



# Wine Industry Information

November

2009

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# SAWIS

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

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# EDITORIAL

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In this month's issue we take a look at the stock situation in the wine industry (page 23 to 31) determined during October 2009 at producer cellars. On page 23 we provide an overview of the 2009 stock situation which shows that the stock of total natural wine decreased by 5.7% to reach 292,4 million litres. 63.7% of the natural wine stock was white wine (2008 - 61.2%) and 36.3% was red wine (2008 - 38.8%). The stock situation of fortified wine amounted to 7,1 million litres (2008 - 8,0 million litres) and that of sparkling wine to 225 441 litres (2008 - 105 876 litres). Distilling wine and the non-alcoholic (grape juice concentrate and grape juice) component of the wine stock was 3,1 and 0,4 million litres respectively (2008 - 6,9 and 6,7 million litres).

Also in this issue is the domestic packaged wine information for the period September 2008 to August 2009 (page 13 to 22). Bag-in-box was the only container type to show an increase (+0.8%) in wine sales compared to the previous corresponding twelve month period. On the other hand wine sold in foil bags continues to decrease (-25.3% compared to the period September 2007 to August 2008) after wine sales to the public in this container type was banned in September 2007.

SAWIS greetings until December  
Lizelle

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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			
	SEP 2008	SEP 2009	TREND	JUL 2008	JUL 2009	TREND	APR 2008	APR 2009	TREND	OCT 2008	SEP 2009	
Wholesalers	13 905 918	12 761 236	91.77	42 351 466	38 950 918	91.97	81 263 774	76 113 413	93.66	168 248 171	158 026 663	93.92
Private Cellars	3 364 009	2 997 689	89.11	10 219 387	9 276 205	90.77	19 770 123	17 950 150	90.79	40 383 055	40 241 005	99.65
Producer Cellars	8 358 825	8 189 926	97.98	25 847 007	24 868 206	96.21	51 623 430	48 205 249	93.38	103 652 325	100 147 544	96.62
<b>TOTAL</b>	<b>25 628 752</b>	<b>23 948 851</b>	<b>93.45</b>	<b>78 417 860</b>	<b>73 095 329</b>	<b>93.21</b>	<b>152 657 327</b>	<b>142 268 812</b>	<b>93.19</b>	<b>312 283 551</b>	<b>298 415 212</b>	<b>95.56</b>

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

## EXPORT OF NATURAL WINE

GROSS LITRES

	1 MONTH		3 MONTHS		6 MONTHS		12 MONTHS		MARKET SHARE			
	SEP 2008	SEP 2009	TREND	JUL 2008	JUL 2009	TREND	APR 2008	APR 2009	TREND	OCT 2008	SEP 2009	
Wholesalers	46 378 644	38 286 521	82.55	118 169 137	109 646 500	92.79	221 200 798	209 592 081	94.75	393 786 734	396 213 468	100.62
Private Cellars												
Producer Cellars												
<b>TOTAL</b>	<b>46 378 644</b>	<b>38 286 521</b>	<b>82.55</b>	<b>118 169 137</b>	<b>109 646 500</b>	<b>92.79</b>	<b>221 200 798</b>	<b>209 592 081</b>	<b>94.75</b>	<b>393 786 734</b>	<b>396 213 468</b>	<b>100.62</b>

## DOMESTIC SALES AND EXPORT OF NATURAL WINE

GROSS LITRES

	1 MONTH		3 MONTHS		6 MONTHS		12 MONTHS		MARKET SHARE			
	SEP 2008	SEP 2009	TREND	JUL 2008	JUL 2009	TREND	APR 2008	APR 2009	TREND	OCT 2008	SEP 2009	
Wholesalers	72 007 396	62 235 372	86.43	196 586 997	182 741 829	92.96	373 858 125	351 860 893	94.12	706 070 285	694 628 680	98.38
Private Cellars												
Producer Cellars												
<b>TOTAL</b>	<b>72 007 396</b>	<b>62 235 372</b>	<b>86.43</b>	<b>196 586 997</b>	<b>182 741 829</b>	<b>92.96</b>	<b>373 858 125</b>	<b>351 860 893</b>	<b>94.12</b>	<b>706 070 285</b>	<b>694 628 680</b>	<b>98.38</b>

