



Wine Industry Information

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SAWIS

SA WYNBEDRYF-INLIGTING & -STELSLS
SA WINE INDUSTRY INFORMATION & SYSTEMS

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EDITORIAL

In this issue find the domestic packaged wine information (pages 12 to 19) for the 12 month period May 2008 to April 2009. On page 12 the trends for the sales of wine in glass, plastic, bag-in-box, foil bags and tetra packs for the total market are shown. The sales of wine in glass and plastic containers showed positive growth of 2,1% and 1,6% respectively when compared to the previous corresponding 12 months. Sparkling wine sales grew with 1,8% during this period.

The sales of wine in bag-in-box, foil bags and tetra packs showed negative growth. Sales of wine in foil bags declined by 52.4%, now only constituting 3,3% of total packaged wine, compared to 6,7% in the corresponding previous period and 16,8% in 2003. The four month trend for the period January to April 2009 compared to the corresponding period in 2008 for all packaging types as well as sparkling wine are negative.

The statistics on page 16 with regard to wine sold in 750ml bottles indicate that the volumes for white and red wine in total declined. However, sales of Chardonnay (+4,4%), Sauvignon Blanc (+5,3%), Chenin blanc (+16,4%), Shiraz (+2,7%) and Merlot (+15,3%) grew during this period. The category Rosé/Blanc Noir came out tops with a growth rate of 24% for the twelve month period. Cap Classique declined, in contrast to other sparkling wine which increased by 5%. The four month trend for the period January to April 2009 compared to the corresponding period in 2008 is only positive for Chardonnay, Chenin blanc and Rosé/Blanc Noir. Volume sales for Sauvignon Blanc are stagnant.

SAWIS greetings till July

Robin

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DOMESTIC SALES AND EXPORTS OF NATURAL WINE

DOMESTIC SALES OF NATURAL WINE

GROSS LITRES

	1 MONTH		3 MONTHS				6 MONTHS				12 MONTHS				MARKET SHARE	
	APR 2008	APR 2009	FEB 2008	APR 2008	FEB 2009	APR 2009	NOV 2007	APR 2008	NOV 2008	APR 2009	MAY 2007	APR 2008	MAY 2008	APR 2009	MAY 2008	APR 2009
	Trend		Trend		Trend		Trend		Trend		Trend		Trend		Trend	
Wholesalers	12 651 722	12 363 062	38 959 148	34 722 012	89.12	85 026 808	78 385 148	168 281 887	162 584 820	96.61	53.13					
Private Cellars	3 324 327	2 805 000	9 402 128	9 620 076	102.32	20 355 847	21 116 955	39 335 667	41 541 651	105.61	13.58					
Producer Cellars	8 508 485	6 810 965	24 549 503	23 476 819	95.63	51 015 970	50 041 021	107 362 454	101 868 205	94.88	33.29					
TOTAL	24 484 534	21 979 027	72 910 779	67 818 907	93.02	156 398 625	149 543 124	314 980 008	305 994 676	97.15	100.00					

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

EXPORT OF NATURAL WINE

GROSS LITRES

	1 MONTH		3 MONTHS				6 MONTHS				12 MONTHS				MARKET SHARE	
	APR 2008	APR 2009	FEB 2008	APR 2008	FEB 2009	APR 2009	NOV 2007	APR 2008	NOV 2008	APR 2009	MAY 2007	APR 2008	MAY 2008	APR 2009	MAY 2008	APR 2009
	Trend		Trend		Trend		Trend		Trend		Trend		Trend		Trend	
TOTAL	34 514 941	29 971 160	92 661 955	90 787 727	97.98	172 192 496	172 637 921	345 017 676	403 338 874	116.90	100.00					

DOMESTIC SALES AND EXPORT OF NATURAL WINE

GROSS LITRES

	1 MONTH		3 MONTHS				6 MONTHS				12 MONTHS				MARKET SHARE	
	APR 2008	APR 2009	FEB 2008	APR 2008	FEB 2009	APR 2009	NOV 2007	APR 2008	NOV 2008	APR 2009	MAY 2007	APR 2008	MAY 2008	APR 2009	MAY 2008	APR 2009
	Trend		Trend		Trend		Trend		Trend		Trend		Trend		Trend	
TOTAL	58 999 475	51 950 187	165 572 734	158 606 634	95.79	328 591 121	322 181 045	659 997 684	709 333 550	107.48	100.00					

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

PRICE RANGES IN WHICH WINE WERE SOLD IN BULK FOR THE PERIOD APRIL 2009

TYPE	PRICE RANGE R / HL OF C / ℓ	ORANGE RIVER		OLIFANTS RIVER		MALMESBURY		LITTLE KAROO		PAARL		ROBERTSON		STELLENBOSCH		WORCESTER		BREEDKLOOF		INDUSTRY 2009		INDUSTRY %				
		LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	2008	2007	
Cabernet Sauvignon	< 100																								0.2	
	100 - < 150																								0.1	
	150 - < 200																								0.4	
	200 - < 250																								0.5	
	250 - < 300																								6.6	
	300 - < 350			109 926	28.6																					32.9
	350 - < 400			25 400	6.6																					11.2
	400 - < 450			6 920	1.8																					6.2
	450 - < 500			24 600	6.4																					3.7
	500 - < 550								10 560	100.0																18.8
	550 - < 600			137 009	35.7																					10.4
	600 - < 650																									3.3
	650 - < 700			79 870	20.8																					3.2
700 - < 750																									1.3	
750 - < 800																									0.0	
800 - < 850																									0.3	
850 - < 900																									0.0	
950 - < 1000																									0.1	
> 1000																									0.7	
TOTAL ℓ			383 725	100.0		76 920	100.0	10 560	100.0	1 264 364	100.0	1 326 878	100.0	671 296	100.0	850 527	100.0	1 263 813	100.0	5 848 083	100.0	100.0	100.0	484.03	451.74	
AVE PRICE			499.99			602.50		500.00		561.67		539.06		521.23		356.05		405.53		405.53					430.49	
Cabernet Franc	150 - < 200																								2.1	
	200 - < 250																								3.0	
	250 - < 300																								0.0	
	300 - < 350																								8.2	
	350 - < 400			15 700	100.0																					5.8
	400 - < 450																									22.1
	450 - < 500																								4.3	
	500 - < 550																									12.5
	550 - < 600																									11.8
	600 - < 650																									5.9
	650 - < 700																									9.5
	950 - < 1000																									7.2
	TOTAL ℓ			15 700	100.0						67 641	100.0		41 296	100.0	89 588	100.0	61 600	100.0	275 825	100.0	100.0	100.0	413.11	396.56	
AVE PRICE			380.00							577.65		346.28		368.89		350.00		350.00		350.00					436.73	
Ruby Cabernet	100 - < 150																								3.1	
	150 - < 200																								1.7	
	200 - < 250																								22.3	
	250 - < 300																								15.7	
	300 - < 350			26 220	40.7																					18.2
	350 - < 400																								22.9	
	400 - < 450																								9.6	
	450 - < 500																									17.0
	500 - < 550																									3.1
	550 - < 600			38 253	59.3																					0.9
	TOTAL ℓ			64 473	100.0						14 560	100.0		56 720	100.0	332 116	100.0	1 027 350	100.0	2 142 201	100.0	100.0	100.0	392.35	352.88	
	AVE PRICE			470.36							485.89		400.97		432.22		327.23		399.55		399.55					302.83

