

# Wine Industry

I N F O R M A T I O N

## January 2008



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### 2008 GRAPE AND WINE HARVEST

The harvest estimates done by the viticulturists at the beginning of January 2008 confirms once again the slightly higher estimated wine grape harvest this year compared to 2007, if dry weather conditions occur during January and February. The wine grape harvest is estimated at 1 363 100 tons, respectively 0.4% and 0.8% higher than November 2007 estimate and the 2007 harvest (page 2).

The slight increase in the estimate is mainly a result of the cooler weather conditions and the regular showers, which led to vigorous growth conditions. However, this weather also added to the fungal disease pressure which has up and until now been controlled with preventative spraying programmes. However, if the current weather conditions continue during the ripening and crush period, it will increase the risk of fungal diseases and especially botrytis which could have a negative impact on the size of the harvest.

The cooler weather conditions which are favourable, especially for the development and retainment of flavour and colour components in the grapes could hold advantages for the quality of the wines.

Trends in the regions:

- Despite wide spread hail damage which occurred during November 2007 in the Orange River, it is still estimated that the harvest will be bigger than in 2007.
- An increase in the harvests is also expected in the Malmesbury, Stellenbosch and Paarl regions, while decreases are expected in the Worcester/Breedekloof and Robertson regions.
- In the other regions the harvest estimates equal the 2007 harvest.

Also in this issue – domestic sales of natural wine during November 2007 (page 4), information regarding the price ranges in which wine were sold in bulk during November 2007 (pages 5 to 8), exports of wine and flavoured grape liquor for the period January to December 2007 (page 9), exports per country for the period January to December 2007 (page 10), exports of spirits for the period January to December 2007 (page 11), exports in various containers from January to December 2007 (page 12), exchange rate comparisons (page 13) and volume of wine certified during December 2007 (pages 15 and 16).

SAWIS greetings until February  
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# ESTIMATED 2008 GRAPE AND WINE CROP

| DISTRICT                                | GRAPE CROP - TONS |         |           |           |           |           |           | ESTIMATE<br>29/08/2007 | ESTIMATE<br>27/11/2007 | ESTIMATE<br>11/01/2008 |
|---|-------------------|---------|-----------|-----------|-----------|-----------|-----------|------------------------|------------------------|------------------------|
|   | 2000              | 2001    | 2002      | 2003      | 2004      | 2005      | 2006      | 2007                   | 2008                   |                        |
| ORANGE RIVER                            | 128 285           | 83 436  | 173 420   | 144 697   | 206 193   | 161 549   | 192 369   | 161 047                | 179 381                | 175 000                |
| <i>trend (%) on previous year</i>       | 111.1             | 65.0    | 207.8     | 83.4      | 142.5     | 78.3      | 119.1     | 83.7                   | 111.4                  | 108.7                  |
| OLIFANTS RIVER                          | 173 126           | 159 902 | 165 603   | 205 150   | 178 590   | 181 445   | 198 618   | 209 924                | 207 267                | 208 000                |
| <i>trend (%) on previous year</i>       | 93.8              | 92.4    | 103.6     | 123.9     | 87.1      | 101.6     | 109.5     | 105.7                  | 98.7                   | 99.1                   |
| MALMESBURY                              | 91 193            | 80 689  | 80 026    | 109 118   | 103 947   | 98 663    | 118 076   | 116 984                | 119 603                | 123 500                |
| <i>trend (%) on previous year</i>       | 111.6             | 88.5    | 99.2      | 136.4     | 95.3      | 94.9      | 119.7     | 99.1                   | 102.2                  | 105.6                  |
| LITTLE KAROO                            | 41 458            | 36 500  | 42 020    | 42 301    | 44 522    | 37 220    | 37 051    | 47 174                 | 43 653                 | 44 500                 |
| <i>trend (%) on previous year</i>       | 76.2              | 88.0    | 115.1     | 100.7     | 105.3     | 83.6      | 99.5      | 127.3                  | 92.5                   | 94.3                   |
| PAARL                                   | 128 018           | 123 572 | 105 287   | 144 833   | 138 802   | 138 796   | 145 937   | 153 040                | 157 025                | 158 000                |
| <i>trend (%) on previous year</i>       | 99.0              | 96.5    | 85.2      | 137.6     | 95.8      | 100.0     | 105.1     | 104.9                  | 102.6                  | 103.2                  |
| ROBERTSON                               | 161 055           | 141 267 | 165 304   | 176 440   | 184 095   | 158 679   | 166 782   | 195 631                | 196 740                | 194 000                |
| <i>trend (%) on previous year</i>       | 80.2              | 87.7    | 117.0     | 106.7     | 104.3     | 86.2      | 105.1     | 117.3                  | 100.6                  | 99.2                   |
| STELLENBOSCH                            | 105 533           | 98 514  | 76 999    | 114 285   | 115 276   | 115 229   | 122 742   | 116 728                | 123 499                | 120 100                |
| <i>trend (%) on previous year</i>       | 95.1              | 93.3    | 78.2      | 148.4     | 100.9     | 100.0     | 106.5     | 95.1                   | 105.8                  | 102.9                  |
| WORCESTER                               | 269 502           | 253 581 | 271 216   | 296 865   | 340 759   | 280 051   | 320 004   | 351 510                | 330 000                | 340 000                |
| <i>trend (%) on previous year</i>       | 90.9              | 94.1    | 107.0     | 109.5     | 114.8     | 82.2      | 114.3     | 109.8                  | 93.9                   | 96.7                   |
| TOTAL (INDUSTRY)                        | 1 098 170         | 977 461 | 1 079 875 | 1 233 689 | 1 312 184 | 1 171 632 | 1 301 579 | 1 352 040              | 1 357 168              | 1 363 100              |
| <i>trend (%) on previous year</i>       | 93.6              | 89.0    | 110.5     | 114.2     | 106.4     | 89.3      | 111.1     | 103.9                  | 100.4                  | 100.8                  |
| LITRES PER GROSS TON                    | 762               | 764     | 772       | 775       | 774       | 773       | 778       | 776                    | 776                    | 776                    |
| WINE PRODUCTION<br>MILLION GROSS LITRES | 837.2             | 746.5   | 834.2     | 956.0     | 1 015.7   | 905.2     | 1 013.0   | 1 049.5                | 1 053.2                | 1 057.8                |

# HARVEST AND SALES ESTIMATES

| WINE PRODUCED                           | Average<br>% alc/vol<br>2007 | million gross litres |              |              |                |              |                |                |                | Trend<br>2008/<br>2007 |
|---|------------------------------|----------------------|--------------|--------------|----------------|--------------|----------------|----------------|----------------|------------------------|
|   |                              | 2001                 | 2002         | 2003         | 2004           | 2005         | 2006           | Estimate       |                |                        |
|   |                              |                      |              |              |                |              |                | 2007           | 2008           |                        |
| Wine                                    |                              | 530.4                | 567.2        | 712.7        | 696.8          | 628.5        | 709.7          | 737.8          | 740.1          | 100.3                  |
| Wine for brandy                         | 11.31                        | 8.1                  | 26.8         | 50.5         | 85.4           | 82.9         | 82.1           | 102.3          | 87.9           | 85.9                   |
| Grape juice concentrate and grape juice | 11.64                        | 99.4                 | 115.3        | 70.7         | 87.8           | 64.6         | 73.2           | 65.5           | 70.5           | 107.6                  |
| Distilling wine                         | 9.78                         | 108.5                | 124.8        | 122.2        | 145.8          | 129.2        | 147.9          | 143.9          | 159.3          | 110.7                  |
| <b>Total</b>                            |                              | <b>746.5</b>         | <b>834.2</b> | <b>956.0</b> | <b>1 015.7</b> | <b>905.2</b> | <b>1 013.0</b> | <b>1 049.5</b> | <b>1 057.8</b> | <b>100.8</b>           |

| WINE MARKET REQUIREMENT                           | million gross litres |              |              |              |              |              |              |              | Trend<br>2008/<br>2007 |
|---|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------------|
|   | 2001                 | 2002         | 2003         | 2004         | 2005         | 2006         | Estimate     |              |                        |
|   |                      |              |              |              |              |              | 2007         | 2008         |                        |
| Producer sales to wholesalers: Wine in bulk       | 368.8                | 395.1        | 362.9        | 416.1        | 419.1        | 405.5        | 430.1        |              |                        |
| Grapes  | 50.4                 | 43.9         | 66.3         | 67.8         | 67.5         | 71.8         | 67.2         |              |                        |
|   | 419.2                | 439.0        | 429.2        | 483.8        | 486.6        | 477.3        | 497.3        |              |                        |
| Direct producer sales (packaged wine) and exports | 144.9                | 145.0        | 139.9        | 154.5        | 148.2        | 155.4        | 160.8        |              |                        |
| <b>Total</b>                                      | <b>564.1</b>         | <b>584.0</b> | <b>569.1</b> | <b>638.3</b> | <b>634.8</b> | <b>632.7</b> | <b>658.1</b> | <b>691.1</b> | <b>105.0</b>           |
| Wine imported in bulk by wholesalers*             |                      | 26.4         | 41.9         |              | 15.4         | 11.3         | 9.2          | 7.7          |                        |
| <b>Total wine market requirement</b>              | <b>564.1</b>         | <b>610.4</b> | <b>611.0</b> | <b>638.3</b> | <b>650.2</b> | <b>644.0</b> | <b>667.3</b> | <b>698.8</b> | <b>104.7</b>           |

\* concentrate component included

| WINE PRODUCTION AND SALES   | million gross litres |              |              |              |              |              |              |              | Trend<br>2008/<br>2007 |
|---|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------------|
|   | 2001                 | 2002         | 2003         | 2004         | 2005         | 2006         | Estimate     |              |                        |
|   |                      |              |              |              |              |              | 2007         | 2008         |                        |
| Total wine stock at private and producer cellars on 1 Jan                     |                      |              |              |              |              |              | 403.1        | 454.7        |                        |
| Wine production   | 530.4                | 567.2        | 712.7        | 696.8        | 628.5        | 709.7        | 737.8        | 740.1        | 100.3                  |
| Natural wine and must for sweetening imported by private and producer cellars | -                    | 4.6          | 6.8          | 2.0          | 3.7          | 7.0          | 3.7          | 2.5          | 67.5                   |
| <b>Minus: Sales</b>   | <b>564.1</b>         | <b>584.0</b> | <b>569.1</b> | <b>638.3</b> | <b>634.8</b> | <b>632.7</b> | <b>658.1</b> | <b>691.1</b> | <b>105.0</b>           |
| Transfers (previous vintages)   | 4.1                  | 4.7          | 3.2          | 6.2          | 5.4          | 3.6          | 9.7          | 9.7          | 100.0                  |
| Lees destroyed/shortages  | 13.1                 | 15.2         | 13.3         | 22.0         | 17.7         | 18.2         | 22.0         | 22.0         | 100.0                  |
| Total wine stock at private and producer cellars on 31 Dec                    | <b>242.3</b>         | <b>209.3</b> | <b>336.8</b> | <b>363.7</b> | <b>339.4</b> | <b>403.1</b> | <b>454.7</b> | <b>474.4</b> | <b>104.3</b>           |
| Total wine stock at producer cellars on 31 Dec                                | 158.7                | 130.0        | 233.8        | 248.5        | 221.1        | 278.4        |              |              |                        |
| Total wine stock at private cellars on 31 Dec                                 | 83.7                 | 79.3         | 103.0        | 115.2        | 118.3        | 124.6        |              |              |                        |

| DISTILLING WINE MARKET REQUIREMENT                           | million litres @ 10 alc/vol |              |              |              |              |              |              |              | Trend<br>2008/<br>2007 |
|--|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------------|
|  | 2001                        | 2002         | 2003         | 2004         | 2005         | 2006         | Estimate     |              |                        |
|  |                             |              |              |              |              |              | 2007         | 2008         |                        |
| Ex bedryf  | 114.6                       | 126.1        | 124.9        | 149.9        | 130.33       | 148.1        | 152.8        | 155.8        | 101.9                  |
| Ex import (current year)                                     | -                           | 23.0         | 61.0         | 16.0         | 24.3         | 31.1         | 39.6         | 26.0         | 65.7                   |
| Ex import (previous year)                                    | -                           | -            | -            | -            | 30.0         | 10.0         | -            | -            | -                      |
| Ex pool  | -                           | 15.5         | 1.5          | 1.9          | 1.8          | 1.8          | 1.8          | 1.8          | 100.0                  |
| <b>Total</b>   | <b>114.6</b>                | <b>164.6</b> | <b>187.4</b> | <b>167.8</b> | <b>186.4</b> | <b>191.0</b> | <b>194.2</b> | <b>183.6</b> | <b>94.5</b>            |
| Pool deliveries  | 4.2                         | 1.4          | 1.5          | 1.9          | 1.8          | 1.8          | 1.8          | 1.8          | 100.0                  |
| Ex import (destined for following year's market requirement) |                             |              |              | 30.0         | 10.0         |              |              |              |                        |