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



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	%	2008	2007	
Merlot	< 100																						0.1	
	100 - < 150																						1.1	
	150 - < 200																						3.8	
	200 - < 250																						1.5	
	250 - < 300																						8.1	
	300 - < 350																						31.3	
	350 - < 400																						14.5	
	400 - < 450																							5.3
	450 - < 500	10 000	100.0																					5.8
	500 - < 550																							20.4
	550 - < 600																							5.5
	600 - < 650																							2.9
	650 - < 700																							4.0
	700 - < 750																							0.7
750 - < 800																							0.3	
800 - < 850																							0.4	
850 - < 900																							0.0	
900 - < 950																							0.1	
950 - < 1000																							0.1	
> 1000																							0.1	
TOTAL l		10 000	100.0	866 953	100.0	204 445	100.0	543 650	100.0	1 566 879	100.0	3 277 896	100.0	2 384 386	100.0	2 486 202	100.0	3 259 232	100.0	12 649 643	100.0	100.0	100.0	
AVE PRICE			450.00		432.21		601.54		404.12		504.52		467.79		539.43		467.09		475.40		484.64	417.67	396.68	
Shiraz	100 - < 150																						0.0	
	150 - < 200																						0.1	
	200 - < 250																						1.0	
	250 - < 300																						9.6	
	300 - < 350																						2.8	
	350 - < 400																						17.0	
	400 - < 450																						15.1	
	450 - < 500	35 000	87.5																				10.4	
	500 - < 550																							7.2
	550 - < 600																							15.5
	600 - < 650																							4.3
	650 - < 700																							3.6
	700 - < 750																							8.6
	750 - < 800																							0.0
800 - < 850																							3.1	
850 - < 900																							0.0	
900 - < 950																							0.1	
950 - < 1000																							0.1	
> 1000																							0.1	
TOTAL l		40 000	100.0	1 982 836	100.0	1 683 267	100.0	2 89 651	100.0	2 661 001	100.0	2 442 388	100.0	2 005 113	100.0	2 744 177	100.0	3 855 079	100.0	17 703 512	100.0	100.0	100.0	
AVE PRICE			428.13		455.86		852.18		495.75		594.66		500.87		591.79		493.37		493.72		550.66	471.89	498.12	
Pinotage	200 - < 250																						0.0	
	250 - < 300																						5.1	
	300 - < 350																						5.1	
	350 - < 400																						5.5	
	400 - < 450																						11.4	
	450 - < 500	2 500	7.5																				13.0	
	500 - < 550	31 050	92.5																				20.9	
	550 - < 600																						17.3	
	600 - < 650																							10.3
	650 - < 700																							8.2
	700 - < 750																							6.2
	750 - < 800																							4.2
	800 - < 850																							2.2
	850 - < 900																							2.2
> 1000																							0.0	
TOTAL l		33 550	100.0	1 796 782	100.0	647 584	100.0	316 740	100.0	2 027 834	100.0	842 005	100.0	1 977 707	100.0	2 261 426	100.0	2 734 063	100.0	12 631 691	100.0	100.0	100.0	
AVE PRICE			398.14		404.88		469.98		411.01		529.08		451.80		517.84		444.77		449.63		465.88	410.15	396.68	