TYPE	PRICE RANGE R / HL OF C / ¢	ORANGE RIVER		OLIFANTS RIVER		MALMESBURY		LITTLE KAROO		PAARL		ROBERTSON		STELLENBOSCH		WORCESTER		BREDEKLOOF		INDUSTRY 2009		INDUSTRY %	
		LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	2008	2007
Sauvignon Blanc*	150 - < 200																						0.2
	200 - < 250	468 650	36.7	23 600	1.4	205 216	16.0	151 850	19.6	66 978	2.5	999 304	33.1	390 800	31.2	495 750	11.4	1 154 246	20.8	721 406	3.3	2.4	1.0
	250 - < 300	810 030	63.3	266 650	15.6	177 094	13.8	476 900	61.6	234 559	8.8	795 640	26.4	192 650	15.4	2 565 973	58.9	7 478 060	34.2	4 512 662	20.6	37.1	1.8
	300 - < 350			1 300 833	76.3	418 075	32.6	144 900	18.7	272 600	10.3	675 582	22.4	168 600	13.5	1 087 655	25.2	1 956 309	35.3	7 478 060	34.2	34.7	33.7
	350 - < 400			112 940	6.6	289 800	22.6	118 500	9.2	780 260	29.4	546 477	18.1	364 350	29.1	175 877	4.0	925 710	16.7	2 911 174	13.3	7.1	16.4
	400 - < 450					118 500	9.2	118 500	9.2	263 180	9.9	25 820	2.1	25 820	2.1	175 877	4.0	925 710	16.7	2 911 174	13.3	7.1	6.1
	450 - < 500					58 340	4.5	58 340	4.5	725 330	27.3	68 660	5.5	68 660	5.5	175 877	4.0	925 710	16.7	2 911 174	13.3	7.1	3.7
	500 - < 550					3 200	0.2	3 200	0.2	220 791	8.3	41 440	3.3	41 440	3.3	175 877	4.0	925 710	16.7	2 911 174	13.3	7.1	2.1
	550 - < 600									39 460	1.5	39 460	1.5	39 460	1.5	175 877	4.0	925 710	16.7	2 911 174	13.3	7.1	0.5
	600 - < 650									50 220	1.9	50 220	1.9	50 220	1.9	175 877	4.0	925 710	16.7	2 911 174	13.3	7.1	0.1
	650 - < 700									12 520	1.0	12 520	1.0	12 520	1.0	175 877	4.0	925 710	16.7	2 911 174	13.3	7.1	0.2
	> 1000																						0.1
TOTAL ¢		1 278 680	100.0	1 704 023	100.0	1 282 705	100.0	773 650	100.0	2 653 378	100.0	3 017 003	100.0	1 252 320	100.0	4 359 195	100.0	5 536 355	100.0	21 857 309	100.0	100.0	100.0
AVE PRICE		243.46		314.45		354.89		316.94		442.73		328.98		366.45		331.03		345.42		344.47		323.17	323.17
		511 550	28.9	93 000	7.4	21 065	335.00			159 519	335.00								180 584		335.00	450.00	
		1 260 000	71.1	620 790	49.2			312 950	42.5	13 200	19.5	624 926	36.9	444 624	17.4	1 067 860	37.7	444 624	17.4	646 810	5.8	3.8	1.4
250 - < 300				548 785	43.5	165 560	64.2	301 600	41.0	44 550	66.0	271 900	16.1	1 174 470	41.5	1 576 650	61.7	4 083 515	36.5	4 344 350	38.9	54.4	54.1
300 - < 350												543 400	32.1	382 459	15.0	250 800	8.9	382 459	15.0	1 176 659	10.5	8.7	12.7
350 - < 400								121 750	16.5	9 800	14.5	249 320	14.7	336 050	11.9	109 650	4.3	901 270	8.1	17 760	0.2	0.0	0.0
400 - < 450								7 960	3.1			2 500	0.1					17 760	0.2	2 500	0.0	0.5	0.0
450 - < 500																							0.0
450 - < 550																							0.0
850 - < 900																							0.1
TOTAL ¢		1 771 550	100.0	1 262 575	100.0	2 58 020	100.0	736 300	100.0	67 550	100.0	1 692 046	100.0	2 829 180	100.0	2 555 643	100.0	11 172 864	100.0	21 857 309	100.0	100.0	100.0
AVE PRICE		245.10		290.77		357.71		323.52		338.06		333.69		322.31		327.45		377.45		310.39		297.23	297.46
																							0.0
										56 050	21.2									115 950	25.0	37.8	54.5
										208 740	78.8									47 000	10.1	29.0	18.3
										264 790	100.0									300 240	64.8	1.7	0.0
TOTAL ¢																				463 190	100.0	100.0	100.0
AVE PRICE										392.03										390.29		317.82	317.82

RSA EXPORTS: WINE AND FLAVOURED GRAPE LIQUOR (LITRES)

PRODUCT		MAY			6 MONTHS			12 MONTHS		
		2008	2009	Trend	DEC '07 - MAY '08	DEC '08 - MAY '09	Trend	JUN '07 - MAY '08	JUN '08 - MAY '09	Trend
Chardonnay	P	1 238 739	1 659 153	133.94	7 522 300	8 116 982	107.91	16 910 934	17 742 596	104.92
	B	420 550	602 610	143.29	5 358 510	2 645 723	49.37	7 764 480	9 297 871	119.75
Sauvignon Blanc	P	1 376 506	1 233 949	89.64	6 357 039	7 219 625	113.57	14 032 689	16 373 713	116.68
	B	238 350	88 560	37.16	2 106 349	954 978	45.34	3 913 061	3 234 715	82.66
Chenin Blanc	P	1 394 733	1 816 079	130.21	8 039 760	9 441 627	117.44	17 030 017	20 004 733	117.47
	B	2 575 082	1 270 054	49.32	9 339 341	9 157 071	98.05	21 459 774	23 771 447	110.77
Other White	P	3 273 422	3 597 643	109.90	17 219 370	19 751 330	114.70	33 922 606	42 069 355	124.02
	B	2 804 403	3 704 076	132.08	17 228 129	14 665 722	85.13	29 062 606	38 783 626	133.45
TOTALS WHITE WINE	P	7 283 400	8 306 824	114.05	39 138 469	44 529 564	113.77	81 896 246	96 190 397	117.45
	B	6 038 385	5 665 300	93.82	34 032 329	27 423 494	80.58	62 199 921	75 087 659	120.72
	P+B	13 321 785	13 972 124	104.88	73 170 798	71 953 058	98.34	144 096 167	171 278 056	118.86
Cabernet Sauvignon	P	1 160 797	1 106 919	95.36	6 299 894	6 574 153	104.35	13 417 477	14 347 245	106.93
	B	385 420	366 204	95.01	2 521 414	2 389 567	94.77	5 927 789	7 115 381	120.03
Shiraz	P	1 232 998	1 339 747	108.66	7 688 116	8 590 537	111.74	15 527 494	18 370 939	118.31
	B	612 118	120 080	19.62	2 624 909	1 559 811	59.42	4 010 465	2 554 879	63.71
Pinotage	P	823 379	837 435	101.71	4 481 949	4 604 351	102.73	8 524 234	9 680 807	113.57
	B	585 724	495 250	84.55	2 952 528	4 117 138	139.44	8 057 873	8 607 188	106.82
Merlot	P	662 752	907 659	136.95	3 934 438	4 686 431	119.11	7 699 304	9 194 464	119.42
	B	462 380	142 480	30.81	1 861 524	1 199 553	64.44	3 153 184	2 021 734	64.12
Other Red	P	4 657 934	5 368 799	115.26	29 311 503	33 766 446	115.20	60 682 586	71 447 284	117.74
	B	2 960 797	2 527 519	85.37	27 433 625	24 183 023	88.15	53 137 242	64 707 421	121.77
TOTALS RED WINE	P	8 537 860	9 560 559	111.98	51 715 900	58 221 918	112.58	105 851 095	123 040 739	116.24
	B	5 006 439	3 651 533	72.94	37 394 000	33 449 092	89.45	74 286 553	85 006 603	114.43
	P+B	13 544 299	13 212 092	97.55	89 109 900	91 671 010	102.87	180 137 648	208 047 342	115.49
Blanc de Noir + Rosé	P	1 605 989	1 240 249	77.23	5 539 805	6 056 095	109.32	10 252 850	13 110 097	127.87
	B	1 369 198	2 044 793	149.34	4 373 059	5 248 712	120.02	9 210 868	11 444 270	124.25
	P+B	2 975 187	3 285 042	110.41	9 912 864	11 304 807	114.04	19 463 718	24 554 367	126.15
TOTALS NATURAL WINE	P	17 427 249	19 107 632	109.64	96 394 174	108 807 577	112.88	198 000 191	232 341 233	117.34
	B	12 414 022	11 361 626	91.52	75 799 388	66 121 298	87.23	145 697 342	171 538 532	117.74
	P+B	29 841 271	30 469 258	102.10	172 193 562	174 928 875	101.59	343 697 533	403 879 765	117.51
Fortified Wine	P	9 397	8 749	93.10	129 731	126 320	97.37	346 487	364 157	105.10
	B	0	0	-	0	20 200	-	23 876	44 280	185.46
	P+B	9 397	8 749	93.10	129 731	146 520	112.94	370 363	408 437	110.28
Sparkling wine	P	380 795	448 694	117.83	1 477 507	2 535 848	171.63	3 175 424	4 805 639	151.34
TOTALS ALL WINE	P	17 817 441	19 565 075	109.81	98 001 412	111 469 745	113.74	201 522 102	237 511 029	117.86
	B	12 414 022	11 361 626	91.52	75 799 388	66 141 498	87.26	145 721 218	171 582 812	117.75
	P+B	30 231 463	30 926 701	102.30	173 800 800	177 611 243	102.19	347 243 320	409 093 841	117.81
OTHER(e.g. for vinegar, industrial)	P	0	0	-	0	0	-	0	0	-
	B	96 045	125 510	130.68	696 676	711 594	102.14	696 676	1 938 137	278.20
	P+B	96 045	125 510	130.68	696 676	711 594	102.14	696 676	1 938 137	278.20
Flavoured Grape Liquor	P	1 947	0	0.00	2 469	117	4.74	2 877	13 170	457.77
TOTALS ALL PRODUCTS	P	17 819 388	19 565 075	109.80	98 003 881	111 469 862	113.74	201 524 979	237 524 199	117.86
	B	12 510 067	11 487 136	91.82	76 496 064	66 853 092	87.39	146 417 894	173 520 949	118.51
	P+B	30 329 455	31 052 211	102.38	174 499 945	178 322 954	102.19	347 942 873	411 045 148	118.14