# DOMESTIC SALES AND EXPORTS OF NATURAL WINE

## DOMESTIC SALES OF NATURAL WINE

GROSS LITRE

|                                 | 1 MONTH           |                   | 3 MONTHS          |                   |                    |                    | 6 MONTHS      |                    |                    |                    | 12 MONTHS          |               |                    |                    | MARKET SHARE  |          |
|---------------------------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|---------------|--------------------|--------------------|--------------------|--------------------|---------------|--------------------|--------------------|---------------|----------|
|                                 | NOV 2006          | NOV 2007          | SEP 2006          | NOV 2006          | SEP 2007           | NOV 2007           | TREND         | JUN 2006           | NOV 2006           | JUN 2007           | NOV 2007           | TREND         | DEC 2005           | NOV 2006           | DEC 2006      | NOV 2007 |
|                                 |                   | TREND             |                   |                   |                    |                    |               |                    |                    |                    |                    |               |                    |                    |               |          |
| Wholesalers                     | 16 602 239        | 16 024 772        | 43 939 130        | 43 984 736        | 82 639 298         | 85 532 472         | 103.50        | 82 639 298         | 85 532 472         | 163 769 205        | 169 019 277        | 103.21        | 163 769 205        | 169 019 277        | 54.31         |          |
| Private Cellars                 | 3 438 249         | 3 902 056         | 9 451 789         | 10 963 620        | 17 016 249         | 19 959 805         | 117.30        | 17 016 249         | 19 959 805         | 32 960 267         | 36 858 975         | 111.83        | 32 960 267         | 36 858 975         | 11.84         |          |
| Producer Cellars                | 9 588 566         | 8 888 979         | 26 817 730        | 26 293 563        | 50 549 814         | 57 176 754         | 113.11        | 50 549 814         | 57 176 754         | 99 457 298         | 104 939 368        | 105.51        | 99 457 298         | 104 939 368        | 33.72         |          |
| <b>SUB TOTAL</b>                | <b>29 629 054</b> | <b>28 815 807</b> | <b>80 208 649</b> | <b>81 241 919</b> | <b>150 205 361</b> | <b>162 669 031</b> | <b>108.30</b> | <b>150 205 361</b> | <b>162 669 031</b> | <b>296 186 770</b> | <b>310 817 620</b> | <b>104.94</b> | <b>296 186 770</b> | <b>310 817 620</b> | <b>99.87</b>  |          |
| Wine component of alc fruit bev | 303 766           | 0                 | 808 626           | 0                 | 1 523 431          | 0                  | 0.00          | 1 523 431          | 0                  | 3 322 444          | 418 916            | 12.61         | 3 322 444          | 418 916            | 0.13          |          |
| <b>TOTAL</b>                    | <b>29 932 820</b> | <b>28 815 807</b> | <b>81 017 275</b> | <b>81 241 919</b> | <b>151 728 792</b> | <b>162 669 031</b> | <b>107.21</b> | <b>151 728 792</b> | <b>162 669 031</b> | <b>299 509 214</b> | <b>311 236 536</b> | <b>103.92</b> | <b>299 509 214</b> | <b>311 236 536</b> | <b>100.00</b> |          |

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

## EXPORT OF NATURAL WINE

GROSS LITRE

|              | 1 MONTH           |                   | 3 MONTHS          |                   |                    |                    | 6 MONTHS      |                    |                    |                    | 12 MONTHS          |               |                    |                    | MARKET SHARE  |          |
|--------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|---------------|--------------------|--------------------|--------------------|--------------------|---------------|--------------------|--------------------|---------------|----------|
|              | NOV 2006          | NOV 2007          | SEP 2006          | NOV 2006          | SEP 2007           | NOV 2007           | TREND         | JUN 2006           | NOV 2006           | JUN 2007           | NOV 2007           | TREND         | DEC 2005           | NOV 2006           | DEC 2006      | NOV 2007 |
|              |                   | TREND             |                   |                   |                    |                    |               |                    |                    |                    |                    |               |                    |                    |               |          |
| <b>TOTAL</b> | <b>22 794 028</b> | <b>29 981 541</b> | <b>66 012 090</b> | <b>91 126 277</b> | <b>140 029 932</b> | <b>171 742 788</b> | <b>122.65</b> | <b>140 029 932</b> | <b>171 742 788</b> | <b>264 164 777</b> | <b>309 685 211</b> | <b>117.23</b> | <b>264 164 777</b> | <b>309 685 211</b> | <b>100.00</b> |          |

## DOMESTIC SALES AND EXPORT OF NATURAL WINE

GROSS LITRE

|              | 1 MONTH           |                   | 3 MONTHS           |                    |                    |                    | 6 MONTHS      |                    |                    |                    | 12 MONTHS          |               |                    |                    | MARKET SHARE  |          |
|--------------|-------------------|-------------------|--------------------|--------------------|--------------------|--------------------|---------------|--------------------|--------------------|--------------------|--------------------|---------------|--------------------|--------------------|---------------|----------|
|              | NOV 2006          | NOV 2007          | SEP 2006           | NOV 2006           | SEP 2007           | NOV 2007           | TREND         | JUN 2006           | NOV 2006           | JUN 2007           | NOV 2007           | TREND         | DEC 2005           | NOV 2006           | DEC 2006      | NOV 2007 |
|              |                   | TREND             |                    |                    |                    |                    |               |                    |                    |                    |                    |               |                    |                    |               |          |
| <b>TOTAL</b> | <b>52 726 848</b> | <b>58 797 348</b> | <b>147 029 365</b> | <b>172 368 196</b> | <b>291 758 724</b> | <b>334 411 819</b> | <b>114.62</b> | <b>291 758 724</b> | <b>334 411 819</b> | <b>563 673 991</b> | <b>620 921 747</b> | <b>110.16</b> | <b>563 673 991</b> | <b>620 921 747</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

| TYPE                             | PRICE RANGE R / HL OR C / £ | NOVEMBER 2006    |               | NOVEMBER 2007    |               | JAN - NOV 2007    |               | JAN 06-DEC 06 | JAN 05-DEC 05 |
|----------------------------------|-----------------------------|------------------|---------------|------------------|---------------|-------------------|---------------|---------------|---------------|
|                                  |                             | LITRES           | %             | LITRES           | %             | LITRES            | %             | %             | %             |
| Cabernet Sauvignon               | < 100                       |                  |               |                  |               | 44 021            | 0.2           |               |               |
|                                  | 100 - < 200                 |                  |               |                  |               | 110 153           | 0.6           | 0.3           | 0.0           |
|                                  | 200 - < 300                 | 23 180           | 2.1           | 178 805          | 8.9           | 1 540 433         | 8.3           | 2.8           | 3.6           |
|                                  | 300 - < 400                 | 765 249          | 70.9          | 1 300 181        | 64.7          | 9 195 021         | 49.7          | 43.5          | 18.2          |
|                                  | 400 - < 500                 | 143 850          | 13.3          | 241 365          | 12.0          | 2 040 742         | 11.0          | 10.4          | 15.0          |
|                                  | 500 - < 600                 | 53 834           | 5.0           | 108 744          | 5.4           | 3 645 798         | 19.7          | 13.4          | 24.6          |
|                                  | 600 - < 700                 | 81 350           | 7.5           | 172 955          | 8.6           | 1 448 805         | 7.8           | 17.7          | 13.0          |
|                                  | 700 - < 800                 | 11 220           | 1.0           | 6 180            | 0.3           | 280 260           | 1.5           | 6.0           | 13.0          |
|                                  | 800 - < 900                 |                  |               |                  |               | 62 712            | 0.3           | 3.1           | 6.4           |
|                                  | 900 - < 1000                |                  |               |                  |               | 10 000            | 0.1           | 0.8           | 3.5           |
|                                  | > 1000                      |                  |               |                  |               | 129 260           | 0.7           | 2.0           | 2.7           |
| <b>TOTAL £</b>                   |                             | <b>1 078 683</b> | <b>100.0</b>  | <b>2 008 230</b> | <b>100.0</b>  | <b>18 507 205</b> | <b>100.0</b>  | <b>100.0</b>  | <b>100.0</b>  |
| <b>AVE PRICE R / HL OR C / £</b> |                             |                  | <b>384.47</b> |                  | <b>376.95</b> |                   | <b>416.21</b> | <b>476.23</b> | <b>557.12</b> |
| Cabernet Franc                   | 100 - < 200                 |                  |               |                  |               | 10 000            | 2.2           | 1.20          |               |
|                                  | 200 - < 300                 |                  |               |                  |               | 27 950            | 6.3           | 6.1           | 15.0          |
|                                  | 300 - < 400                 | 20 000           | 100.0         | 50 691           | 61.0          | 167 774           | 37.6          | 39.9          | 52.9          |
|                                  | 400 - < 500                 |                  |               |                  |               | 78 620            | 17.6          | 31.9          | 11.9          |
|                                  | 500 - < 600                 |                  |               | 32 430           | 39.0          | 119 020           | 26.6          | 7.5           |               |
|                                  | 600 - < 700                 |                  |               |                  |               | 27 900            | 6.2           | 5.3           | 15.1          |
|                                  | 700 - < 800                 |                  |               |                  |               |                   |               | 8.1           | 5.1           |
|                                  | 900 - < 1000                |                  |               |                  |               | 15 464            | 3.5           |               |               |
| <b>TOTAL £</b>                   |                             | <b>20 000</b>    | <b>100.0</b>  | <b>83 121</b>    | <b>100.0</b>  | <b>446 728</b>    | <b>100.0</b>  | <b>100.0</b>  | <b>100.0</b>  |
| <b>AVE PRICE R / HL OR C / £</b> |                             |                  | <b>300.00</b> |                  | <b>431.81</b> |                   | <b>433.01</b> | <b>408.12</b> | <b>384.92</b> |
| Ruby Cabernet                    | 100 - < 200                 |                  |               |                  |               | 267 900           | 4.7           |               |               |
|                                  | 200 - < 300                 |                  |               | 381 170          | 49.5          | 2 288 206         | 39.9          | 24.9          | 21.3          |
|                                  | 300 - < 400                 | 203 820          | 72.1          | 326 360          | 42.4          | 1 873 228         | 32.7          | 24.6          | 26.8          |
|                                  | 400 - < 500                 | 58 400           | 20.7          | 62 609           | 8.1           | 1 222 545         | 21.3          | 23.8          | 17.3          |
|                                  | 500 - < 600                 | 20 403           | 7.2           |                  |               | 55 120            | 1.0           | 24.6          | 27.4          |
|                                  | 600 - < 700                 |                  |               |                  |               | 26 300            | 0.5           | 1.2           | 6.9           |
|                                  | 700 - < 800                 |                  |               |                  |               |                   |               |               | 0.0           |
|                                  | 900 - < 1000                |                  |               |                  |               |                   |               | 0.8           |               |
|                                  | > 1000                      |                  |               |                  |               |                   |               |               | 0.2           |
| <b>TOTAL £</b>                   |                             | <b>282 623</b>   | <b>100.0</b>  | <b>770 139</b>   | <b>100.0</b>  | <b>5 733 299</b>  | <b>100.0</b>  | <b>100.0</b>  | <b>100.0</b>  |
| <b>AVE PRICE R / HL OR C / £</b> |                             |                  | <b>354.95</b> |                  | <b>278.99</b> |                   | <b>304.79</b> | <b>393.36</b> | <b>411.45</b> |
| Merlot                           | < 100                       |                  |               |                  |               | 16 000            | 0.1           |               |               |
|                                  | 100 - < 200                 |                  |               |                  |               | 601 623           | 5.2           | 4.08          |               |
|                                  | 200 - < 300                 | 87 150           | 8.7           | 71 000           | 4.3           | 1 066 596         | 9.3           | 6.3           | 6.2           |
|                                  | 300 - < 400                 | 732 105          | 73.0          | 1 247 303        | 75.5          | 5 262 924         | 45.7          | 45.6          | 39.2          |
|                                  | 400 - < 500                 | 71 122           | 7.1           | 142 266          | 8.6           | 1 301 063         | 11.3          | 13.0          | 16.9          |
|                                  | 500 - < 600                 | 67 897           | 6.8           | 142 798          | 8.6           | 2 269 871         | 19.7          | 13.6          | 15.3          |
|                                  | 600 - < 700                 | 44 645           | 4.5           | 29 880           | 1.8           | 845 867           | 7.3           | 9.4           | 5.2           |
|                                  | 700 - < 800                 |                  |               |                  |               | 125 100           | 1.1           | 4.1           | 11.3          |
|                                  | 800 - < 900                 |                  |               | 19 330           | 1.2           | 19 330            | 0.2           | 1.9           | 2.5           |
|                                  | 900 - < 1000                |                  |               |                  |               | 10 000            | 0.1           | 2.0           | 2.8           |
|                                  | > 1000                      |                  |               |                  |               |                   |               | 0.0           | 0.7           |
| <b>TOTAL £</b>                   |                             | <b>1 002 919</b> | <b>100.0</b>  | <b>1 652 577</b> | <b>100.0</b>  | <b>11 518 374</b> | <b>100.0</b>  | <b>100.0</b>  | <b>100.0</b>  |
| <b>AVE PRICE R / HL OR C / £</b> |                             |                  | <b>360.04</b> |                  | <b>371.75</b> |                   | <b>395.14</b> | <b>426.29</b> | <b>471.33</b> |
| Shiraz                           | < 100                       |                  |               |                  |               |                   |               | 0.08          |               |
|                                  | 100 - < 200                 |                  |               |                  |               | 144 745           | 0.8           | 0.27          |               |
|                                  | 200 - < 300                 | 56 920           | 3.0           | 115 100          | 6.2           | 2 070 856         | 10.9          | 5.6           | 2.4           |
|                                  | 300 - < 400                 | 783 244          | 41.5          | 646 931          | 34.8          | 6 098 940         | 32.2          | 30.0          | 28.0          |
|                                  | 400 - < 500                 | 403 529          | 21.4          | 210 030          | 11.3          | 3 350 071         | 17.7          | 18.1          | 21.3          |
|                                  | 500 - < 600                 | 317 371          | 16.8          | 630 626          | 33.9          | 3 906 493         | 20.6          | 15.5          | 12.0          |
|                                  | 600 - < 700                 | 125 214          | 6.6           | 231 219          | 12.4          | 2 376 489         | 12.6          | 13.0          | 9.9           |
|                                  | 700 - < 800                 |                  |               | 15 340           | 0.8           | 80 680            | 0.4           | 6.3           | 11.3          |
|                                  | 800 - < 900                 | 199 649          | 10.6          |                  |               | 620 694           | 3.3           | 7.5           | 10.0          |
|                                  | 900 - < 1000                |                  |               |                  |               | 17 112            | 0.1           | 1.4           | 2.0           |
|                                  | > 1000                      |                  |               | 12 316           | 0.7           | 258 053           | 1.4           | 2.2           | 3.3           |
| <b>TOTAL £</b>                   |                             | <b>1 885 927</b> | <b>100.0</b>  | <b>1 861 562</b> | <b>100.0</b>  | <b>18 924 133</b> | <b>100.0</b>  | <b>100.0</b>  | <b>100.0</b>  |
| <b>AVE PRICE R / HL OR C / £</b> |                             |                  | <b>460.39</b> |                  | <b>463.66</b> |                   | <b>461.56</b> | <b>514.37</b> | <b>548.21</b> |