TYPE	ORANGE RIVER		OLIFANTS RIVER		MALMESBURY		LITTLE KAROO		PAARL		ROBERTSON		STELLENBOSCH		WORCESTER		BREEDEKLOOF		INDUSTRY 2009		INDUSTRY %		
	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	LITRES	%	2008	2007	
Colombar	200 - < 250	827 000	13.6	93 000	3.2	1 487 000	30.4	374 250	24.7	19 650	6.2	1 314 613	22.3	385 640	72.1	1 381 690	23.0	156 260	2.3	1 076 360	3.5	3.8	1.4
	250 - < 300	5 268 400	86.4	1 006 740	35.0	165 560	33.8	892 930	58.9	108 850	34.4	1 645 990	27.9	68 650	12.8	1 967 169	32.7	890 624	13.0	10 790 307	35.3	54.4	54.1
	300 - < 350			1 751 755	60.9			127 000	8.4	177 800	56.2	1 441 311	24.4	60 950	11.4	1 984 820	33.0	3 461 987	50.6	10 062 891	32.9	26.8	31.7
	350 - < 400			24 920	0.9			121 750	8.0			1 229 070	20.8	19 950	3.7	681 450	11.3	1 757 528	25.7	5 574 329	18.2	8.7	12.7
	400 - < 450					167 060	34.1			9 800	3.1	255 440	4.3					579 840	8.5	2 799 120	9.1	5.8	0.0
	450 - < 500					7 960	1.6					21 930	0.4							273 200	0.9	0.0	0.0
	500 - < 550																			21 930	0.1	0.5	0.1
<b>TOTAL</b>	<b>6 095 500</b>	<b>100.0</b>	<b>2 876 415</b>	<b>100.0</b>	<b>489 280</b>	<b>100.0</b>	<b>1 515 930</b>	<b>100.0</b>	<b>316 100</b>	<b>100.0</b>	<b>5 908 354</b>	<b>100.0</b>	<b>535 190</b>	<b>100.0</b>	<b>6 015 129</b>	<b>100.0</b>	<b>6 846 239</b>	<b>100.0</b>	<b>30 598 137</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>AVE PRICE</b>	<b>252.00</b>		<b>299.91</b>		<b>347.81</b>		<b>317.75</b>		<b>335.95</b>		<b>347.12</b>		<b>302.42</b>		<b>335.75</b>		<b>332.97</b>		<b>315.99</b>	<b>297.23</b>	<b>297.46</b>	<b>0.7</b>	<b>0.0</b>
Crouchen (Cape Riesling)	200 - < 250																						
	250 - < 300																						
	300 - < 350																						
	350 - < 400																						
	400 - < 450																						
	<b>TOTAL</b>																						
	<b>AVE PRICE</b>																						
Semillon	100 - < 150																						
	150 - < 200																						
	200 - < 250																						
	250 - < 300																						
	300 - < 350																						
	350 - < 400																						
	400 - < 450																						
	450 - < 500																						
	500 - < 550																						
	550 - < 600																						
	600 - < 650																						
	650 - < 700																						
	700 - < 750																						
850 - < 900																							
>1000																							
<b>TOTAL</b>																							
<b>AVE PRICE</b>																							
Other white and blends*	100 - < 150																						
	150 - < 200																						
	200 - < 250																						
	250 - < 300																						
	300 - < 350																						
	350 - < 400																						
	400 - < 450																						
	450 - < 500																						
	500 - < 550																						
	550 - < 600																						
	600 - < 650																						
	650 - < 700																						
	700 - < 750																						
750 - < 800																							
900 - < 950																							
>1000																							
<b>TOTAL</b>	<b>7 307 060</b>	<b>100.0</b>	<b>44 709 979</b>	<b>100.0</b>	<b>4 933 670</b>	<b>100.0</b>	<b>2 859 239</b>	<b>100.0</b>	<b>5 841 410</b>	<b>100.0</b>	<b>15 783 503</b>	<b>100.0</b>	<b>1 296 840</b>	<b>100.0</b>	<b>11 478 944</b>	<b>100.0</b>	<b>23 654 753</b>	<b>100.0</b>	<b>117 885 398</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>AVE PRICE</b>	<b>296.91</b>		<b>277.69</b>		<b>4 933.67</b>		<b>2 859.24</b>		<b>308.65</b>		<b>320.03</b>		<b>315.87</b>		<b>292.67</b>		<b>295.60</b>		<b>4 359 852</b>	<b>410.27</b>	<b>365.78</b>	<b>352.93</b>	
<b>AVE PRICE</b>			<b>144 905</b>		<b>391.81</b>		<b>103 244</b>		<b>383.01</b>		<b>937 983</b>		<b>299.40</b>		<b>197 983</b>		<b>285 550</b>		<b>1 669 665</b>	<b>329.44</b>	<b>354.30</b>	<b>325.83</b>	