P=Packaged

B=Bulk

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

DOMESTIC PACKAGED WINE INFORMATION

1. QUANTITY NATURAL AND SPARKLING WINE SOLD IN UNDERMENTIONED CONTAINERS

1.1 Total Market

TYPE OF CONTAINER	CONTAINER SIZE	LITRES		TREND (b / a)	LITRES		TREND (d / c)
		JAN 2008 - APR 2008 (a)	JAN 2009 - APR 2009 (b)		MAY 2007 - APR 2008 (c)	MAY 2008 - APR 2009 (d)	
GLASS	< 750 ml	407 051	350 655	86.1	1 431 207	1 225 593	85.6
	% of glass	0.9	0.8		1.0	0.9	
	750 ml	25 293 094	22 317 473	88.2	79 921 321	80 005 094	100.1
	% of glass	57.4	53.8		57.3	56.1	
	1 l	6 222 901	6 344 205	101.9	20 552 199	20 771 288	101.1
	% of glass	14.1	15.3		14.7	14.6	
	1,5 l - 2 l	9 525 281	10 484 501	110.1	29 339 912	33 139 478	113.0
	% of glass	21.6	25.3		21.0	23.3	
	4,5 l	2 600 465	1 994 090	76.7	8 064 495	6 886 193	85.4
	% of glass	5.9	4.8		5.8	4.8	
	OTHER	12 033	18 869	156.8	262 631	496 858	189.2
% of glass	0.0	0.0		0.2	0.3		
TOTAL		44 060 824	41 509 791	94.2	139 571 765	142 524 502	102.1
As % of total natural wine		46.8	46.6		45.4	47.6	
PLASTIC	< 750 ml	383 540	404 260	105.4	996 634	1 253 334	125.8
	% of plastic	1.8	2.0		1.5	1.9	
	750 ml	181 528	189 287	104.3	642 934	685 450	106.6
	% of plastic	0.8	0.9		1.0	1.0	
	1 l	9 851 725	9 594 907	97.4	30 642 395	29 921 771	97.6
	% of plastic	46.1	46.5		47.5	45.6	
	5 l	8 038 230	7 522 140	93.6	23 886 040	24 499 755	102.6
	% of plastic	37.6	36.5		37.0	37.4	
	OTHER	2 910 050	2 922 987	100.4	8 379 373	9 196 614	109.8
	% of plastic	13.6	14.2		13.0	14.0	
	TOTAL		21 365 073	20 633 581	96.6	64 547 375	65 556 924
As % of total natural wine		22.7	23.1		21.0	21.9	
BAG-IN-BOX	2 l	2 354 518	2 280 304	96.8	7 662 916	7 557 414	98.6
	% of bag-in-box	9.9	9.7		9.9	9.8	
	3 l	2 688 597	3 368 742	125.3	8 214 834	10 074 399	122.6
	% of bag-in-box	11.3	14.3		10.6	13.0	
	5 l	18 490 170	17 395 100	94.1	59 961 815	58 358 950	97.3
	% of bag-in-box	77.7	74.1		77.2	75.5	
	OTHER	256 591	438 457	170.9	1 794 254	1 328 893	74.1
	% of bag-in-box	1.1	1.9		2.3	1.7	
TOTAL		23 789 876	23 482 603	98.7	77 633 819	77 319 656	99.6
As % of total natural wine		25.3	26.3		25.2	25.8	
FOIL BAGS	2 l	698 032	775 272	111.1	2 827 078	2 390 780	84.6
	% of foil bags	21.3	34.4		13.7	24.3	
	5 l	2 519 980	1 464 335	58.1	17 211 775	7 354 080	42.7
	% of foil bags	76.8	65.0		83.3	74.8	
	OTHER	65 252	13 584	20.8	622 910	82 340	13.2
	% of foil bags	2.0	0.6		3.0	0.8	
TOTAL		3 283 264	2 253 191	68.6	20 661 763	9 827 200	47.6
As % of total natural wine		3.5	2.5		6.7	3.3	
TETRA PACKS	500 ml	144 938	20 633	14.2	600 570	150 350	25.0
	% of tetra packs	8.5	1.6		11.7	3.5	
	1 l	1 238 617	1 219 785	98.5	3 877 344	4 108 301	106.0
	% of tetra packs	72.5	96.7		75.4	94.3	
	OTHER	324 384	20 926	6.5	666 753	99 135	14.9
	% of tetra packs	19.0	1.7		13.0	2.3	
TOTAL		1 707 938	1 261 344	73.9	5 144 667	4 357 786	84.7
As % of total natural wine		1.8	1.4		1.7	1.5	
TOTAL NATURAL WINE		94 206 976	89 140 509	94.6	307 559 389	299 586 068	97.4
TOTAL SPARKLING		2 066 655	1 883 366	91.1	9 367 077	9 539 379	101.8
PRICE RANGE- R / 5l BAG-IN-BOX	LESS THAN R33	34 200	34 490	100.8	375 585	140 450	37.4
	% of bag-in-box	0.2	0.2		0.6	0.2	
	MORE THAN R33	18 455 970	17 360 610	94.1	59 582 835	58 198 750	97.7
	% of bag-in-box	99.8	99.8		99.4	99.7	