| TYPE                   | PRICE RANGE R / HL OR C / ℓ      | NOVEMBER 2006                    |                  | NOVEMBER 2007  |                  | JAN - NOV 2007    |                   | JAN 06- DEC 06 | JAN 05- DEC 05 |               |
|------------------------|----------------------------------|----------------------------------|------------------|----------------|------------------|-------------------|-------------------|----------------|----------------|---------------|
|                        |                                  | LITRES                           | %                | LITRES         | %                | LITRES            | %                 | %              | %              |               |
| Pinotage               | 100 - < 200                      |                                  |                  |                |                  |                   |                   | 0.2            |                |               |
|                        | 200 - < 300                      |                                  |                  | 121 472        | 12.8             | 916 389           | 7.2               | 2.3            | 1.0            |               |
|                        | 300 - < 400                      | 867 912                          | 56.4             | 357 190        | 37.6             | 6 112 791         | 48.3              | 49.8           | 48.0           |               |
|                        | 400 - < 500                      | 530 184                          | 34.4             | 97 070         | 10.2             | 3 507 066         | 27.7              | 35.7           | 24.8           |               |
|                        | 500 - < 600                      | 41 740                           | 2.7              | 208 493        | 21.9             | 1 593 042         | 12.6              | 7.5            | 11.3           |               |
|                        | 600 - < 700                      | 99 440                           | 6.5              | 46 080         | 4.8              | 303 446           | 2.4               | 3.4            | 9.5            |               |
|                        | 700 - < 800                      |                                  |                  | 117 630        | 12.4             | 122 805           | 1.0               | 0.5            | 1.6            |               |
|                        | 800 - < 900                      |                                  |                  |                |                  |                   |                   |                | 2.0            |               |
|                        | 900 - < 1000                     |                                  |                  |                |                  |                   |                   |                | 0.6            |               |
| > 1000                 |                                  |                                  | 2 453            | 0.3            | 89 282           | 0.7               | 0.6               | 1.1            |                |               |
|                        | <b>TOTAL ℓ</b>                   | <b>1 539 276</b>                 | <b>100.0</b>     | <b>950 388</b> | <b>100.0</b>     | <b>12 644 821</b> | <b>100.0</b>      | <b>100.0</b>   | <b>100.0</b>   |               |
|                        | <b>AVE PRICE R / HL OR C / ℓ</b> |                                  | <b>381.58</b>    |                | <b>444.52</b>    |                   | <b>397.43</b>     | <b>392.88</b>  | <b>443.73</b>  |               |
| Pinot Noir             | 300 - < 400                      |                                  |                  |                |                  |                   |                   | 60.7           |                |               |
|                        | 400 - < 500                      |                                  |                  |                |                  |                   |                   | 26.1           | 8.4            |               |
|                        | 500 - < 600                      |                                  |                  |                |                  | 7 260             | 12.8              |                | 14.6           |               |
|                        | 600 - < 700                      |                                  |                  |                |                  | 33 620            | 59.2              | 13.2           | 40.8           |               |
|                        | 700 - < 800                      |                                  |                  |                |                  | 15 880            | 28.0              |                | 29.3           |               |
|                        | 800 - < 900                      |                                  |                  |                |                  |                   |                   |                |                |               |
|                        | 900 - < 1000                     |                                  |                  |                |                  |                   |                   |                |                |               |
|                        | > 1000                           |                                  |                  |                |                  |                   |                   |                | 6.9            |               |
|                        | <b>TOTAL ℓ</b>                   |                                  |                  |                |                  | <b>56 760</b>     | <b>100.0</b>      | <b>100.0</b>   | <b>100.0</b>   |               |
|                        | <b>AVE PRICE R / HL OR C / ℓ</b> |                                  |                  |                |                  |                   | <b>670.94</b>     | <b>420.45</b>  | <b>652.16</b>  |               |
| Cinsaut                | 100 - < 200                      |                                  |                  |                |                  |                   |                   | 1.34           |                |               |
|                        | 200 - < 300                      | 106 980                          | 35.4             | 75 610         | 24.3             | 1 617 028         | 36.6              | 22.1           | 0.6            |               |
|                        | 300 - < 400                      | 107 022                          | 35.4             | 234 931        | 75.7             | 2 466 813         | 55.9              | 46.3           | 54.5           |               |
|                        | 400 - < 500                      | 88 350                           | 29.2             |                |                  | 291 959           | 6.6               | 25.8           | 31.8           |               |
|                        | 500 - < 600                      |                                  |                  |                |                  |                   |                   | 4.5            | 12.7           |               |
|                        | 600 - < 700                      |                                  |                  |                |                  |                   |                   |                | 0.4            |               |
|                        | 700 - < 800                      |                                  |                  |                |                  | 37 980            | 0.9               |                |                |               |
|                        |                                  | <b>TOTAL ℓ</b>                   | <b>302 352</b>   | <b>100.0</b>   | <b>310 541</b>   | <b>100.0</b>      | <b>4 413 780</b>  | <b>100.0</b>   | <b>100.0</b>   | <b>100.0</b>  |
|                        | <b>AVE PRICE R / HL OR C / ℓ</b> |                                  | <b>343.05</b>    |                | <b>316.10</b>    |                   | <b>318.47</b>     | <b>349.50</b>  | <b>396.57</b>  |               |
| Rosé and Blanc de Noir | 100 - < 200                      | 10 000                           | 0.7              | 61 680         | 4.1              | 706 132           | 4.2               | 0.2            |                |               |
|                        | 200 - < 300                      | 756 820                          | 55.9             | 1 050 825      | 70.6             | 8 689 723         | 52.0              | 50.2           | 54.8           |               |
|                        | 300 - < 400                      | 577 401                          | 42.6             | 369 792        | 24.9             | 6 636 421         | 39.7              | 43.7           | 32.1           |               |
|                        | 400 - < 500                      | 10 293                           | 0.8              | 5 100          | 0.3              | 488 223           | 2.9               | 5.2            | 12.0           |               |
|                        | 500 - < 600                      |                                  |                  |                |                  | 165 029           | 1.0               | 0.8            | 1.0            |               |
|                        | 600 - < 700                      |                                  |                  |                |                  | 10 372            | 0.1               |                | 0.1            |               |
|                        | 700 - < 800                      |                                  |                  |                |                  |                   |                   |                |                |               |
|                        |                                  | <b>TOTAL ℓ</b>                   | <b>1 354 514</b> | <b>100.0</b>   | <b>1 487 397</b> | <b>100.0</b>      | <b>16 695 900</b> | <b>100.0</b>   | <b>100.0</b>   | <b>100.0</b>  |
|                        | <b>AVE PRICE R / HL OR C / ℓ</b> |                                  | <b>299.46</b>    |                | <b>266.50</b>    |                   | <b>297.03</b>     | <b>304.68</b>  | <b>305.31</b>  |               |
| Other red and blends   | < 200                            | 130 020                          | 4.5              | 727 873        | 13.2             | 5 360 422         | 13.4              | 2.2            | 0.1            |               |
|                        | 200 - < 300                      | 788 768                          | 27.4             | 987 402        | 17.8             | 6 271 100         | 15.7              | 16.6           | 17.8           |               |
|                        | 300 - < 400                      | 1 299 544                        | 45.2             | 1 693 045      | 30.6             | 14 360 275        | 36.0              | 48.9           | 35.1           |               |
|                        | 400 - < 500                      | 271 074                          | 9.4              | 1 537 524      | 27.8             | 9 159 113         | 23.0              | 16.6           | 28.3           |               |
|                        | 500 - < 700                      | 388 614                          | 13.5             | 587 387        | 10.6             | 4 192 984         | 10.5              | 13.7           | 8.5            |               |
|                        | > 700                            |                                  |                  |                |                  | 529 415           | 1.3               | 2.0            | 10.3           |               |
|                        |                                  | <b>TOTAL ℓ</b>                   | <b>2 878 020</b> | <b>100.0</b>   | <b>5 533 231</b> | <b>100.0</b>      | <b>39 873 309</b> | <b>100.0</b>   | <b>100.0</b>   | <b>100.0</b>  |
|                        |                                  | <b>AVE PRICE R / HL OR C / ℓ</b> |                  | <b>356.46</b>  |                  | <b>342.67</b>     |                   | <b>351.03</b>  | <b>386.66</b>  | <b>417.72</b> |
| Chardonnay *           | < 250                            |                                  |                  | 23 860         | 2.3              | 142 600           | 0.8               |                | 0.4            |               |
|                        | 250 - < 350                      | 10 200                           | 0.9              | 51 050         | 5.0              | 768 131           | 4.3               | 1.1            | 1.9            |               |
|                        | 350 - < 450                      | 275 814                          | 25.2             | 365 730        | 35.5             | 5 048 933         | 28.0              | 17.2           | 9.4            |               |
|                        | 450 - < 550                      | 460 256                          | 42.1             | 466 683        | 45.3             | 9 953 211         | 55.2              | 67.9           | 71.1           |               |
|                        | 550 - < 650                      | 333 719                          | 30.5             | 53 106         | 5.2              | 1 737 344         | 9.6               | 13.0           | 15.9           |               |
|                        | > 650                            | 13 142                           | 1.2              | 69 718         | 6.8              | 376 389           | 2.1               | 0.8            | 1.3            |               |
|                        |                                  | <b>TOTAL ℓ</b>                   | <b>1 093 131</b> | <b>100.0</b>   | <b>1 030 147</b> | <b>100.0</b>      | <b>18 026 608</b> | <b>100.0</b>   | <b>100.0</b>   | <b>100.0</b>  |
|                        |                                  | <b>AVE PRICE R / HL OR C / ℓ</b> |                  | <b>506.11</b>  |                  | <b>475.03</b>     |                   | <b>474.06</b>  | <b>495.11</b>  | <b>494.22</b> |
| Chardonnay Juice       | <b>AVE PRICE R / HL OR C / ℓ</b> |                                  |                  |                |                  | <b>1 132 529</b>  | <b>457.42</b>     | <b>476.18</b>  | <b>482.88</b>  |               |
| Sauvignon Blanc *      | < 250                            | 13 000                           | 1.5              | 14 100         | 2.3              | 147 319           | 1.1               | 0.4            | 0.5            |               |
|                        | 250 - < 350                      | 5 240                            | 0.6              | 4 550          | 0.8              | 912 355           | 6.8               | 3.0            | 2.5            |               |
|                        | 350 - < 450                      | 27 026                           | 3.2              | 52 200         | 8.7              | 613 300           | 4.6               | 4.8            | 8.9            |               |
|                        | 450 - < 550                      | 359 658                          | 42.0             | 236 343        | 39.3             | 7 697 383         | 57.7              | 46.3           | 55.6           |               |
|                        | 550 - < 650                      | 361 610                          | 42.2             | 240 440        | 40.0             | 3 049 299         | 22.8              | 37.4           | 29.1           |               |
|                        | > 650                            | 90 795                           | 10.6             | 53 320         | 8.9              | 925 902           | 6.9               | 8.1            | 3.4            |               |
|                        |                                  | <b>TOTAL ℓ</b>                   | <b>857 329</b>   | <b>100.0</b>   | <b>600 953</b>   | <b>100.0</b>      | <b>13 345 558</b> | <b>100.0</b>   | <b>100.0</b>   | <b>100.0</b>  |
|                        |                                  | <b>AVE PRICE R / HL OR C / ℓ</b> |                  | <b>557.14</b>  |                  | <b>534.21</b>     |                   | <b>518.55</b>  | <b>547.53</b>  | <b>522.11</b> |
| Sauvignon Blanc Juice  | <b>AVE PRICE R / HL OR C / ℓ</b> |                                  |                  |                |                  | <b>3 770 167</b>  | <b>500.98</b>     | <b>500.00</b>  | <b>500.00</b>  |               |

