89         | 68 206 987         | 57 029 202         | 84         |
| Geographical Unit Wine  | 2 761 987         | 3 909 746         | 142       | 13 369 900         | 13 694 992         | 102        | 24 082 909         | 25 839 140         | 107        | 38 652 870         | 44 940 297         | 116        |
| <b>SUB TOTAL</b>        | <b>8 282 622</b>  | <b>7 563 734</b>  | <b>91</b> | <b>30 289 956</b>  | <b>26 745 742</b>  | <b>88</b>  | <b>59 633 663</b>  | <b>57 583 189</b>  | <b>97</b>  | <b>106 859 857</b> | <b>101 969 499</b> | <b>95</b>  |
| <b>WHOLESALEERS</b>     |                   |                   |           |                    |                    |            |                    |                    |            |                    |                    |            |
| Estate Wine             | 0                 | 0                 |           | 0                  | 0                  |            | 0                  | 0                  |            | 0                  | 0                  |            |
| Wine of Origin          | 3 032 181         | 3 200 555         | 106       | 12 489 611         | 12 212 349         | 98         | 25 732 210         | 24 667 470         | 96         | 44 367 847         | 43 151 362         | 97         |
| Geographical Unit Wine  | 19 168 505        | 18 565 602        | 97        | 61 881 067         | 63 711 582         | 103        | 127 651 825        | 133 068 973        | 104        | 220 896 463        | 240 290 257        | 109        |
| <b>SUB TOTAL</b>        | <b>22 200 686</b> | <b>21 766 157</b> | <b>98</b> | <b>74 370 678</b>  | <b>75 923 931</b>  | <b>102</b> | <b>153 384 035</b> | <b>157 736 443</b> | <b>103</b> | <b>265 264 310</b> | <b>283 441 619</b> | <b>107</b> |
| <b>PRIVATE CELLARS</b>  |                   |                   |           |                    |                    |            |                    |                    |            |                    |                    |            |
| Estate Wine             | 694 247           | 640 906           | 92        | 2 031 777          | 1 887 921          | 93         | 4 373 789          | 3 673 802          | 84         | 7 880 942          | 6 773 904          | 86         |
| Wine of Origin          | 3 828 418         | 3 363 339         | 88        | 11 353 495         | 10 133 058         | 89         | 23 322 520         | 21 033 078         | 90         | 40 588 760         | 37 866 536         | 93         |
| Geographical Unit Wine  | 2 248 619         | 2 356 853         | 105       | 7 802 825          | 6 714 723          | 86         | 15 647 358         | 15 380 708         | 98         | 28 532 463         | 28 378 101         | 99         |
| <b>SUB TOTAL</b>        | <b>6 771 284</b>  | <b>6 361 098</b>  | <b>94</b> | <b>21 188 097</b>  | <b>18 735 702</b>  | <b>88</b>  | <b>43 343 667</b>  | <b>40 087 588</b>  | <b>92</b>  | <b>77 002 165</b>  | <b>73 018 541</b>  | <b>95</b>  |
| <b>TOTAL</b>            | <b>37 254 592</b> | <b>35 690 989</b> | <b>96</b> | <b>125 848 731</b> | <b>121 405 375</b> | <b>96</b>  | <b>256 361 365</b> | <b>255 407 220</b> | <b>100</b> | <b>449 126 332</b> | <b>458 429 659</b> | <b>102</b> |

|                               | 1 MONTH    |            |       | 3 MONTHS         |                  |       | 6 MONTHS         |                  |       | 12 MONTHS        |                  |       |
|-------------------------------|------------|------------|-------|------------------|------------------|-------|------------------|------------------|-------|------------------|------------------|-------|
|                               | Nov-08     | Nov-09     | TREND | Sep-08<br>Nov-08 | Sep-09<br>Nov-09 | TREND | Jun-08<br>Nov-08 | Jun-09<br>Nov-09 | TREND | Dec-07<br>Nov-08 | Dec-08<br>Nov-09 | TREND |
| <b>CERTIFIED BULK EXPORTS</b> |            |            |       |                  |                  |       |                  |                  |       |                  |                  |       |
| (included in above figures)   | 12 125 226 | 11 128 850 | 92    | 46 681 221       | 42 154 862       | 90    | 93 528 990       | 94 261 725       | 101   | 168 874 236      | 168 878 454      | 100   |

\*The total volume of wine certified in the 2008 calendar year made up 59.0% of the 2008 wine production (51.5%-2007,46.6%-2006,52.9%-2005,44.1%-2004,38.5%-2003)



## Wine Industry Information Committee Members

|                            |                        |
|----------------------------|------------------------|
| Andries van Tonder - SALBA | Francois Malan - CEWPA |
| Diaan de Villiers - SALBA  | Jaco Potgieter - SALBA |
| Paiter Botha - Vinpro      | Jan Booysen - Winetech |
| Bowen Botha - WCSA         | Su Birch - WOSA        |
| Elias Holtzkampf - SALBA   | Chris Albertyn - SALBA |
| Pierre Blake - OWB         |                        |