1.2 Producer Cellar and Producer Cellar Bound Wholesalers

TYPE OF CONTAINER	CONTAINER SIZE	LITRES		TREND (b / a)	LITRES		TREND (d / c)
		JAN 2008 - APR 2008 (a)	JAN 2009 - APR 2009 (b)		MAY 2007 - APR 2008 (c)	MAY 2008 - APR 2009 (d)	
GLASS	< 750 ml	28 865	41 586	144.1	164 327	120 843	73.5
	% of glass	0.6	1.0		1.1	0.8	
	750 ml	4 487 879	3 676 755	81.9	13 822 221	13 065 716	94.5
	% of glass	92.9	89.3		91.5	91.3	
	1 l	46 961	40 421	86.1	237 430	136 418	57.5
	% of glass	1.0	1.0		1.6	1.0	
	1,5 l - 2 l	262 778	347 800	132.4	639 490	958 315	149.9
	% of glass	5.4	8.4		4.2	6.7	
	4,5 l	0	0	0.0	0	0	0.0
	% of glass	0.0	0.0		0.0	0.0	
	OTHER	5 520	10 955	198.5	239 040	32 102	13.4
% of glass	0.1	0.3		1.6	0.2		
TOTAL		4 832 002	4 117 516	85.2	15 102 509	14 313 394	94.8
As % of total natural wine		14.7	12.9		14.1	14.0	
PLASTIC	< 750 ml	156 387	210 853	134.8	534 979	524 671	98.1
	% of plastic	1.1	1.6		1.2	1.2	
	750 ml	175 331	185 067	105.6	605 708	594 137	98.1
	% of plastic	1.2	1.4		1.4	1.4	
	1 l	7 976 418	7 909 108	99.2	24 438 809	24 536 309	100.4
	% of plastic	56.3	58.6		55.6	58.2	
	5 l	3 823 470	3 352 495	87.7	12 548 780	10 683 065	85.1
	% of plastic	27.0	24.8		28.6	25.3	
	OTHER	2 033 471	1 841 635	90.6	5 821 138	5 809 423	99.8
	% of plastic	14.4	13.6		13.2	13.8	
	TOTAL		14 165 077	13 499 157	95.3	43 949 415	42 147 605
As % of total natural wine		43.1	42.3		41.0	41.3	
BAG-IN-BOX	2 l	474 004	392 322	82.8	1 370 164	1 398 850	102.1
	% of bag-in-box	4.0	3.1		3.5	3.5	
	3 l	2 602 056	3 304 014	127.0	7 840 350	9 840 084	125.5
	% of bag-in-box	21.9	26.1		20.2	24.9	
	5 l	8 689 825	8 859 795	102.0	29 249 740	27 933 710	95.5
	% of bag-in-box	73.1	69.9		75.2	70.6	
	OTHER	123 127	126 181	102.5	424 904	407 379	95.9
	% of bag-in-box	1.0	1.0		1.1	1.0	
TOTAL		11 889 012	12 682 312	106.7	38 885 158	39 580 023	101.8
As % of total natural wine		36.2	39.7		36.2	38.8	
FOIL BAGS	2 l	643 346	708 982	110.2	2 457 150	2 262 356	92.1
	% of foil bags	55.4	75.3		37.2	66.8	
	5 l	517 435	233 070	45.0	4 142 800	1 124 770	27.1
	% of foil bags	44.6	24.7		62.8	33.2	
	OTHER	0	0	0.0	9	0	0.0
	% of foil bags	0.0	0.0		0.0	0.0	
TOTAL		1 160 781	942 052	81.2	6 599 959	3 387 126	51.3
As % of total natural wine		3.5	3.0		6.2	3.3	
TETRA PACKS	500 ml	130 699	7 419	5.7	539 713	110 121	20.4
	% of tetra packs	15.8	1.1		19.6	4.3	
	1 l	655 184	650 418	99.3	2 031 343	2 363 272	116.3
	% of tetra packs	79.0	95.8		73.7	91.9	
	OTHER	42 972	20 926	48.7	183 403	99 135	54.1
	% of tetra packs	5.2	3.1		6.7	3.9	
TOTAL		828 854	678 763	81.9	2 754 459	2 572 528	93.4
As % of total natural wine		2.5	2.1		2.6	2.5	
TOTAL NATURAL WINE		32 875 726	31 919 800	97.1	107 291 499	102 000 676	95.1
TOTAL SPARKLING		160 353	225 686	140.7	795 794	978 570	123.0
PRICE RANGE- R / 5l BAG-IN-BOX	LESS THAN R33	0	0	0.0	289 120	210	0.1
	% of bag-in-box	0.0	0.0		1.0	0.0	
	MORE THAN R33	8 689 825	8 859 795	102.0	28 957 225	27 913 750	96.4
	% of bag-in-box	100.0	100.0		99.0	99.9	

1.3 Private Cellars

TYPE OF CONTAINER	CONTAINER SIZE	LITRES		TREND (b / a)	LITRES		TREND (d / c)	
		JAN 2008 - APR 2008 (a)	JAN 2009 - APR 2009 (b)		MAY 2007 - APR 2008 (c)	MAY 2008 - APR 2009 (d)		
GLASS	< 750 ml	148 093	120 622	81.4	430 656	398 200	92.5	
	% of glass	1.6	1.2		1.5	1.2		
	750 ml	7 346 609	7 846 624	106.8	22 987 467	25 734 057	111.9	
	% of glass	77.5	79.2		80.2	78.6		
	1 l	27 607	23 002	83.3	68 752	69 397	100.9	
	% of glass	0.3	0.2		0.2	0.2		
	1,5 l - 2 l	1 950 729	1 912 264	98.0	5 164 295	6 526 489	126.4	
	% of glass	20.6	19.3		18.0	19.9		
	4,5 l	0	0	0.0	32	0	0.0	
	% of glass	0.0	0.0		0.0	0.0		
	OTHER	4 067	7 465	183.6	18 943	26 240	138.5	
	% of glass	0.0	0.1		0.1	0.1		
TOTAL		9 477 105	9 909 975	104.6	28 670 144	32 754 382	114.2	
As % of total natural wine		87.5	87.0		86.8	88.4		
PLASTIC	< 750 ml	25 112	34 877	138.9	83 034	85 823	103.4	
	% of plastic	2.3	2.5		2.3	2.2		
	750 ml	1 127	739	65.5	13 269	9 980	75.2	
	% of plastic	0.1	0.1		0.4	0.3		
	1 l	120 741	164 982	136.6	414 272	421 916	101.8	
	% of plastic	11.0	11.6		11.7	10.8		
	5 l	841 635	964 300	114.6	2 645 100	2 661 840	100.6	
	% of plastic	76.7	67.8		74.6	67.9		
	OTHER	109 008	258 108	236.8	387 923	740 039	190.8	
	% of plastic	9.9	18.1		10.9	18.9		
	TOTAL		1 097 623	1 423 005	129.6	3 543 597	3 919 598	110.6
	As % of total natural wine		10.1	12.5		10.7	10.6	
BAG-IN-BOX	2 l	37 160	5 638	15.2	115 498	68 078	58.9	
	% of bag-in-box	17.5	10.1		19.7	19.7		
	3 l	46 332	8 427	18.2	180 993	44 616	24.7	
	% of bag-in-box	21.8	15.0		30.8	12.9		
	5 l	125 150	41 565	33.2	279 925	232 960	83.2	
	% of bag-in-box	58.8	74.1		47.7	67.3		
	OTHER	4 275	463	10.8	10 425	463	4.4	
	% of bag-in-box	2.0	0.8		1.8	0.1		
TOTAL		212 917	56 093	26.3	586 841	346 117	59.0	
As % of total natural wine		2.0	0.5		1.8	0.9		
FOIL BAGS	2 l	3 850	8	0.2	15 816	40	0.3	
	% of foil bags	8.9	0.2		7.5	0.2		
	5 l	39 590	4 405	11.1	186 785	17 010	9.1	
	% of foil bags	91.1	99.8		88.2	99.8		
	OTHER	0	0	0.0	9 200	0	0.0	
	% of foil bags	0.0	0.0		4.3	0.0		
TOTAL		43 440	4 413	10.2	211 801	17 050	8.1	
As % of total natural wine		0.4	0.0		0.6	0.0		
TETRA PACKS	500 ml	0	0	0.0	0	0	0.0	
	% of tetra packs	0.0	0.0		0.0	0.0		
	1 l	0	0	0.0	0	0	0.0	
	% of tetra packs	0.0	0.0		0.0	0.0		
	OTHER	0	0	0.0	0	0	0.0	
	% of tetra packs	0.0	0.0		0.0	0.0		
TOTAL		0	0	0.0	0	0	0.0	
As % of total natural wine		0.0	0.0		0.0	0.0		
TOTAL NATURAL WINE		10 831 085	11 393 487	105.2	33 012 383	37 037 146	112.2	
TOTAL SPARKLING		397 894	468 993	117.9	1 294 078	1 590 287	122.9	
PRICE RANGE- R / 5l BAG-IN-BOX	LESS THAN R33	0	16 800	0.0	0	24 230	0.0	
	% of bag-in-box	0.0	40.4		0.0	10.4		
	MORE THAN R33	125 150	24 765	19.8	279 925	208 730	74.6	
	% of bag-in-box	100.0	59.6		100.0	89.6		