# AVERAGE PRICES OF WINE SOLD IN BULK ACCORDING TO VINTAGE

TYPE	PRICE RANGE R / HL OR C / ℓ	2006			2007			2008			JAN - SEPT 2009			INDUSTRY GROWTH		
		2006 VINTAGE	OTHER VINTAGES	TOTAL	2007 VINTAGE	OTHER VINTAGES	TOTAL	2008 VINTAGE	OTHER VINTAGES	TOTAL	2009 VINTAGE	OTHER VINTAGES	TOTAL	2006 - 2007	2007 - 2008	2008 - 2009
Cabernet Sauvignon	LITRES	4 042 008	11 612 097	15 654 105	7 935 636	14 358 025	22 293 661	12 341 649	12 197 317	24 538 966	8 840 103	9 162 428	18 002 531	42.41	10.07	
	AVE PRICE R / HL OR C / ℓ	461.22	507.13	476.23	419.70	436.45	430.49	480.61	452.88	451.74	545.28	523.32	534.10	-9.60	4.94	18.23
	LITRES	95 670	271 978	367 648	275 262	209 266	484 528	493 354	359 653	853 007	504 020	445 850	949 870	31.79	76.05	
Cabernet Franc	LITRES	369 771	421 644	408 112	456 033	411 336	436 733	396 930	346 888	396 556	461 110	395 000	430 077	7.01	-9.20	8.45
	AVE PRICE R / HL OR C / ℓ	1 601 831	4 987 484	6 389 315	2 065 812	3 814 518	5 880 330	3 960 930	3 596 455	7 557 385	4 811 117	2 617 123	7 428 240	-10.76	28.52	
	LITRES	3 197 771	417 000	393 336	281 665	314 300	302 833	363 233	341 066	352 688	423 444	395 990	413 744	-23.01	16.46	17.31
Merlot	LITRES	3 501 475	5 395 154	8 896 629	4 775 152	7 574 527	12 349 679	9 336 451	7 804 551	17 141 002	7 414 206	5 235 437	12 649 643	38.81	38.80	
	AVE PRICE R / HL OR C / ℓ	349 771	456 471	426 299	392 800	399 133	396 688	418 669	416 455	417 671	505 966	454 455	484 644	-6.95	5.29	16.03
	LITRES	5 742 215	8 595 511	14 337 726	8 454 908	11 481 854	19 936 762	14 771 919	11 155 721	25 927 640	11 125 446	6 578 066	17 703 512	39.05	30.05	
Shiraz	LITRES	5 21 999	5 099 228	5 14 377	446 099	466 971	458 112	485 100	454 400	471 899	535 022	577 111	550 666	-10.94	3.01	16.69
	AVE PRICE R / HL OR C / ℓ	6 137 551	8 638 914	14 776 465	5 254 275	7 066 814	12 861 089	7 562 278	8 629 868	16 192 146	7 062 434	5 569 257	12 631 691	-12.96	25.90	
	LITRES	378 244	403 288	392 888	391 100	400 344	396 688	397 411	421 322	410 155	475 511	453 666	465 888	0.97	3.40	13.59
Pinot Noir	LITRES	40 111	3 000	43 111	18 318	52 540	70 858	59 674	5 400	65 074	97 013	8 003	105 016	64.36	-8.16	
	AVE PRICE R / HL OR C / ℓ	425 721	350 000	420 455	674 633	672 622	673 144	541 033	325 000	523 100	735 855	1189 000	770 399	60.10	-22.29	47.27
	LITRES	1 595 822	4 654 706	6 250 528	1 804 453	2 779 117	4 583 570	2 455 972	4 288 392	6 744 364	2 424 398	2 357 787	4 782 185	-26.67	47.14	
Cinsaut	LITRES	301 271	366 044	349 350	325 511	312 117	317 422	342 400	320 871	328 711	408 422	332 022	370 755	-9.18	3.56	12.79
	AVE PRICE R / HL OR C / ℓ	11 706 756	2 172 220	13 878 976	13 612 799	4 101 376	17 714 175	19 434 695	6 278 306	25 713 001	14 394 908	7 327 272	21 722 180	27.63	45.15	
	LITRES	304 571	305 277	304 688	293 099	310 322	297 133	321 339	285 299	312 588	358 544	314 766	343 777	-2.48	5.20	9.98
Other red and blends	LITRES	9 680 770	18 188 278	27 869 048	14 398 428	24 806 419	39 204 847	25 156 121	29 441 948	54 598 069	16 668 707	16 171 674	32 840 381	40.68	39.26	
	AVE PRICE R / HL OR C / ℓ	372 521	363 700	386 666	341 466	333 488	336 411	370 944	326 500	346 988	442 088	401 971	422 333	-13.00	3.14	21.72