| TYPE                   | PRICE RANGE R / HL OR C / ℓ         | NOVEMBER 2006     |                   | NOVEMBER 2007     |                   | JAN - NOV 2007     |                    | JAN 06-DEC 06 | JAN 05-DEC 05 |
|------------------------|-------------------------------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|---------------|---------------|
|                        |                                     | LITRES            | %                 | LITRES            | %                 | LITRES             | %                  | %             | %             |
| Chenin Blanc *         | < 150                               |                   |                   |                   |                   | 5 000              | 0.0                |               |               |
|                        | 150 - < 200                         |                   |                   |                   |                   |                    |                    | 0.0           | 0.2           |
|                        | 200 - < 250                         |                   |                   | 29 780            | 0.6               | 1 083 878          | 1.8                | 1.2           | 15.6          |
|                        | 250 - < 350                         | 3 239 678         | 81.4              | 3 438 288         | 65.4              | 42 068 231         | 71.4               | 76.8          | 63.4          |
|                        | > 350                               | 739 928           | 18.6              | 1 788 614         | 34.0              | 15 740 284         | 26.7               | 22.0          | 20.8          |
|                        | <b>TOTAL ℓ</b>                      | <b>3 979 606</b>  | <b>100.0</b>      | <b>5 256 682</b>  | <b>100.0</b>      | <b>58 897 393</b>  | <b>100.0</b>       | <b>100.0</b>  | <b>100.0</b>  |
|                        | <b>AVE PRICE R / HL OR C / ℓ</b>    |                   | <b>314.27</b>     |                   | <b>326.15</b>     |                    | <b>323.03</b>      | <b>317.27</b> | <b>304.43</b> |
| Chenin Blanc Juice     | <b>AVE PRICE R / HL OR C / ℓ</b>    |                   |                   |                   |                   | <b>321 285</b>     | <b>363.57</b>      | <b>0.00</b>   | <b>300.00</b> |
| Colombar               | 150 - < 200                         |                   |                   |                   |                   |                    |                    |               | 0.3           |
|                        | 200 - < 250                         | 3 500             | 0.1               | 220 260           | 6.1               | 380 020            | 1.5                | 1.6           | 25.7          |
|                        | 250 - < 350                         | 3 745 930         | 97.7              | 3 060 386         | 84.7              | 22 125 877         | 84.8               | 89.2          | 68.3          |
|                        | > 350                               | 84 722            | 2.2               | 330 950           | 9.2               | 3 573 912          | 13.7               | 9.1           | 5.6           |
|                        |                                     | <b>TOTAL ℓ</b>    | <b>3 834 152</b>  | <b>100.0</b>      | <b>3 611 596</b>  | <b>100.0</b>       | <b>26 079 809</b>  | <b>100.0</b>  | <b>100.0</b>  |
|                        | <b>AVE PRICE R / HL OR C / ℓ</b>    |                   | <b>279.52</b>     |                   | <b>279.75</b>     |                    | <b>298.06</b>      | <b>293.68</b> | <b>277.70</b> |
| Riesling               | <b>AVE PRICE R / HL OR C / ℓ</b>    |                   |                   |                   |                   |                    |                    |               |               |
|                        | 150 - < 200                         |                   |                   |                   |                   | 1 500              | 0.0                |               |               |
|                        | 200 - < 250                         |                   |                   |                   |                   |                    |                    |               | 9.2           |
|                        | 250 - < 350                         | 285 740           | 90.8              | 180 120           | 70.3              | 2 916 089          | 81.0               | 76.4          | 64.6          |
|                        | > 350                               | 29 000            | 9.2               | 76 000            | 29.7              | 680 690            | 18.9               | 23.6          | 26.2          |
|                        |                                     | <b>TOTAL ℓ</b>    | <b>314 740</b>    | <b>100.0</b>      | <b>256 120</b>    | <b>100.0</b>       | <b>3 598 279</b>   | <b>100.0</b>  | <b>100.0</b>  |
|                        | <b>AVE PRICE R / HL OR C / ℓ</b>    |                   | <b>313.26</b>     |                   | <b>330.27</b>     |                    | <b>318.72</b>      | <b>323.79</b> | <b>313.12</b> |
| Semillon *             | <b>AVE PRICE R / HL OR C / ℓ</b>    |                   |                   |                   |                   |                    |                    |               |               |
|                        | 150 - < 200                         |                   |                   |                   |                   | 16 500             | 0.5                | 0.0           |               |
|                        | 200 - < 250                         |                   |                   |                   |                   | 30 550             | 0.9                | 0.1           | 0.4           |
|                        | 250 - < 350                         | 258 510           | 60.6              | 284 170           | 73.5              | 1 276 646          | 35.6               | 56.7          | 51.8          |
|                        | > 350                               | 167 850           | 39.4              | 102 522           | 26.5              | 2 266 918          | 63.1               | 43.1          | 47.9          |
|                        |                                     | <b>TOTAL ℓ</b>    | <b>426 360</b>    | <b>100.0</b>      | <b>386 692</b>    | <b>100.0</b>       | <b>3 590 614</b>   | <b>100.0</b>  | <b>100.0</b>  |
|                        | <b>AVE PRICE R / HL OR C / ℓ</b>    |                   | <b>348.80</b>     |                   | <b>326.57</b>     |                    | <b>353.90</b>      | <b>339.03</b> | <b>332.64</b> |
| Semillon Juice         | <b>AVE PRICE R / HL OR C / ℓ</b>    |                   |                   |                   |                   | <b>493 620</b>     | <b>383.62</b>      | <b>316.20</b> | <b>350.00</b> |
| Other white and blends | 100 - < 125                         | 12 500            | 0.1               |                   |                   | 19 580             |                    | 0.0           | 0.0           |
|                        | 125 - < 150                         |                   |                   |                   |                   | 14 500             | 0.0                |               | 0.0           |
|                        | 150 - < 200                         |                   |                   | 561 280           | 3.9               | 2 000 840          | 1.4                | 0.2           | 1.0           |
|                        | 200 - < 250                         | 740 499           | 4.9               | 2 271 602         | 15.7              | 16 686 184         | 11.9               | 16.1          | 45.1          |
|                        | 250 - < 350                         | 14 026 987        | 92.8              | 9 929 251         | 68.6              | 109 384 686        | 77.9               | 78.0          | 50.1          |
|                        | > 350                               | 330 072           | 2.2               | 1 701 459         | 11.8              | 12 288 125         | 8.8                | 5.7           | 3.8           |
|                        |                                     | <b>TOTAL ℓ</b>    | <b>15 110 058</b> | <b>100.0</b>      | <b>14 463 592</b> | <b>100.0</b>       | <b>140 393 915</b> | <b>100.0</b>  | <b>100.0</b>  |
|                        | <b>AVE PRICE R / HL OR C / ℓ</b>    |                   | <b>272.71</b>     |                   | <b>276.28</b>     |                    | <b>276.36</b>      | <b>274.39</b> | <b>254.85</b> |
| Juice                  | <b>AVE PRICE R / HL OR C / ℓ</b>    |                   |                   |                   |                   | <b>1 899 815</b>   | <b>326.84</b>      | <b>439.28</b> | <b>344.75</b> |
| Fortified wine         | 150 - < 200                         | 3 192             | 0.4               | 15 430            | 1.3               | 94 090             | 0.9                | 0.8           | 1.1           |
|                        | 200 - < 250                         |                   |                   | 2 087             | 0.2               | 144 535            | 1.3                | 0.0           | 0.2           |
|                        | 250 - < 300                         |                   |                   |                   |                   | 46 010             | 0.4                | 0.4           | 5.7           |
|                        | 300 - < 350                         | 441 964           | 49.1              | 343 539           | 28.8              | 3 186 143          | 29.6               | 56.8          | 76.5          |
|                        | > 350                               | 455 244           | 50.6              | 833 476           | 69.8              | 7 304 408          | 67.8               | 42.0          | 16.5          |
|                        |                                     | <b>TOTAL ℓ</b>    | <b>900 400</b>    | <b>100.0</b>      | <b>1 194 532</b>  | <b>100.0</b>       | <b>10 775 186</b>  | <b>100.0</b>  | <b>100.0</b>  |
|                        | <b>AVE PRICE R / HL OR C / ℓ</b>    |                   | <b>346.74</b>     |                   | <b>363.62</b>     |                    | <b>372.98</b>      | <b>354.58</b> | <b>346.88</b> |
| All Varieties          | <b>AVE PRICE R / HL OR C / ℓ</b>    | <b>36 860 090</b> | <b>323.02</b>     | <b>41 457 500</b> | <b>325.02</b>     | <b>403 521 671</b> | <b>336.68</b>      | <b>338.42</b> | <b>338.35</b> |
| ** Wine for brandy     | <b>CENT PER LITRE @ 10% ALC/VOL</b> |                   |                   |                   |                   |                    | <b>222.42</b>      | <b>210.09</b> | <b>206.79</b> |
| Distilling wine        | <b>CENT PER LITRE @ 10% ALC/VOL</b> |                   | <b>90.31</b>      |                   | <b>91.72</b>      |                    | <b>93.27</b>       | <b>94.15</b>  | <b>97.43</b>  |