1.4 Wholesalers (excluding Producer Cellar Bound Wholesalers)

TYPE OF CONTAINER	CONTAINER SIZE	LITRES		TREND (b / a)	LITRES		TREND (d / c)
		JAN 2008 - APR 2008 (a)	JAN 2009 - APR 2009 (b)		MAY 2007 - APR 2008 (c)	MAY 2008 - APR 2009 (d)	
GLASS	< 750 ml	230 093	188 447	81.9	836 224	706 550	84.5
	% of glass	0.8	0.7		0.9	0.7	
	750 ml	13 458 607	10 794 095	80.2	43 111 634	41 205 321	95.6
	% of glass	45.2	39.3		45.0	43.2	
	1 l	6 148 333	6 280 782	102.2	20 246 017	20 565 473	101.6
	% of glass	20.7	22.9		21.1	21.5	
	1,5 l - 2 l	7 311 775	8 224 437	112.5	23 536 127	25 654 674	109.0
	% of glass	24.6	29.9		24.6	26.9	
	4,5 l	2 600 465	1 994 090	76.7	8 064 464	6 886 193	85.4
	% of glass	8.7	7.3		8.4	7.2	
	OTHER	2 446	449	18.4	4 648	438 516	9434.5
% of glass	0.0	0.0		0.0	0.5		
TOTAL		29 751 718	27 482 300	92.4	95 799 112	95 456 726	99.6
As % of total natural wine		58.9	60.0		57.3	59.5	
PLASTIC	< 750 ml	202 041	158 531	78.5	378 621	642 840	169.8
	% of plastic	3.3	2.8		2.2	3.3	
	750 ml	5 070	3 481	68.7	23 957	81 334	339.5
	% of plastic	0.1	0.1		0.1	0.4	
	1 l	1 754 566	1 520 817	86.7	5 789 314	4 963 546	85.7
	% of plastic	28.8	26.6		33.9	25.5	
	5 l	3 373 125	3 205 345	95.0	8 692 160	11 154 850	128.3
	% of plastic	55.3	56.1		51.0	57.2	
	OTHER	767 571	823 244	107.3	2 170 312	2 647 152	122.0
	% of plastic	12.6	14.4		12.7	13.6	
	TOTAL		6 102 373	5 711 418	93.6	17 054 364	19 489 722
As % of total natural wine		12.1	12.5		10.2	12.1	
BAG-IN-BOX	2 l	1 843 354	1 882 344	102.1	6 177 254	6 090 486	98.6
	% of bag-in-box	15.8	17.5		16.2	16.3	
	3 l	40 209	56 301	140.0	193 491	189 699	98.0
	% of bag-in-box	0.3	0.5		0.5	0.5	
	5 l	9 675 195	8 493 740	87.8	30 432 150	30 192 280	99.2
	% of bag-in-box	82.8	79.1		79.7	80.7	
	OTHER	129 189	311 813	241.4	1 358 925	921 051	67.8
	% of bag-in-box	1.1	2.9		3.6	2.5	
TOTAL		11 687 947	10 744 198	91.9	38 161 820	37 393 516	98.0
As % of total natural wine		23.1	23.4		22.8	23.3	
FOIL BAGS	2 l	50 836	66 282	130.4	354 112	128 384	36.3
	% of foil bags	2.4	5.1		2.6	2.0	
	5 l	1 962 955	1 226 860	62.5	12 882 190	6 212 300	48.2
	% of foil bags	94.4	93.9		93.0	96.7	
	OTHER	65 252	13 584	20.8	613 701	82 340	13.4
	% of foil bags	3.1	1.0		4.4	1.3	
TOTAL		2 079 043	1 306 726	62.9	13 850 003	6 423 024	46.4
As % of total natural wine		4.1	2.9		8.3	4.0	
TETRA PACKS	500 ml	14 239	13 214	92.8	60 857	40 229	66.1
	% of tetra packs	1.6	2.3		2.5	2.3	
	1 l	583 433	569 367	97.6	1 846 001	1 745 029	94.5
	% of tetra packs	66.4	97.7		77.2	97.7	
	OTHER	281 412	0	0.0	483 350	0	0.0
	% of tetra packs	32.0	0.0		20.2	0.0	
TOTAL		879 084	582 581	66.3	2 390 208	1 785 258	74.7
As % of total natural wine		1.7	1.3		1.4	1.1	
TOTAL NATURAL WINE		50 500 164	45 827 223	90.7	167 255 507	160 548 246	96.0
TOTAL SPARKLING		1 508 408	1 188 687	78.8	7 277 205	6 970 521	95.8
PRICE RANGE- R / 5l BAG-IN-BOX	LESS THAN R33	34 200	17 690	51.7	86 465	116 010	134.2
	% of bag-in-box	0.4	0.2		0.3	0.4	
	MORE THAN R33	9 640 995	8 476 050	87.9	30 345 685	30 076 270	99.1
	% of bag-in-box	99.6	99.8		99.7	99.6	

2. WINE SOLD IN PRICE RANGE AS % OF TOTAL QUANTITY OF WINE TYPE SOLD (12 X 750ml GLASS CONTAINERS)

2.1 Total Market

TYPE OF WINE	PERIOD	LITRES	% SOLD IN PRICE RANGE (R / CARTON INCLUDING VAT) (12 X 750 ml)									
			TO 135	>135 - 171	>171 - 204	>204 - 254	>254 - 340	>340 - 424	>424 - 510	>510 - 679	>679	
Natural White	MAY 2007 - APR 2008	3 131 088	2.1	1.9	7.4	9.2	23.8	25.2	7.5	8.3	14.6	
	MAY 2008 - APR 2009	3 268 498	2.8	2.1	7.5	9.0	24.2	21.0	9.1	9.8	14.5	
Sauvignon Blanc	TREND*	104.4										
	MAY 2007 - APR 2008	8 312 984	2.1	6.0	6.5	19.1	25.2	18.1	6.6	9.3	7.0	
Chenin Blanc	MAY 2008 - APR 2009	8 756 106	4.7	2.2	6.5	23.1	22.4	17.2	7.6	8.8	7.5	
	TREND*	105.3										
Dry White	MAY 2007 - APR 2008	2 324 256	5.1	21.3	4.5	28.8	20.4	9.5	2.5	3.9	4.1	
	MAY 2008 - APR 2009	2 704 325	7.8	14.4	10.4	23.9	16.7	14.2	3.6	5.2	3.6	
Semi Sweet	TREND*	116.4										
	MAY 2007 - APR 2008	20 008 277	47.1	8.9	6.4	21.7	8.8	4.2	1.0	0.9	0.9	
Total White	MAY 2008 - APR 2009	19 555 921	48.1	11.1	6.8	18.8	8.2	4.0	1.1	1.1	0.8	
	TREND*	97.7										
Natural Red	MAY 2007 - APR 2008	6 292 835	3.3	9.8	44.5	24.9	15.6	1.3	0.2	0.2	0.4	
	MAY 2008 - APR 2009	5 179 699	4.8	9.6	41.4	27.6	13.6	1.8	0.4	0.3	0.6	
Cabernet	TREND*	82.3										
	MAY 2007 - APR 2008	40 069 440	24.9	8.6	12.4	21.1	15.1	8.6	2.6	3.3	3.3	
Pinotage	MAY 2008 - APR 2009	39 464 548	26.3	8.4	11.6	20.5	14.0	8.8	3.3	3.7	3.6	
	TREND*	98.5										
Shiraz	MAY 2007 - APR 2008	4 680 144	1.7	7.7	3.3	8.6	10.4	13.4	9.1	28.2	17.6	
	MAY 2008 - APR 2009	4 406 153	4.0	9.5	2.5	8.4	14.3	9.5	8.7	25.3	17.8	
Merlot	TREND*	94.1										
	MAY 2007 - APR 2008	2 948 691	1.4	0.2	1.7	6.1	14.7	29.1	19.5	15.0	12.3	
Other Red	MAY 2008 - APR 2009	2 729 159	2.7	0.2	0.5	7.6	12.8	18.8	29.0	17.4	10.8	
	TREND*	92.6										
Total Red	MAY 2007 - APR 2008	3 143 251	7.5	1.2	1.5	9.6	16.6	12.1	12.4	16.3	22.8	
	MAY 2008 - APR 2009	3 229 626	6.3	0.7	2.0	8.1	17.4	11.9	13.8	13.7	26.0	
Rosé / Blanc de Noir	TREND*	102.7										
	MAY 2007 - APR 2008	3 444 768	2.8	0.4	2.0	15.8	21.1	12.0	17.7	15.4	12.7	
Sparkling Wine	MAY 2008 - APR 2009	3 970 807	5.0	0.8	3.7	14.1	25.7	10.0	11.6	14.8	14.4	
	TREND*	115.3										
Cap Classique	MAY 2007 - APR 2008	20 957 165	3.7	32.0	3.0	10.9	18.9	12.5	2.8	8.2	8.0	
	MAY 2008 - APR 2009	20 403 302	7.4	27.6	4.6	11.2	16.1	10.9	3.1	9.4	9.8	
Other Sparkling	TREND*	97.4										
	MAY 2007 - APR 2008	35 174 019	3.5	20.3	2.7	10.6	17.4	13.9	7.4	12.9	11.5	
Total	MAY 2008 - APR 2009	34 739 048	6.2	17.6	3.7	10.6	16.8	11.4	7.8	13.1	12.9	
	TREND*	98.8										
Total Market	MAY 2007 - APR 2008	4 677 862	9.8	12.5	38.0	24.4	6.9	2.9	3.3	1.2	1.0	
	MAY 2008 - APR 2009	5 801 498	12.7	17.5	36.0	17.1	8.1	3.0	3.8	1.2	0.5	
Total Market	TREND*	124.0										
	MAY 2007 - APR 2008	1 850 956	0.3	0.0	0.1	2.7	11.2	3.5	6.1	21.0	55.1	
Total Market	MAY 2008 - APR 2009	1 696 966	0.4	0.0	0.4	0.2	0.6	0.7	5.9	17.9	73.9	
	TREND*	91.7										
Total Market	MAY 2007 - APR 2008	7 459 667	2.5	0.6	0.4	5.6	16.0	72.2	0.4	2.1	0.4	
	MAY 2008 - APR 2009	7 825 071	0.0	2.2	1.0	5.5	15.2	74.5	0.6	0.3	0.6	
Total Market	TREND*	104.9										