	LITRES	12 481 165	5 219 171	17 700 336	13 393 606	5 085 455	18 479 061	18 244 914	6 299 981	24 544 895	14 114 118	5 379 937	19 494 075	4.40	32.83	
Chardonnay	LITRES	499 871	483 722	495 111	479 199	460 833	474 144	481 444	481 855	481 544	523 055	519 033	521 944	-4.24	1.56	8.39
	AVE PRICE R / HL OR C / ℓ	8 320 457	1 698 065	10 018 522	12 055 148	1 919 895	13 975 033	15 859 748	3 206 341	19 066 089	13 372 455	2 873 939	16 246 394	39.49	36.43	
	LITRES	549 521	537 800	547 533	522 466	484 211	517 211	525 433	487 233	519 000	565 099	492 733	552 299	-5.54	0.35	6.41
Chenin blanc	LITRES	44 764 301	7 438 344	52 202 645	46 226 759	15 293 149	61 519 908	46 979 930	15 781 886	62 761 816	41 420 998	13 381 060	55 002 058	17.85	2.02	
	AVE PRICE R / HL OR C / ℓ	319 371	304 633	317 277	324 411	319 444	323 177	327 888	302 300	321 455	354 144	336 422	349 766	1.86	-0.53	8.81
	LITRES	21 930 407	4 217 001	26 147 408	21 304 755	6 576 815	27 881 570	28 603 708	11 758 186	40 361 894	19 457 466	11 140 671	30 598 137	6.63	44.76	
Colombar	LITRES	291 366	305 733	293 688	295 533	303 699	297 466	298 900	293 155	297 233	320 022	308 944	315 999	1.29	-0.08	6.31
	AVE PRICE R / HL OR C / ℓ	2 493 996	1 369 950	2 630 946	2 683 039	1 022 640	3 715 679	1 503 154	589 550	2 092 704	878 340	212 950	1 091 290	41.23	-43.68	
	LITRES	321 255	370 000	323 799	315 288	324 422	317 822	322 299	335 655	326 055	369 911	333 100	362 733	-1.84	2.59	11.25
Semillon	LITRES	2 776 518	727 474	3 503 992	3 082 645	592 898	3 675 543	3 270 625	1 150 694	4 421 319	2 961 619	1 398 233	4 359 852	4.90	20.29	
	AVE PRICE R / HL OR C / ℓ	342 155	327 133	339 033	354 822	343 099	352 933	369 144	356 255	365 788	439 388	348 611	410 277	4.10	3.64	12.16
	LITRES	129 676 318	27 875 670	157 551 988	103 032 977	49 551 160	152 584 137	119 227 903	62 469 807	181 697 710	73 005 426	44 879 972	117 885 398	-3.15	19.08	
Other white and blends	LITRES	276 488	264 655	274 399	278 077	268 688	275 022	276 744	259 800	270 911	297 822	282 000	291 800	0.23	-1.49	7.71
	AVE PRICE R / HL OR C / ℓ	355 133	349 733	354 358	371 288	372 999	371 377	389 811	369 955	385 377	423 588	392 711	412 455	4.74	3.77	7.03
	LITRES	276 735 701	112 979 285	389 714 986	271 464 055	157 447 033	428 911 008	187 164 842	523 906 650	242 961 457	137 426 705	380 388 162	10 066	22.15		
All Varieties	LITRES	323 188	375 744	338 422	331 400	340 866	334 877	345 711	331 599	340 677	390 244	369 066	382 599	-1.05	1.73	12.31
	AVE PRICE R / HL OR C / ℓ	44 127 869	64 519 342	108 647 211	58 459 222	76 451 962	134 911 184	95 573 043	83 757 611	179 330 654	73 359 242	55 380 657	128 739 899	24.17	32.92	
	LITRES	378 966	424 533	406 022	362 622	383 433	374 411	394 933	377 433	386 755	460 055	438 399	450 733	-7.79	3.30	16.54
All white varieties	LITRES	222 459 502	47 312 675	269 772 177	201 914 750	80 384 496	282 299 246	101 256 445	101 256 445	335 198 387	165 193 532	79 559 022	244 752 554	4.64	18.74	
	AVE PRICE R / HL OR C / ℓ	310 666	309 833	310 511	314 466	324 466	314 466	292 866	314 711	314 711	358 333	320 022	345 911	1.27	0.08	9.91