\* Including juice

\*\* Price to the point of delivery at the buyers premises

Rebate lease included in price

Prices excluded rebate brandy



# AVERAGE PRICES OF WINE SOLD IN BULK

| TYPE                   | R / HL OR C / ℓ    |               |               |               |               |               |               |               |
|------------------------|--------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                        | JANUARY - DECEMBER |               |               |               |               |               |               | JAN - NOV     |
|                        | 2000               | 2001          | 2002          | 2003          | 2004          | 2005          | 2006          | 2007          |
| CABERNET SAUVIGNON     | 799.86             | 802.21        | 822.51        | 798.53        | 687.74        | 557.12        | 476.23        | 416.21        |
| <b>TREND</b>           |                    | <b>100.29</b> | <b>102.53</b> | <b>97.08</b>  | <b>86.13</b>  | <b>81.01</b>  | <b>85.48</b>  | <b>87.40</b>  |
| CABERNET FRANC         | 719.23             | 736.48        | 702.26        | 736.52        | 650.08        | 384.92        | 408.12        | 433.01        |
| <b>TREND</b>           |                    | <b>102.40</b> | <b>95.35</b>  | <b>104.88</b> | <b>88.26</b>  | <b>59.21</b>  | <b>106.03</b> | <b>106.10</b> |
| MERLOT                 | 771.05             | 766.49        | 765.88        | 729.32        | 619.63        | 471.33        | 426.29        | 395.14        |
| <b>TREND</b>           |                    | <b>99.41</b>  | <b>99.92</b>  | <b>95.23</b>  | <b>84.96</b>  | <b>76.07</b>  | <b>90.44</b>  | <b>92.69</b>  |
| PINOTAGE               | 765.37             | 730.88        | 689.85        | 651.98        | 519.22        | 443.73        | 392.88        | 397.43        |
| <b>TREND</b>           |                    | <b>95.49</b>  | <b>94.39</b>  | <b>94.51</b>  | <b>79.64</b>  | <b>85.46</b>  | <b>88.54</b>  | <b>101.16</b> |
| RUBY CABERNET          | 591.01             | 609.55        | 614.44        | 617.91        | 542.65        | 411.45        | 393.36        | 304.79        |
| <b>TREND</b>           |                    | <b>103.14</b> | <b>100.80</b> | <b>100.56</b> | <b>87.82</b>  | <b>75.82</b>  | <b>95.60</b>  | <b>77.48</b>  |
| SHIRAZ                 | 802.80             | 781.67        | 748.47        | 757.73        | 638.04        | 548.21        | 514.37        | 461.56        |
| <b>TREND</b>           |                    | <b>97.37</b>  | <b>95.75</b>  | <b>101.24</b> | <b>84.20</b>  | <b>85.92</b>  | <b>93.83</b>  | <b>89.73</b>  |
| CINSAUT                | 408.51             | 432.56        | 486.37        | 540.29        | 485.66        | 396.57        | 349.50        | 318.47        |
| <b>TREND</b>           |                    | <b>105.89</b> | <b>112.44</b> | <b>111.09</b> | <b>89.89</b>  | <b>81.66</b>  | <b>88.13</b>  | <b>91.12</b>  |
| PINOT NOIR             | 707.26             | 661.01        | 631.24        | 740.05        | 896.91        | 652.16        | 420.45        | 670.94        |
| <b>TREND</b>           |                    | <b>93.46</b>  | <b>95.50</b>  | <b>117.24</b> | <b>121.20</b> | <b>72.71</b>  | <b>64.47</b>  | <b>159.58</b> |
| ROSÉ AND BLANC DE NOIR | 187.20             | 190.08        | 294.51        | 366.92        | 374.01        | 305.31        | 304.68        | 297.03        |
| <b>TREND</b>           |                    | <b>101.54</b> | <b>154.94</b> | <b>124.59</b> | <b>101.93</b> | <b>81.63</b>  | <b>99.79</b>  | <b>97.49</b>  |
| OTHER RED AND BLENDS   | 493.17             | 498.48        | 506.97        | 568.37        | 497.10        | 417.72        | 386.66        | 351.03        |
| <b>TREND</b>           |                    | <b>101.08</b> | <b>101.70</b> | <b>112.11</b> | <b>87.46</b>  | <b>84.03</b>  | <b>92.56</b>  | <b>90.79</b>  |
| CHARDONNAY             | 306.51             | 327.59        | 396.06        | 470.17        | 485.06        | 494.22        | 495.11        | 474.06        |
| <b>TREND</b>           |                    | <b>106.88</b> | <b>120.90</b> | <b>118.71</b> | <b>103.17</b> | <b>101.89</b> | <b>100.18</b> | <b>95.75</b>  |
| SAUVIGNON BLANC        | 339.81             | 316.95        | 409.20        | 481.06        | 497.24        | 522.11        | 547.53        | 518.55        |
| <b>TREND</b>           |                    | <b>93.27</b>  | <b>129.11</b> | <b>117.56</b> | <b>103.36</b> | <b>105.00</b> | <b>104.87</b> | <b>94.71</b>  |
| COLOMBAR               | 145.71             | 143.19        | 203.17        | 273.69        | 264.20        | 277.70        | 293.68        | 298.06        |
| <b>TREND</b>           |                    | <b>98.27</b>  | <b>141.89</b> | <b>134.71</b> | <b>96.53</b>  | <b>105.11</b> | <b>105.75</b> | <b>101.49</b> |
| RIESLING               | 160.08             | 151.38        | 203.81        | 281.41        | 281.96        | 313.12        | 323.79        | 318.72        |
| <b>TREND</b>           |                    | <b>94.57</b>  | <b>134.63</b> | <b>138.07</b> | <b>100.20</b> | <b>111.05</b> | <b>103.41</b> | <b>98.43</b>  |
| SEMILLON               | 190.19             | 198.69        | 240.91        | 330.08        | 336.02        | 332.64        | 339.03        | 353.90        |
| <b>TREND</b>           |                    | <b>104.47</b> | <b>121.25</b> | <b>137.01</b> | <b>101.80</b> | <b>98.99</b>  | <b>101.92</b> | <b>104.39</b> |
| CHENIN BLANC           | 160.13             | 159.46        | 215.21        | 302.90        | 290.08        | 304.43        | 317.27        | 323.03        |
| <b>TREND</b>           |                    | <b>99.58</b>  | <b>134.96</b> | <b>140.75</b> | <b>95.77</b>  | <b>104.95</b> | <b>104.22</b> | <b>101.82</b> |
| OTHER WHITE AND BLENDS | 122.01             | 131.93        | 187.79        | 253.83        | 250.99        | 254.85        | 274.39        | 276.36        |
| <b>TREND</b>           |                    | <b>108.13</b> | <b>142.34</b> | <b>135.17</b> | <b>98.88</b>  | <b>101.54</b> | <b>107.67</b> | <b>100.72</b> |
| FORTIFIED WINE         | 201.20             | 208.17        | 232.61        | 297.10        | 317.72        | 346.88        | 354.58        | 372.98        |
| <b>TREND</b>           |                    | <b>103.46</b> | <b>111.74</b> | <b>127.72</b> | <b>106.94</b> | <b>109.18</b> | <b>102.22</b> | <b>105.19</b> |
| ALL VARIETIES          | 212.03             | 229.28        | 299.36        | 378.06        | 354.16        | 338.35        | 338.42        | 336.68        |
| <b>TREND</b>           |                    | <b>108.14</b> | <b>130.57</b> | <b>126.29</b> | <b>93.68</b>  | <b>95.54</b>  | <b>100.02</b> | <b>99.49</b>  |
| ALL RED VARIETIES      | 575.04             | 592.84        | 621.35        | 634.77        | 547.18        | 440.49        | 406.02        | 375.46        |
| <b>TREND</b>           |                    | <b>103.10</b> | <b>104.81</b> | <b>102.16</b> | <b>86.20</b>  | <b>80.50</b>  | <b>92.17</b>  | <b>92.47</b>  |
| ALL WHITE VARIETIES    | 145.39             | 155.74        | 215.89        | 291.14        | 287.97        | 297.57        | 310.51        | 316.37        |
| <b>TREND</b>           |                    | <b>107.12</b> | <b>138.62</b> | <b>134.86</b> | <b>98.91</b>  | <b>103.33</b> | <b>104.35</b> | <b>101.89</b> |