Price categories are adjusted annually with inflation so that over the years, categories can be compared in real terms.

*Trend - Current period / Previous period

2.2 Producer Cellars and Producer Cellar Bound Wholesalers

TYPE OF WINE	PERIOD	LITRES	% SOLD IN PRICE RANGE (R / CARTON INCLUDING VAT) (12 X 750 ml)									
			TO 135	>135 - 171	>171 - 204	>204 - 254	>254 - 340	>340 - 424	>424 - 510	>510 - 679	>679	
Natural White	MAY 2007 - APR 2008	637 115	4.2	4.0	26.7	8.2	47.0	6.4	1.8	0.2	1.3	
	MAY 2008 - APR 2009	588 600	10.0	0.4	28.7	9.1	42.3	8.1	0.4	0.9	0.0	
	TREND*	92.4										
Sauvignon Blanc	MAY 2007 - APR 2008	1 524 977	3.4	23.5	25.6	13.1	22.9	9.9	0.5	0.1	1.1	
	MAY 2008 - APR 2009	1 584 862	12.1	2.6	30.1	16.3	31.7	6.8	0.4	0.1	0.1	
	TREND*	103.9										
Chenin Blanc	MAY 2007 - APR 2008	1 024 405	7.4	33.3	3.7	44.8	9.6	0.4	0.0	0.0	0.8	
	MAY 2008 - APR 2009	1 091 437	5.6	19.6	16.9	41.9	15.5	0.3	0.1	0.1	0.0	
	TREND*	106.5										
Dry White	MAY 2007 - APR 2008	1 873 173	24.7	28.3	16.2	18.5	10.2	0.2	0.1	0.0	1.7	
	MAY 2008 - APR 2009	1 733 528	30.1	35.4	13.8	15.7	4.2	0.5	0.1	0.1	0.0	
	TREND*	92.5										
Semi Sweet	MAY 2007 - APR 2008	1 251 133	4.6	43.3	20.7	19.6	11.8	0.0	0.0	0.0	0.0	
	MAY 2008 - APR 2009	1 061 244	14.5	43.8	23.7	11.0	5.9	1.0	0.0	0.0	0.0	
	TREND*	84.8										
Total White	MAY 2007 - APR 2008	6 310 803	10.7	28.5	18.4	20.6	17.2	3.2	0.3	0.1	1.0	
	MAY 2008 - APR 2009	6 059 671	16.3	22.1	21.8	19.1	17.4	2.9	0.2	0.2	0.0	
	TREND*	96.0										
Cabernet	MAY 2007 - APR 2008	1 539 410	0.9	22.3	4.7	17.3	12.9	19.8	7.5	11.2	3.3	
	MAY 2008 - APR 2009	1 269 613	3.7	30.3	0.6	23.9	13.5	11.8	11.5	4.3	0.4	
	TREND*	82.5										
Pinotage	MAY 2007 - APR 2008	698 381	3.0	0.3	3.9	22.3	25.4	28.5	12.2	0.9	3.4	
	MAY 2008 - APR 2009	582 855	5.0	0.4	1.0	29.2	36.5	16.6	9.9	1.0	0.4	
	TREND*	83.5										
Shiraz	MAY 2007 - APR 2008	812 968	6.1	2.8	1.8	22.2	31.8	18.8	5.0	8.4	3.1	
	MAY 2008 - APR 2009	750 104	11.7	1.2	1.1	27.2	27.1	20.3	7.8	1.9	1.7	
	TREND*	92.3										
Merlot	MAY 2007 - APR 2008	739 476	0.5	0.3	1.7	40.8	27.1	14.0	12.0	1.0	2.5	
	MAY 2008 - APR 2009	827 661	4.4	0.8	2.0	48.3	25.4	12.4	5.3	1.3	0.2	
	TREND*	111.9										
Other Red	MAY 2007 - APR 2008	2 779 190	9.1	23.4	14.3	11.9	24.7	7.4	5.2	1.5	2.6	
	MAY 2008 - APR 2009	2 704 794	29.9	15.5	13.2	13.7	21.9	3.0	1.5	0.9	0.3	
	TREND*	97.3										
Total Red	MAY 2007 - APR 2008	6 569 425	5.2	15.5	8.0	18.8	23.1	14.7	7.2	4.5	2.9	
	MAY 2008 - APR 2009	6 135 028	16.5	13.4	6.5	23.6	22.7	9.5	5.6	1.8	0.5	
	TREND*	93.4										
Rosé / Blanc de Noir	MAY 2007 - APR 2008	941 993	17.0	50.5	19.6	8.1	2.4	2.4	0.0	0.0	0.0	
	MAY 2008 - APR 2009	871 017	62.6	10.5	11.6	8.9	4.0	2.4	0.0	0.0	0.0	
	TREND*	92.5										
Sparkling Wine	Cap Classique	58 190	0.0	0.2	0.0	85.3	6.8	5.9	0.2	0.3	1.4	
	MAY 2008 - APR 2009	9 901	0.0	0.0	0.0	30.6	34.1	3.7	0.2	20.4	10.9	
	TREND*	17.0										
Other Sparkling	MAY 2007 - APR 2008	723 926	25.3	5.7	3.8	48.1	14.3	2.4	0.3	0.0	0.1	
	MAY 2008 - APR 2009	968 540	0.3	17.9	7.1	41.3	29.1	3.0	1.3	0.0	0.0	
	TREND*	133.8										

Price categories are adjusted annually with inflation so that over the years, categories can be compared in real terms.

*Trend - Current period / Previous period

2.3 Private Cellars

TYPE OF WINE	PERIOD	LITRES	% SOLD IN PRICE RANGE (R / CARTON INCLUDING VAT) (12 X 750 ml)									
			TO 135	>135 - 171	>171 - 204	>204 - 254	>254 - 340	>340 - 424	>424 - 510	>510 - 679	>679	
Natural White	MAY 2007 - APR 2008	1 420 620	0.9	1.3	2.5	5.5	14.5	17.5	13.8	13.7	30.2	
	MAY 2008 - APR 2009	1 643 199	0.4	1.9	3.4	7.6	11.6	14.3	16.6	16.0	28.3	
Sauvignon Blanc	TREND*	115.7										
	MAY 2007 - APR 2008	3 784 030	0.9	2.5	1.8	7.3	29.4	13.2	13.1	17.6	14.1	
Chenin Blanc	MAY 2008 - APR 2009	4 198 061	1.3	2.0	1.1	15.6	20.5	13.8	13.4	17.2	15.2	
	TREND*	110.9										
Dry White	MAY 2007 - APR 2008	953 629	0.9	2.9	5.6	10.6	36.0	19.7	5.9	9.2	8.1	
	MAY 2008 - APR 2009	1 161 217	2.6	6.4	2.5	9.7	22.0	28.5	8.3	11.8	5.2	
Semi Sweet	TREND*	121.8										
	MAY 2007 - APR 2008	2 630 081	9.0	2.1	4.3	19.5	21.9	25.3	6.1	6.6	5.2	
Total White	MAY 2008 - APR 2009	2 863 930	11.1	1.5	7.8	16.9	19.3	25.2	7.1	5.9	5.2	
	TREND*	108.9										
Cabernet	MAY 2007 - APR 2008	520 872	8.5	12.1	10.7	27.9	21.6	10.7	2.3	2.7	3.5	
	MAY 2008 - APR 2009	421 844	11.3	1.0	21.7	19.8	17.4	14.2	5.2	3.0	6.5	
Pinotage	TREND*	81.0										
	MAY 2007 - APR 2008	9 309 232	3.6	2.8	3.5	12.0	25.3	17.8	9.9	12.2	12.9	
Shiraz	MAY 2008 - APR 2009	10 288 250	4.4	2.3	4.3	14.2	18.8	18.8	11.2	12.6	13.3	
	TREND*	110.5										
Merlot	MAY 2007 - APR 2008	1 649 875	1.5	0.7	2.9	0.8	11.2	14.3	6.7	26.5	35.3	
	MAY 2008 - APR 2009	1 738 209	1.4	1.8	2.7	1.9	12.1	13.8	8.3	23.5	34.6	
Other Red	TREND*	105.4										
	MAY 2007 - APR 2008	1 528 837	0.3	0.2	0.9	0.7	8.8	24.2	21.0	22.3	21.7	
Total Red	MAY 2008 - APR 2009	1 516 853	1.0	0.2	0.5	2.2	4.3	11.0	37.3	24.7	18.8	
	TREND*	99.2										
Rosé / Blanc de Noir	MAY 2007 - APR 2008	1 396 823	0.6	0.5	0.7	0.9	10.3	15.2	9.4	18.6	43.8	
	MAY 2008 - APR 2009	1 623 289	0.9	0.9	0.3	1.1	8.0	12.7	13.2	15.9	47.0	
Sparkling Wine	TREND*	116.2										
	MAY 2007 - APR 2008	1 396 669	0.9	0.4	0.7	1.5	23.5	19.5	12.4	15.1	25.8	
Cap Classique	MAY 2008 - APR 2009	1 772 458	0.9	1.3	2.8	5.7	23.4	12.6	10.3	14.4	28.6	
	TREND*	126.9										
Other Sparkling	MAY 2007 - APR 2008	5 772 593	6.0	1.3	2.5	12.3	15.3	12.8	6.7	16.8	26.4	
	MAY 2008 - APR 2009	6 420 664	3.8	1.4	6.9	11.1	9.7	8.9	8.5	19.4	30.4	
Total Red	TREND*	111.2										
	MAY 2007 - APR 2008	11 744 795	3.4	0.9	2.0	6.5	14.2	15.6	9.6	18.9	29.0	
Natural Red	MAY 2008 - APR 2009	13 071 472	2.4	1.2	4.2	6.9	11.0	10.8	12.6	19.5	31.4	
	TREND*	111.3										
Other Sparkling	MAY 2007 - APR 2008	1 933 440	2.8	1.3	21.5	46.4	10.7	5.1	7.0	2.8	2.4	
	MAY 2008 - APR 2009	2 374 336	5.4	1.4	39.3	28.2	6.4	6.5	8.6	2.9	1.3	
Total Red	TREND*	122.8										
	MAY 2007 - APR 2008	933 002	0.6	0.0	0.3	0.0	0.1	4.2	5.6	39.3	49.9	
Other Sparkling	MAY 2008 - APR 2009	1 025 694	0.7	0.0	0.6	0.0	0.7	1.2	4.8	27.7	64.3	
	TREND*	109.9										
Total Red	MAY 2007 - APR 2008	318 302	0.0	0.0	0.0	2.2	61.8	14.6	3.9	13.2	4.2	
	MAY 2008 - APR 2009	547 381	0.0	0.1	0.1	3.6	58.6	22.9	3.0	3.5	8.1	
Total Red	TREND*	172.0										

Price categories are adjusted annually with inflation so that over the years, categories can be compared in real terms.

*Trend - Current period / Previous period

2.4 Wholesalers (excluding Producer Cellar Bound Wholesalers)

TYPE OF WINE	PERIOD	LITRES	% SOLD IN PRICE RANGE (R / CARTON INCLUDING VAT)(12 X 750 ml)									
			TO 135	>135 - 171	>171 - 204	>204 - 254	>254 - 340	>340 - 424	>424 - 510	>510 - 679	>679	
Natural White (Chardonnay)	MAY 2007 - APR 2008	1 073 353	2.3	1.5	2.3	14.8	22.4	46.5	2.3	6.1	1.8	
	MAY 2008 - APR 2009	1 036 700	2.6	3.4	1.9	11.1	33.9	38.8	2.2	5.2	0.9	
	TREND*	96.6										
Sauvignon Blanc	MAY 2007 - APR 2008	3 003 978	3.0	1.5	2.8	37.0	21.1	28.5	1.7	3.4	0.9	
	MAY 2008 - APR 2009	2 973 183	5.5	2.1	1.8	37.4	20.0	27.6	3.3	1.6	0.8	
	TREND*	99.0										
Chenin Blanc	MAY 2007 - APR 2008	346 222	9.7	36.1	3.9	31.4	9.1	8.5	0.2	1.2	0.0	
	MAY 2008 - APR 2009	451 671	26.6	22.5	15.1	17.0	6.2	11.4	0.0	0.7	0.5	
	TREND*	130.5										
Dry White	MAY 2007 - APR 2008	15 505 022	56.3	7.8	5.6	22.5	6.4	1.0	0.2	0.1	0.1	
	MAY 2008 - APR 2009	14 958 463	57.3	10.1	5.8	19.6	6.5	0.3	0.0	0.3	0.0	
	TREND*	96.5										
Semi Sweet	MAY 2007 - APR 2008	4 520 830	2.3	0.2	55.0	26.0	15.9	0.5	0.0	0.0	0.1	
	MAY 2008 - APR 2009	3 696 612	1.2	0.7	48.7	33.2	15.4	0.7	0.0	0.0	0.1	
	TREND*	81.8										
Total White	MAY 2007 - APR 2008	24 449 405	36.7	5.7	14.2	24.7	10.7	6.4	0.5	0.8	0.3	
	MAY 2008 - APR 2009	23 116 628	38.6	7.5	12.2	23.6	10.9	5.8	0.5	0.7	0.2	
	TREND*	94.5										
Cabernet	MAY 2007 - APR 2008	1 490 859	2.6	0.4	2.3	8.3	7.1	5.6	13.5	47.5	12.8	
	MAY 2008 - APR 2009	1 398 331	7.6	0.1	3.8	2.5	17.6	2.0	6.9	46.8	12.7	
	TREND*	93.8										
Pinotage	MAY 2007 - APR 2008	721 474	2.0	0.1	1.1	1.8	17.0	40.2	23.4	13.3	1.1	
	MAY 2008 - APR 2009	629 452	4.7	0.1	0.3	0.7	11.1	39.8	26.9	15.0	1.3	
	TREND*	87.2										
Shiraz	MAY 2007 - APR 2008	933 461	19.1	0.9	2.3	11.6	12.8	1.8	23.3	19.8	8.5	
	MAY 2008 - APR 2009	856 233	11.6	0.0	6.2	4.7	26.7	3.3	20.3	19.7	7.6	
	TREND*	91.7										
Merlot	MAY 2007 - APR 2008	1 308 624	6.2	0.4	3.6	16.8	15.2	2.9	26.5	24.0	4.5	
	MAY 2008 - APR 2009	1 370 688	10.6	0.1	5.8	4.1	28.9	5.2	17.2	23.5	4.5	
	TREND*	104.7										
Other Red	MAY 2007 - APR 2008	12 405 382	1.4	48.3	0.6	10.0	19.3	13.5	0.5	5.7	0.8	
	MAY 2008 - APR 2009	11 277 844	4.0	45.4	1.2	10.6	18.4	14.0	0.3	5.7	0.3	
	TREND*	90.9										
Total Red	MAY 2007 - APR 2008	16 859 800	2.9	35.6	1.1	10.1	17.4	12.4	5.9	11.9	2.6	
	MAY 2008 - APR 2009	15 532 548	5.4	33.0	2.1	8.6	19.4	12.6	4.6	12.2	2.2	
	TREND*	92.1										
Rosé / Blanc de Noir	MAY 2007 - APR 2008	1 802 429	13.5	4.6	65.5	9.4	5.1	0.9	1.1	0.0	0.0	
	MAY 2008 - APR 2009	2 556 145	2.5	34.8	41.1	9.5	11.1	0.0	0.7	0.0	0.0	
	TREND*	141.8										
Sparkling Wine Cap Classique	MAY 2007 - APR 2008	859 765	0.0	0.0	0.0	0.0	23.7	2.5	7.0	2.4	64.4	
	MAY 2008 - APR 2009	661 371	0.0	0.0	0.0	0.0	0.0	0.0	7.8	2.6	89.6	
	TREND*	76.9										
Other Sparkling	MAY 2007 - APR 2008	6 417 440	0.0	0.0	0.0	0.9	13.9	83.0	0.2	1.7	0.3	
	MAY 2008 - APR 2009	6 309 150	0.0	0.0	0.1	0.2	9.4	89.9	0.3	0.1	0.1	
	TREND*	98.3										