# RSA EXPORTS: WINE AND FLAVOURED GRAPE LIQUOR

| PRODUCT                             |            | DECEMBER          |                   |               | 6 MONTHS             |                      |               | 12 MONTHS            |                      |               | Litres |
|-------------------------------------|------------|-------------------|-------------------|---------------|----------------------|----------------------|---------------|----------------------|----------------------|---------------|--------|
|                                     |            | 2006              | 2007              | Trend         | JUL '06 -<br>DEC '06 | JUL '07 -<br>DEC '07 | Trend         | JAN '06 -<br>DEC '06 | JAN '07 -<br>DEC '07 | Trend         |        |
|                                     |            |                   |                   |               |                      |                      |               |                      |                      |               |        |
| Chardonnay                          | P          | 1 365 892         | 1 195 733         | 87.54         | 7 355 469            | 9 171 030            | 124.68        | 14 210 258           | 16 659 966           | 117.24        |        |
|                                     | B          | 293 539           | 1 115 978         | 380.18        | 2 012 358            | 3 221 528            | 160.09        | 3 857 979            | 5 113 877            | 132.55        |        |
| Sauvignon Blanc                     | P          | 1 132 154         | 835 971           | 73.84         | 6 620 861            | 7 251 313            | 109.52        | 12 057 012           | 13 248 406           | 109.88        |        |
|                                     | B          | 219 070           | 350 108           | 159.82        | 1 398 924            | 1 843 317            | 131.77        | 2 344 774            | 2 981 469            | 127.15        |        |
| Chenin Blanc                        | P          | 942 173           | 1 319 778         | 140.08        | 7 269 160            | 8 326 606            | 114.55        | 15 159 538           | 16 977 505           | 111.99        |        |
|                                     | B          | 1 541 782         | 1 515 962         | 98.33         | 10 292 863           | 11 883 655           | 115.46        | 19 721 745           | 22 330 066           | 113.23        |        |
| Other White                         | P          | 2 565 190         | 2 815 192         | 109.75        | 17 167 150           | 16 447 404           | 95.81         | 34 203 520           | 32 091 402           | 93.82         |        |
|                                     | B          | 686 882           | 2 563 196         | 373.16        | 6 832 584            | 12 687 777           | 185.70        | 14 307 555           | 19 045 947           | 133.12        |        |
| <b>TOTALS WHITE WINE</b>            | <b>P</b>   | <b>6 005 409</b>  | <b>6 166 674</b>  | <b>102.69</b> | <b>38 412 640</b>    | <b>41 196 353</b>    | <b>107.25</b> | <b>75 630 328</b>    | <b>78 977 279</b>    | <b>104.43</b> |        |
|                                     | <b>B</b>   | <b>2 741 273</b>  | <b>5 545 244</b>  | <b>202.29</b> | <b>20 536 729</b>    | <b>29 636 277</b>    | <b>144.31</b> | <b>40 232 053</b>    | <b>49 471 359</b>    | <b>122.97</b> |        |
|                                     | <b>P+B</b> | <b>8 746 682</b>  | <b>11 711 918</b> | <b>133.90</b> | <b>58 949 369</b>    | <b>70 832 630</b>    | <b>120.16</b> | <b>115 862 381</b>   | <b>128 448 638</b>   | <b>110.86</b> |        |
| Cabernet Sauvignon                  | P          | 1 130 380         | 1 016 807         | 89.95         | 6 288 605            | 7 096 327            | 112.84        | 12 152 601           | 13 330 308           | 109.69        |        |
|                                     | B          | 265 742           | 448 890           | 168.92        | 1 717 102            | 3 372 414            | 196.40        | 2 820 352            | 6 001 794            | 212.80        |        |
| Shiraz                              | P          | 1 473 375         | 1 343 998         | 91.22         | 6 741 593            | 8 103 895            | 120.21        | 11 081 617           | 14 820 049           | 133.74        |        |
|                                     | B          | 123 010           | 194 417           | 158.05        | 486 810              | 1 506 681            | 309.50        | 1 715 288            | 2 042 376            | 119.07        |        |
| Pinotage                            | P          | 818 615           | 826 670           | 100.98        | 3 935 090            | 4 153 295            | 105.55        | 7 801 033            | 8 667 236            | 111.10        |        |
|                                     | B          | 888 223           | 326 780           | 36.79         | 4 282 341            | 4 792 075            | 111.90        | 6 175 199            | 8 537 162            | 138.25        |        |
| Merlot                              | P          | 587 861           | 631 606           | 107.44        | 3 900 635            | 3 655 502            | 93.72         | 7 057 667            | 7 000 849            | 99.19         |        |
|                                     | B          | 410 070           | 148 955           | 36.32         | 826 433              | 1 296 395            | 156.87        | 1 485 720            | 2 120 188            | 142.70        |        |
| Other Red                           | P          | 5 183 516         | 5 252 873         | 101.34        | 28 025 107           | 31 553 846           | 112.59        | 55 463 415           | 59 216 859           | 106.77        |        |
|                                     | B          | 2 963 972         | 2 500 447         | 84.36         | 16 228 052           | 25 066 651           | 154.46        | 31 210 208           | 42 661 895           | 136.69        |        |
| <b>TOTALS RED WINE</b>              | <b>P</b>   | <b>9 193 747</b>  | <b>9 071 954</b>  | <b>98.68</b>  | <b>48 891 030</b>    | <b>54 562 865</b>    | <b>111.60</b> | <b>93 556 333</b>    | <b>103 035 301</b>   | <b>110.13</b> |        |
|                                     | <b>B</b>   | <b>4 651 017</b>  | <b>3 619 489</b>  | <b>77.82</b>  | <b>23 540 738</b>    | <b>36 034 216</b>    | <b>153.07</b> | <b>43 406 767</b>    | <b>61 363 415</b>    | <b>141.37</b> |        |
|                                     | <b>P+B</b> | <b>13 844 764</b> | <b>12 691 443</b> | <b>91.67</b>  | <b>72 431 768</b>    | <b>90 597 081</b>    | <b>125.08</b> | <b>136 963 100</b>   | <b>164 398 716</b>   | <b>120.03</b> |        |
| Blanc de Noir + Rosé                | P          | 510 609           | 391 390           | 76.65         | 2 839 293            | 3 903 074            | 137.47        | 7 075 430            | 8 756 918            | 123.77        |        |
|                                     | B          | 399 589           | 275 250           | 68.88         | 2 965 479            | 3 554 333            | 119.86        | 9 265 667            | 9 649 282            | 104.14        |        |
|                                     | P+B        | 910 198           | 666 640           | 73.24         | 5 804 772            | 7 457 407            | 128.47        | 16 341 097           | 18 406 200           | 112.64        |        |
| <b>TOTALS NATURAL WINE</b>          | <b>P</b>   | <b>15 709 765</b> | <b>15 630 018</b> | <b>99.49</b>  | <b>90 142 963</b>    | <b>99 662 292</b>    | <b>110.56</b> | <b>176 262 091</b>   | <b>190 769 498</b>   | <b>108.23</b> |        |
|                                     | <b>B</b>   | <b>7 791 879</b>  | <b>9 439 983</b>  | <b>121.15</b> | <b>47 042 946</b>    | <b>69 224 826</b>    | <b>147.15</b> | <b>92 904 487</b>    | <b>120 484 056</b>   | <b>129.69</b> |        |
|                                     | <b>P+B</b> | <b>23 501 644</b> | <b>25 070 001</b> | <b>106.67</b> | <b>137 185 909</b>   | <b>168 887 118</b>   | <b>123.11</b> | <b>269 166 578</b>   | <b>311 253 554</b>   | <b>115.64</b> |        |
| Fortified Wine                      | P          | 101 341           | 22 013            | 21.72         | 289 829              | 206 354              | 71.20         | 453 093              | 381 820              | 84.27         |        |
|                                     | B          | 0                 | 0                 | -             | 33 454               | 23 876               | 71.37         | 33 454               | 23 876               | 71.37         |        |
|                                     | P+B        | 101 341           | 22 013            | 21.72         | 323 283              | 230 230              | 71.22         | 486 547              | 405 696              | 83.38         |        |
| Sparkling wine                      | P          | 168 606           | 233 335           | 138.39        | 1 512 643            | 1 839 075            | 121.58        | 2 018 235            | 2 782 634            | 137.87        |        |
| <b>TOTALS ALL WINE</b>              | <b>P</b>   | <b>15 979 712</b> | <b>15 885 366</b> | <b>99.41</b>  | <b>91 945 435</b>    | <b>101 707 721</b>   | <b>110.62</b> | <b>178 733 419</b>   | <b>193 933 952</b>   | <b>108.50</b> |        |
|                                     | <b>B</b>   | <b>7 791 879</b>  | <b>9 439 983</b>  | <b>121.15</b> | <b>47 076 400</b>    | <b>69 248 702</b>    | <b>147.10</b> | <b>92 937 941</b>    | <b>120 507 932</b>   | <b>129.66</b> |        |
|                                     | <b>P+B</b> | <b>23 771 591</b> | <b>25 325 349</b> | <b>106.54</b> | <b>139 021 835</b>   | <b>170 956 423</b>   | <b>122.97</b> | <b>271 671 360</b>   | <b>314 441 884</b>   | <b>115.74</b> |        |
| OTHER(e.g. for vinegar, industrial) | P          | 0                 | 0                 | -             | 0                    | 0                    | -             | 0                    | 0                    | -             |        |
|                                     | B          | 0                 | 168 155           | -             | 0                    | 168 155              | -             | 0                    | 168 155              | -             |        |
|                                     | P+B        | 0                 | 168 155           | -             | 0                    | 168 155              | -             | 0                    | 168 155              | -             |        |
| Flavoured Grape Liquor              | P          | 73                | 0                 | 0.00          | 298                  | 0                    | 0.00          | 6 853                | 12 702               | 185.35        |        |
| <b>TOTALS ALL PRODUCTS</b>          | <b>P</b>   | <b>15 979 785</b> | <b>15 885 366</b> | <b>99.41</b>  | <b>91 945 733</b>    | <b>101 707 721</b>   | <b>110.62</b> | <b>178 740 272</b>   | <b>193 946 654</b>   | <b>108.51</b> |        |
|                                     | <b>B</b>   | <b>7 791 879</b>  | <b>9 608 138</b>  | <b>123.31</b> | <b>47 076 400</b>    | <b>69 416 857</b>    | <b>147.46</b> | <b>92 937 941</b>    | <b>120 676 087</b>   | <b>129.85</b> |        |
|                                     | <b>P+B</b> | <b>23 771 664</b> | <b>25 493 504</b> | <b>107.24</b> | <b>139 022 133</b>   | <b>171 124 578</b>   | <b>123.09</b> | <b>271 678 213</b>   | <b>314 622 741</b>   | <b>115.81</b> |        |

P=Packaged

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

B=Bulk



# RSA EXPORTS: SPIRITS

Litres

| PRODUCT                                 |            | DECEMBER       |                |              | 6 MONTHS             |                      |                | 12 MONTHS            |                      |               |
|---|------------|----------------|----------------|--------------|----------------------|----------------------|----------------|----------------------|----------------------|---------------|
|   |            | 2006           | 2007           | Trend        | JUL '06 -<br>DEC '06 | JUL '07 -<br>DEC '07 | Trend          | JAN '06 -<br>DEC '06 | JAN '07 -<br>DEC '07 | Trend         |
| Brandy                                  | P          | 9 257          | 15 424         | 166.62       | 100 422              | 107 960              | 107.51         | 165 699              | 198 464              | 119.77        |
|   | B          | 350            | 0              | 0.00         | 50 150               | 59 039               | 117.72         | 121 214              | 147 888              | 122.01        |
| Grape-, Cane- Unspecified spirit        | P          | 149            | 270            | 181.21       | 3 398                | 1 110                | 32.67          | 3 830                | 2 868                | 74.88         |
|   | B          | 0              | 0              | -            | 0                    | 2 041 904            | -              | 0                    | 2 041 904            | -             |
| Spirit aperitif, Spirit cooler, Bitters | P          | 198            | 1 200          | 606.06       | 7 208                | 6 429                | 89.19          | 19 464               | 11 429               | 58.72         |
|   | B          | 0              | 0              | -            | 0                    | 0                    | -              | 0                    | 0                    | -             |
| Whisky                                  | P          | 3 825          | 4 548          | 118.90       | 17 637               | 10 665               | 60.47          | 24 951               | 20 424               | 81.86         |
|   | B          | 0              | 0              | -            | 0                    | 4 000                | -              | 0                    | 4 000                | -             |
| Vodka                                   | P          | 26 694         | 3 582          | 13.42        | 86 199               | 66 494               | 77.14          | 138 792              | 185 420              | 133.60        |
|   | B          | 0              | 0              | -            | 35 100               | 36 000               | 102.56         | 169 938              | 101 056              | 59.47         |
| Rum                                     | P          | 720            | 270            | 37.50        | 1 260                | 270                  | 21.43          | 2 772                | 2 970                | 107.14        |
|   | B          | 0              | 0              | -            | 0                    | 0                    | -              | 0                    | 0                    | -             |
| Gin                                     | P          | 8 865          | 1 224          | 13.81        | 55 569               | 36 892               | 66.39          | 61 994               | 98 554               | 158.97        |
|   | B          | 0              | 0              | -            | 0                    | 24 600               | -              | 0                    | 24 600               | -             |
| Liqueur, Vermouth, Aperitif             | P          | 355 422        | 341 439        | 96.07        | 3 080 500            | 3 644 354            | 118.30         | 4 714 079            | 5 877 580            | 124.68        |
|   | B          | 0              | 0              | -            | 0                    | 440                  | -              | 0                    | 440                  | -             |
| <b>TOTALS SPIRITS</b>                   | P          | <b>405 130</b> | <b>367 957</b> | <b>90.82</b> | <b>3 352 193</b>     | <b>3 874 174</b>     | <b>115.57</b>  | <b>5 131 581</b>     | <b>6 397 709</b>     | <b>124.67</b> |
|   | B          | <b>350</b>     | <b>0</b>       | <b>0.00</b>  | <b>85 250</b>        | <b>2 165 983</b>     | <b>2540.74</b> | <b>291 152</b>       | <b>2 319 888</b>     | <b>796.80</b> |
|   | <b>P+B</b> | <b>405 480</b> | <b>367 957</b> | <b>90.75</b> | <b>3 437 443</b>     | <b>6 040 157</b>     | <b>175.72</b>  | <b>5 422 733</b>     | <b>8 717 597</b>     | <b>160.76</b> |

P=Packaged

B=Bulk

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

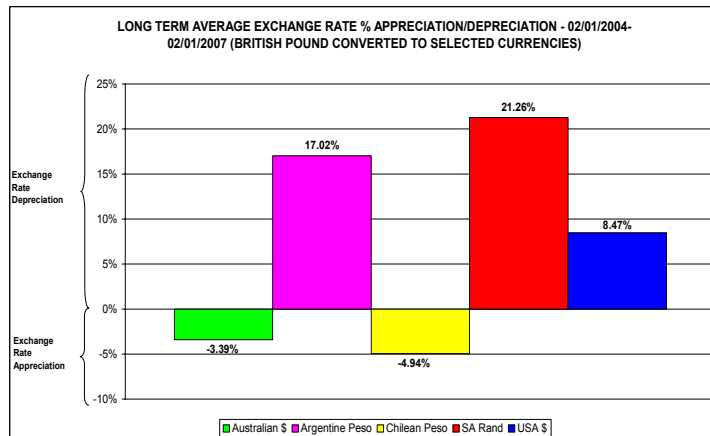
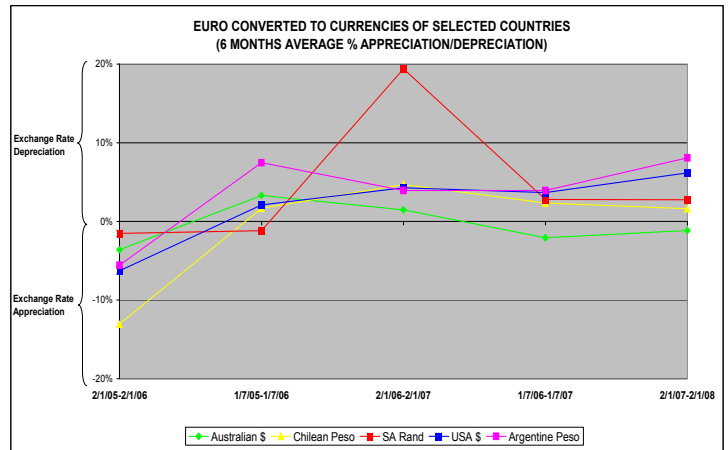
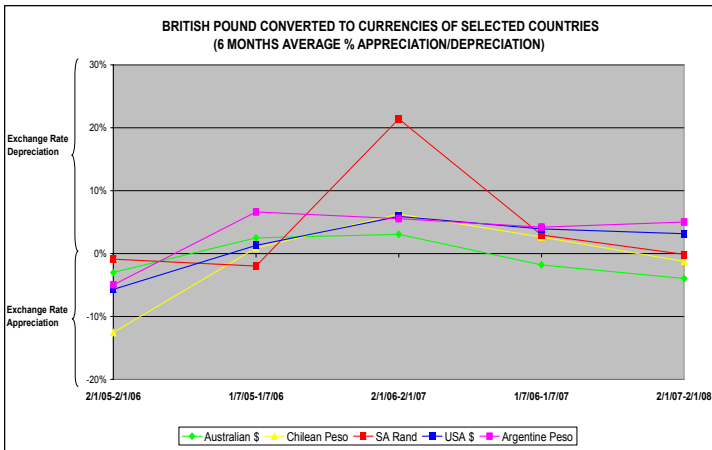


# EXCHANGE RATES — SELECTED COUNTRIES

| COMPARATIVE EXCHANGE RATES OF SELECTED COUNTRIES (Average rate during period) |               |                      |                   |                      |                 |                      |            |                      |         |                      |
|---|---------------|----------------------|-------------------|----------------------|-----------------|----------------------|------------|----------------------|---------|----------------------|
|   | Australian \$ | Ave %<br>movement    | Argentine<br>Peso | Ave %<br>movement    | Chilean<br>Peso | Ave %<br>movement    | SA<br>Rand | Ave %<br>movement    | USA \$  | Ave %<br>movement    |
| <b>2/1/05-1/7/05</b>  |               |                      |                   |                      |                 |                      |            |                      |         |                      |
| 1 USA\$   | 1.29407       |                      | 2.91935           |                      | 583.03552       |                      | 6.22545    |                      | 1.00000 |                      |
| 1 Pound   | 2.42450       |                      | 5.47121           |                      | 1092.58945      |                      | 11.65627   |                      | 1.87392 |                      |
| 1 Euro  | 1.66321       |                      | 3.75379           |                      | 749.53551       |                      | 7.99039    |                      | 1.28556 |                      |
| <b>1/7/05-2/1/06</b>  |               | <b>2/1/05-2/1/06</b> |                   | <b>2/1/05-2/1/06</b> |                 | <b>2/1/05-2/1/06</b> |            | <b>2/1/05-2/1/06</b> |         | <b>2/1/05-2/1/06</b> |
| 1 USA\$   | 1.33087       | 2.84%                | 2.94240           | 0.79%                | 540.6653        | -7.27%               | 6.53764    | 5.01%                | 1.00000 | 0.00%                |
| 1 Pound   | 2.35131       | -3.02%               | 5.19900           | -4.98%               | 955.50622       | -12.55%              | 11.55089   | -0.90%               | 1.76715 | -5.70%               |
| 1 Euro  | 1.60312       | -3.61%               | 3.54448           | -5.58%               | 651.55525       | -13.07%              | 7.8679     | -1.53%               | 1.20486 | -6.28%               |
| <b>2/1/06-1/7/06</b>  |               | <b>1/7/05-1/7/06</b> |                   | <b>1/7/05-1/7/06</b> |                 | <b>1/7/05-1/7/06</b> |            | <b>1/7/05-1/7/06</b> |         | <b>1/7/05-1/7/06</b> |
| 1 USA\$   | 1.34658       | 1.18%                | 3.09685           | 5.25%                | 538.31955       | -0.43%               | 6.31977    | -3.33%               | 1.00000 | 0.00%                |
| 1 Pound   | 2.40995       | 2.49%                | 5.54335           | 6.62%                | 964.08838       | 0.90%                | 11.32347   | -1.97%               | 1.79034 | 1.31%                |
| 1 Euro  | 1.65596       | 3.30%                | 3.80898           | 7.46%                | 662.41941       | 1.67%                | 7.77569    | -1.17%               | 1.23015 | 2.10%                |
| <b>1/7/06-2/1/07</b>  |               | <b>2/1/06-2/1/07</b> |                   | <b>2/1/06-2/1/07</b> |                 | <b>2/1/06-2/1/07</b> |            | <b>2/1/06-2/1/07</b> |         | <b>2/1/06-2/1/07</b> |
| 1 USA\$   | 1.31021       | -2.70%               | 3.08606           | -0.35%               | 540.65940       | 0.43%                | 7.25111    | 14.74%               | 1.00000 | 0.00%                |
| 1 Pound   | 2.48335       | 3.05%                | 5.85078           | 5.55%                | 1024.74717      | 6.29%                | 13.74547   | 21.39%               | 1.89600 | 5.90%                |
| 1 Euro  | 1.68028       | 1.47%                | 3.95842           | 3.92%                | 693.42925       | 4.68%                | 9.28316    | 19.39%               | 1.28276 | 4.28%                |
| <b>2/1/07-1/7/07</b>  |               | <b>1/7/06-1/7/07</b> |                   | <b>1/7/06-1/7/07</b> |                 | <b>1/7/06-1/7/07</b> |            | <b>1/7/06-1/7/07</b> |         | <b>1/7/06-1/7/07</b> |
| 1 USA\$   | 1.23810       | -5.50%               | 3.09427           | 0.27%                | 533.78055       | -1.27%               | 7.18397    | -0.93%               | 1.00000 | 0.00%                |
| 1 Pound   | 2.43876       | -1.80%               | 6.09637           | 4.20%                | 1051.56851      | 2.62%                | 14.15234   | 2.96%                | 1.97025 | 3.92%                |
| 1 Euro  | 1.64554       | -2.07%               | 4.11426           | 3.94%                | 709.60154       | 2.33%                | 9.54069    | 2.77%                | 1.32967 | 3.66%                |
| <b>1/7/07-2/1/08</b>  |               | <b>2/1/07-2/1/08</b> |                   | <b>2/1/07-2/1/08</b> |                 | <b>2/1/07-2/1/08</b> |            | <b>2/1/07-2/1/08</b> |         | <b>2/1/07-2/1/08</b> |
| 1 USA\$   | 1.15278       | -6.89%               | 3.14962           | 1.79%                | 510.97638       | -4.27%               | 6.95566    | -3.18%               | 1.00000 | 0.00%                |
| 1 Pound   | 2.34243       | -3.95%               | 6.40215           | 5.02%                | 1038.57312      | -1.24%               | 14.13438   | -0.13%               | 2.03269 | 3.17%                |
| 1 Euro  | 1.62652       | -1.16%               | 4.44706           | 8.09%                | 721.11267       | 1.62%                | 9.80275    | 2.75%                | 1.41191 | 6.18%                |
| <b>2/1/05-2/1/08</b>  |               | <b>2/1/05-2/1/08</b> |                   | <b>2/1/05-2/1/08</b> |                 | <b>2/1/05-2/1/08</b> |            | <b>2/1/05-2/1/08</b> |         | <b>2/1/05-2/1/08</b> |
| 1 USA\$   |               | -10.92%              |                   | 7.89%                |                 | -12.36%              |            | 11.73%               |         | 0.00%                |
| 1 Pound   |               | -3.39%               |                   | 17.02%               |                 | -4.94%               |            | 21.26%               |         | 8.47%                |
| 1 Euro  |               | -2.21%               |                   | 18.47%               |                 | -3.79%               |            | 22.68%               |         | 9.83%                |

**NOTE:** A negative average % movement indicates that the exchange rate of the country concerned appreciated against the USA\$, Pound or Euro, the reverse applies to a positive average % movement.

**SOURCE:** www.oanda.com



## Key trends

### **Australian drought presents threats and opportunities**

Although the cut in production may result in stronger prices for Australian bulk wine over the next year, it will also prove to be an opportunity for producers in the US as well as those in Latin American countries such as Argentina and Chile to take up the slack. In fact, Argentina is among the few winemaking countries whose currency has lost ground against the US dollar.

The weakening US dollar will continue to play a role in the next year and is a double-edged sword for Australian producers. Not only is the US one of Australia's major export markets (accounting for 29% of wine exports by volume and 31% by value in 2006), but it is also a key competitor. While US wineries will benefit from more expensive competitors both at home and abroad, Australian growers will be threatened (rendering smaller producers attractive acquisition targets) in 2008.

### **EU reforms to shake up the wine industry**

Following the agreement by EU agriculture ministers to overhaul the European wine industry, New World imports will face a more potent threat from EU countries, which will have a greater budget to step up the promotion of wine. The main aim of the reforms is to reduce surplus, bringing production back in line with consumption, thus making EU wines more competitive in the international market. The reforms include the abolition of crisis distillation and restrictions on sugar enrichment. With over one-third of the EU wine budget used to dispose of surplus wine, the intention in the future is to spend more on improving competitiveness and promoting EU wines. There are also incentives for those winemakers that opt to leave winemaking altogether and use land for other purposes. Legislation will come into force on 1 August 2008.

### **Marketing matters**

New World wines have been successful in appealing to novice wine drinkers through clear marketing and consumer education. Old World countries are now recognising the need for marketing to be more consumer-oriented. 'Critter' labelling (featuring, for example, kangaroos, penguins and crocodiles) is proving very successful in North America. Expect to see Old World producers introducing labels with irreverent names and attractive, attention-grabbing labels in order to draw new, younger consumers. Producers marketing wines to specific consumer segments are expected to reap rewards. Products designed to appeal to the increasingly large global population of financially-independent women and older baby-boomers are expected to be particularly successful. The use of novel packaging formats such as PET bottles and cartons will appeal to environmentally-aware consumers, and wines marketed with a health angle are also expected to be successful. The issue of healthy lifestyles will be one of the most significant marketing tools at the wine industry's disposal in 2008. Low-alcohol wine, organic/biodynamic wines and those containing extra antioxidants such as Red Heart, the first wine in the UK to extol its medicinal qualities, are expected to continue to add interest and potentially create new consumer bases this year.

### **Constellation targets premium brands**

Following the 2007 purchase of Flagstone in South Africa and Fortune's wine business, Constellation is expected to continue on an acquisition path in 2008. The company will most likely seek to plug its portfolio with a Champagne brand or premium wines possibly from Chile, Argentina or Spain.

### **Rémy Cointreau acquisition would complete Diageo's wine portfolio**

Diageo is also on the prowl and has stated its interest in a premium wine brand. Despite its focus on premium wines, one major absence from Diageo's wine portfolio is a Champagne brand. With Rémy Cointreau as good as putting itself up for sale following the announcement of its departure from Maxxium in March 2009, it would be no surprise if Diageo looks to acquire the company, whose major Champagne, Cognac and liqueur brands would greatly boost Diageo's portfolio.

### **Emerging markets represent a distinct opportunity**

China and Russia are expected to be the fastest-growing markets for still light grape wine in absolute volume terms over the next five years. With growing prosperity and low market penetration, the race is on among multinational wine producers to establish a foothold in these dynamic markets either by swallowing smaller, local companies or buying a stake in local wineries, particularly those with high-value brands. Crucially, companies will be looking to secure distribution networks and/or bottling plants which would incur lower taxes compared to those imposed on bottled wine imports.