Price categories are adjusted annually with inflation so that over the years, categories can be compared in real terms.

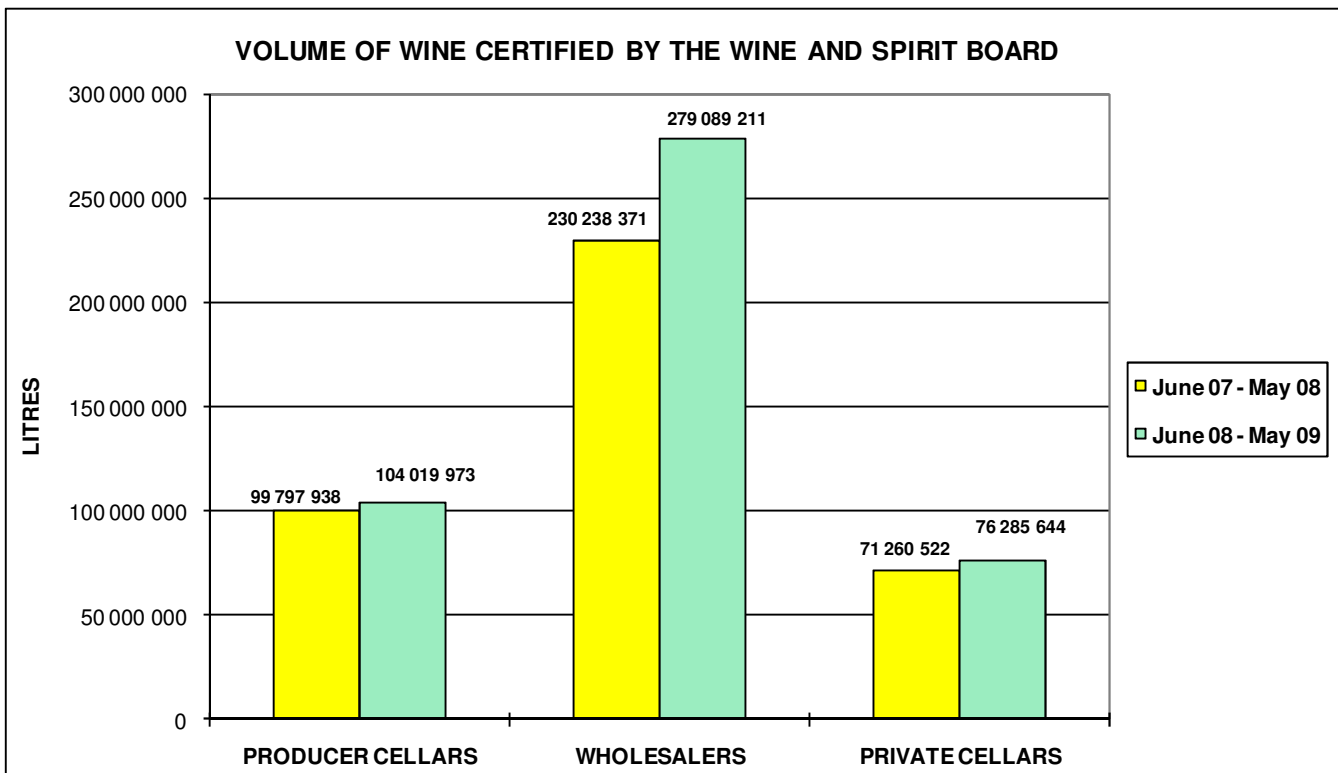
*Trend - Current period / Previous period

VOLUME OF WINE CERTIFIED (LITRES)

	1 MONTH			3 MONTHS			6 MONTHS			12 MONTHS		
	May-09	May-09	TREND	Mar-08 May-08	Mar-09 May-09	TREND	Dec-07 May-08	Dec-08 May-09	TREND	Jun-07 May-08	Jun-08 May-09	TREND
PRODUCER CELLARS												
Estate Wine	0	0		0	0		0	0		0	0	
Wine of Origin	4 522 197	5 790 366	128	13 130 259	12 922 950	98	32 656 233	25 285 153	77	65 984 486	60 835 907	92
Geographical Unit Wine	2 333 843	3 562 879	153	7 767 505	10 715 802	138	14 569 961	19 101 157	131	33 813 452	43 184 066	128
SUB TOTAL	6 856 040	9 353 245	136	20 897 764	23 638 752	113	47 226 194	44 386 310	94	99 797 938	104 019 973	104
WHOLESALERS												
Estate Wine	0	0		0	0		0	0		0	0	
Wine of Origin	4 247 847	3 418 778	80	11 366 372	9 837 030	87	18 635 637	18 477 221	99	35 632 522	44 209 431	124
Geographical Unit Wine	19 317 245	21 616 986	112	52 971 347	57 829 871	109	93 244 638	107 227 955	115	194 605 849	234 879 780	121
SUB TOTAL	23 565 092	25 035 764	106	64 337 719	67 666 901	105	111 880 275	125 705 176	112	230 238 371	279 089 211	121
PRIVATE CELLARS												
Estate Wine	676 054	493 515	73	1 971 201	1 295 638	66	3 507 153	3 100 975	88	7 758 199	7 477 807	96
Wine of Origin	3 140 940	3 121 525	99	9 397 649	8 591 303	91	17 266 240	16 833 593	97	39 163 642	40 165 220	103
Geographical Unit Wine	2 989 463	1 903 706	64	7 968 890	6 851 830	86	12 885 105	12 995 481	101	24 338 681	28 642 617	118
SUB TOTAL	6 806 457	5 518 746	81	19 337 740	16 738 771	87	33 658 498	32 930 049	98	71 260 522	76 285 644	107
TOTAL	37 227 589	39 907 755	107	104 573 223	108 044 424	103	192 764 967	203 021 535	105	401 296 831	459 394 828	114

	1 MONTH			3 MONTHS			6 MONTHS			12 MONTHS		
	May-08	May-09	TREND	Mar-08 May-08	Mar-09 May-09	TREND	Dec-07 May-08	Dec-08 May-09	TREND	Jun-07 May-08	Jun-08 May-09	TREND
CERTIFIED BULK EXPORTS												
(included in above figures)	13 939 144	13 946 592	100	38 306 114	38 705 716	101	75 345 246	74 616 729	99	147 460 657	168 145 719	114

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



Wine Industry Information Committee Members

Andries van Tonder - SALBA	Francois Malan - CEWPA
Diaan de Villiers - SALBA	Jaco Potgieter - SALBA
Paiter Botha - Vinpro	Jan Booyesen - Winetech
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