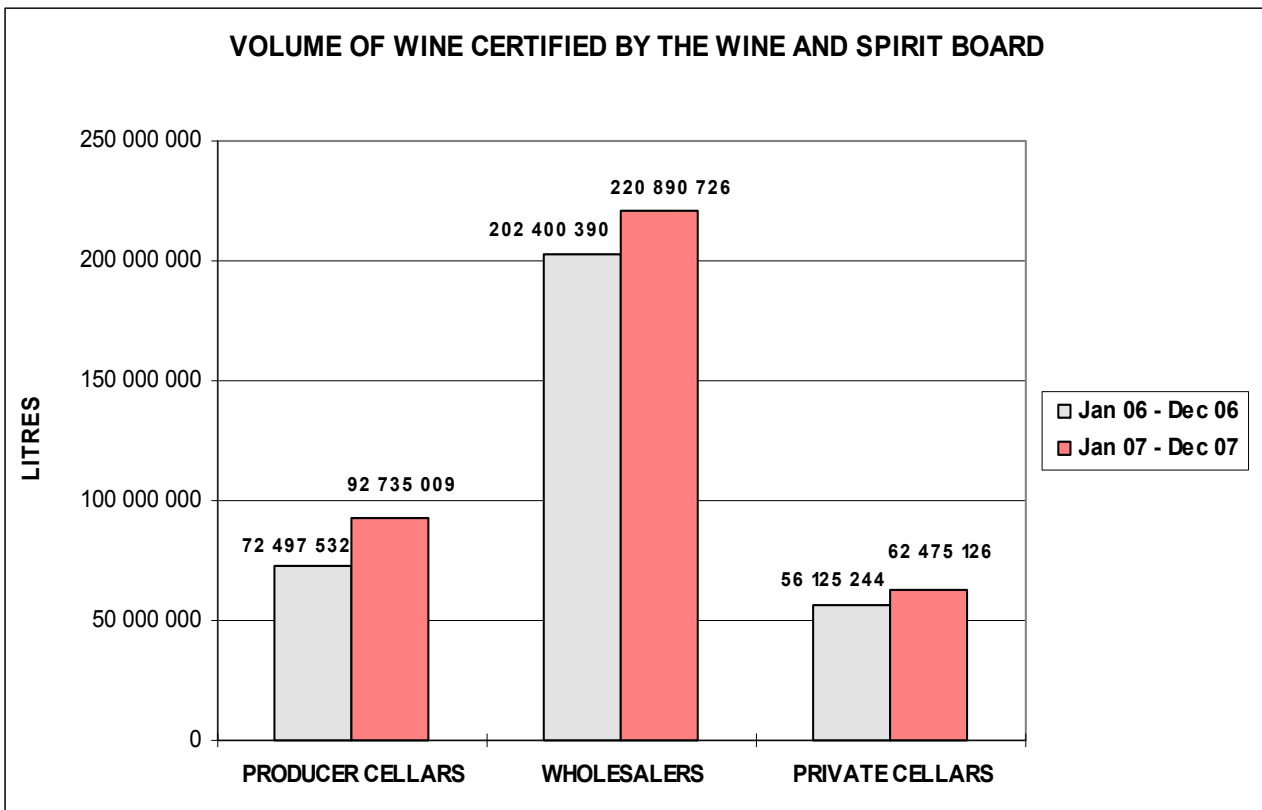


# VOLUME OF WINE CERTIFIED (LITRES)

|                         | 1 MONTH           |                   |            | 3 MONTHS          |                    |            | 6 MONTHS           |                    |            | 12 MONTHS          |                    |            |
|-------------------------|-------------------|-------------------|------------|-------------------|--------------------|------------|--------------------|--------------------|------------|--------------------|--------------------|------------|
|                         | Dec-06            | Dec-07            | Trend      | Oct-06            | Oct-07             | Trend      | Jul-06             | Jul-07             | Trend      | Jan-06             | Jan-07             | Trend      |
|                         |                   |                   |            | Dec-06            | Dec-07             |            | Dec-06             | Dec-07             |            | Dec-06             | Dec-07             |            |
| <b>PRODUCER CELLARS</b> |                   |                   |            |                   |                    |            |                    |                    |            |                    |                    |            |
| Estate Wine             | 0                 | 0                 |            | 0                 | 0                  |            | 0                  | 0                  |            | 0                  | 0                  |            |
| Wine of Origin          | 4 507 088         | 7 355 742         | 163        | 12 332 947        | 21 312 697         | 173        | 22 627 085         | 35 254 592         | 156        | 39 845 500         | 59 145 332         | 148        |
| Geographical Unit Wine  | 2 010 702         | 2 881 696         | 143        | 8 514 018         | 10 213 332         | 120        | 16 729 750         | 18 890 742         | 113        | 32 652 032         | 33 589 677         | 103        |
| <b>SUB TOTAL</b>        | <b>6 517 790</b>  | <b>10 237 438</b> | <b>157</b> | <b>20 846 965</b> | <b>31 526 029</b>  | <b>151</b> | <b>39 356 835</b>  | <b>54 145 334</b>  | <b>138</b> | <b>72 497 532</b>  | <b>92 735 009</b>  | <b>128</b> |
| <b>WHOLESALERS</b>      |                   |                   |            |                   |                    |            |                    |                    |            |                    |                    |            |
| Estate Wine             | 0                 | 0                 |            | 0                 | 0                  |            | 0                  | 0                  |            | 0                  | 0                  |            |
| Wine of Origin          | 1 634 363         | 1 782 726         | 109        | 7 126 249         | 7 434 598          | 104        | 15 862 718         | 16 534 459         | 104        | 30 886 672         | 31 291 097         | 101        |
| Geographical Unit Wine  | 14 525 651        | 11 796 058        | 81         | 42 192 359        | 46 767 760         | 111        | 86 422 339         | 94 144 675         | 109        | 171 513 718        | 189 599 629        | 111        |
| <b>SUB TOTAL</b>        | <b>16 160 014</b> | <b>13 578 784</b> | <b>84</b>  | <b>49 318 608</b> | <b>54 202 358</b>  | <b>110</b> | <b>102 285 057</b> | <b>110 679 134</b> | <b>108</b> | <b>202 400 390</b> | <b>220 890 726</b> | <b>109</b> |
| <b>PRIVATE CELLARS</b>  |                   |                   |            |                   |                    |            |                    |                    |            |                    |                    |            |
| Estate Wine             | 596 789           | 587 824           | 98         | 2 064 759         | 1 871 513          | 91         | 4 082 435          | 4 122 457          | 101        | 8 140 595          | 7 697 164          | 95         |
| Wine of Origin          | 3 050 590         | 2 123 348         | 70         | 9 571 406         | 9 776 461          | 102        | 18 239 586         | 20 224 571         | 111        | 32 858 585         | 35 809 281         | 109        |
| Geographical Unit Wine  | 1 439 460         | 1 262 054         | 88         | 4 276 107         | 5 692 213          | 133        | 8 096 657          | 10 820 771         | 134        | 15 126 064         | 18 968 681         | 125        |
| <b>SUB TOTAL</b>        | <b>5 086 839</b>  | <b>3 973 226</b>  | <b>78</b>  | <b>15 912 272</b> | <b>17 340 187</b>  | <b>109</b> | <b>30 418 678</b>  | <b>35 167 799</b>  | <b>116</b> | <b>56 125 244</b>  | <b>62 475 126</b>  | <b>111</b> |
| <b>TOTAL</b>            | <b>27 764 643</b> | <b>27 789 448</b> | <b>100</b> | <b>86 077 845</b> | <b>103 068 574</b> | <b>120</b> | <b>172 060 570</b> | <b>199 992 267</b> | <b>116</b> | <b>331 023 166</b> | <b>376 100 861</b> | <b>114</b> |

| <b>CERTIFIED BULK EXPORTS</b> | 1 MONTH   |            |       | 3 MONTHS   |            |       | 6 MONTHS   |            |       | 12 MONTHS   |             |       |
|-------------------------------|-----------|------------|-------|------------|------------|-------|------------|------------|-------|-------------|-------------|-------|
|                               | Dec-06    | Dec-07     | Trend | Oct-06     | Oct-07     | Trend | Jul-06     | Jul-07     | Trend | Jan-06      | Jan-07      | Trend |
|                               |           |            |       | Dec-06     | Dec-07     |       | Dec-06     | Dec-07     |       | Dec-06      | Dec-07      |       |
| (included in above figures)   | 8 908 431 | 12 226 943 | 137   | 26 976 224 | 38 536 355 | 143   | 52 577 256 | 71 816 241 | 137   | 105 387 607 | 131 833 645 | 125   |

\*The total volume of wine certified in the 2007 calendar year made up 51.0% of the 2007 wine production (46.6%-2006,52.9%-2005,44.1%-2004,38.5%-2003)



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Andries van Tonder - SALBA  
 Diaan de Villiers - SALBA  
 Paiter Botha - Vinpro  
 Bowen Botha - WCSA  
 Marius Erasmus - WCSA  
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Francois Malan - CEWPA  
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 Jan Booysen - Winetech  
 Su Birch - WOSA  
 Chris Albertyn - SALBA  
 Pierre Blake - OWB



# VOLUME OF WINE CERTIFIED (LITRES) OVERVIEW

Total wine certified increased more than threefold, from 1997 to 2007. The category “Geographical Unit wine “ displayed the strongest growth over this period and represented 64.4% of the total in 2007. “Wine of Origin” also experienced substantial growth during recent years; in 2007 it reached its highest level in the overview period and represented 33.6% of the total. Wholesalers is the grouping which showed the strongest growth during the overview period.

|                                     | 1997               | 1998               | 1999               | 2000               | 2001               | 2002               | 2003               | 2004               | 2005               | 2006               | 2007               | % Change<br>2007/1997 |
|-------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-----------------------|
| <b>Producer Cellars</b>             |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                       |
| Estate Wine                         | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  |                       |
| Wine of Origin                      | 26 489 205         | 26 856 733         | 29 317 424         | 38 052 069         | 32 888 944         | 37 470 813         | 30 888 044         | 36 628 362         | 36 015 947         | 39 845 500         | 59 145 332         | 123.3                 |
| Geographical Unit Wine              | 6 030 902          | 7 502 929          | 6 441 368          | 10 667 208         | 15 300 005         | 15 883 680         | 20 308 705         | 22 515 627         | 26 407 538         | 32 512 032         | 33 589 677         | 457.0                 |
| <b>Sub Total</b>                    | <b>32 520 107</b>  | <b>34 359 662</b>  | <b>35 758 792</b>  | <b>48 719 277</b>  | <b>48 188 949</b>  | <b>53 354 493</b>  | <b>51 196 749</b>  | <b>59 143 989</b>  | <b>62 423 485</b>  | <b>72 357 532</b>  | <b>92 735 009</b>  | <b>185.2</b>          |
| <b>Wholesalers</b>                  |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                       |
| Estate Wine                         | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  |                       |
| Wine of Origin                      | 29 490 527         | 26 362 442         | 25 119 296         | 25 984 838         | 34 231 763         | 31 697 811         | 26 488 154         | 23 627 119         | 28 517 282         | 30 881 762         | 31 291 097         | 6.1                   |
| Geographical Unit Wine              | 28 201 008         | 32 525 039         | 44 559 219         | 58 766 906         | 87 154 248         | 121 610 537        | 148 215 602        | 176 294 488        | 187 724 332        | 171 517 507        | 189 599 629        | 572.3                 |
| <b>Sub Total</b>                    | <b>57 691 535</b>  | <b>58 887 481</b>  | <b>69 678 515</b>  | <b>84 751 744</b>  | <b>121 386 011</b> | <b>153 308 348</b> | <b>174 703 756</b> | <b>199 921 607</b> | <b>216 241 614</b> | <b>202 399 269</b> | <b>220 890 726</b> | <b>282.9</b>          |
| <b>Private Cellars</b>              |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                       |
| Estate Wine                         | 13 793 609         | 11 316 380         | 11 133 808         | 12 278 798         | 11 755 706         | 11 446 085         | 10 237 928         | 9 746 030          | 7 912 707          | 8 140 595          | 7 697 164          | -44.2                 |
| Wine of Origin                      | 16 062 534         | 17 159 150         | 19 219 309         | 21 695 374         | 23 115 968         | 23 430 068         | 25 109 115         | 28 011 566         | 30 989 483         | 32 865 635         | 35 809 281         | 122.9                 |
| Geographical Unit Wine              | 3 778 436          | 6 428 593          | 10 510 076         | 13 476 900         | 3 190 871          | 5 858 452          | 9 752 347          | 10 603 202         | 14 936 675         | 15 118 459         | 18 968 681         | 402.0                 |
| <b>Sub Total</b>                    | <b>33 634 579</b>  | <b>34 904 123</b>  | <b>40 863 193</b>  | <b>47 451 072</b>  | <b>38 062 545</b>  | <b>40 734 605</b>  | <b>45 099 390</b>  | <b>48 360 798</b>  | <b>53 838 865</b>  | <b>56 124 689</b>  | <b>62 475 126</b>  | <b>85.7</b>           |
| <b>Total Estate</b>                 | <b>13 793 609</b>  | <b>11 316 380</b>  | <b>11 133 808</b>  | <b>12 278 798</b>  | <b>11 755 706</b>  | <b>11 446 085</b>  | <b>10 237 928</b>  | <b>9 746 030</b>   | <b>7 912 707</b>   | <b>8 140 595</b>   | <b>7 697 164</b>   | <b>-44.2</b>          |
| <b>Total Wine of Origin</b>         | <b>72 042 266</b>  | <b>70 378 325</b>  | <b>73 656 029</b>  | <b>85 732 281</b>  | <b>90 236 675</b>  | <b>92 598 692</b>  | <b>82 485 313</b>  | <b>88 267 047</b>  | <b>95 522 712</b>  | <b>103 592 897</b> | <b>126 245 710</b> | <b>75.2</b>           |
| <b>Total Geographical Unit Wine</b> | <b>38 010 346</b>  | <b>46 456 561</b>  | <b>61 510 663</b>  | <b>82 911 014</b>  | <b>105 645 124</b> | <b>143 352 669</b> | <b>178 276 654</b> | <b>209 413 317</b> | <b>229 068 545</b> | <b>219 147 998</b> | <b>242 157 987</b> | <b>537.1</b>          |
| <b>Total Wine Certified</b>         | <b>123 846 221</b> | <b>128 151 266</b> | <b>146 300 500</b> | <b>180 922 093</b> | <b>207 637 505</b> | <b>247 397 446</b> | <b>270 999 895</b> | <b>307 426 394</b> | <b>332 503 964</b> | <b>330 881 490</b> | <b>376 100 861</b> | <b>203.7</b>          |

Volume of Wine Certified