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

PRODUCT		OCTOBER			6 MONTHS			12 MONTHS		
		2008	2009	Trend	MAY '08 - OCT '08	MAY '09 - OCT '09	Trend	NOV '07 - OCT '08	NOV '08 - OCT '09	Trend
Chardonnay	P	1 546 184	1 653 874	107.0	9 744 353	9 688 689	99.4	17 079 122	17 262 270	101.1
	B	1 573 338	634 801	40.3	6 194 062	7 016 040	113.3	11 621 142	9 937 789	85.5
Sauvignon Blanc	P	1 544 840	1 976 618	127.9	9 415 153	9 814 062	104.2	15 536 214	16 909 913	108.8
	B	415 530	146 965	35.4	1 962 524	1 472 168	75.0	3 977 293	2 894 149	72.8
Chenin blanc	P	1 879 710	1 461 459	77.7	10 430 887	10 055 311	96.4	18 389 777	19 207 810	104.4
	B	3 813 035	1 925 652	50.5	15 389 624	12 887 243	83.7	24 827 186	22 574 094	90.9
Other White	P	4 864 526	4 935 138	101.5	22 844 743	25 453 849	111.4	39 577 034	44 348 480	112.1
	B	3 664 459	1 710 601	46.7	25 157 511	17 535 504	69.7	41 649 735	30 261 946	72.7
TOTALS WHITE WINE	P	9 835 260	10 027 089	102.0	52 435 136	55 011 911	104.9	90 582 147	97 728 473	107.9
	B	9 466 362	4 418 019	46.7	48 703 721	38 910 955	79.9	82 075 356	65 667 978	80.0
	P+B	19 301 622	14 445 108	74.8	101 138 857	93 922 866	92.9	172 657 503	163 396 451	94.6
Cabernet Sauvignon	P	1 403 719	1 885 044	134.3	7 597 813	8 512 587	112.0	13 836 526	15 305 556	110.6
	B	1 297 950	216 297	16.7	4 575 114	2 249 719	49.2	7 331 888	4 809 202	65.6
Shiraz	P	2 144 662	1 779 501	83.0	9 805 939	9 262 622	94.5	17 479 885	17 713 232	101.3
	B	168 633	218 840	129.8	1 347 766	1 445 241	107.2	3 676 458	3 144 392	85.5
Pinotage	P	732 856	997 780	136.1	4 991 982	5 319 891	106.6	9 411 220	9 994 660	106.2
	B	474 215	709 263	149.6	4 162 530	4 166 942	100.1	8 048 684	8 702 074	108.1
Merlot	P	1 001 902	794 240	79.3	4 581 913	4 621 056	100.9	8 430 865	8 988 701	106.6
	B	211 404	342 220	161.9	1 112 131	1 282 211	115.3	3 174 790	2 511 714	79.1
Other Red	P	7 735 456	6 962 362	90.0	36 532 861	38 995 363	106.7	66 553 335	73 196 806	110.0
	B	8 189 040	5 109 405	62.4	40 062 442	27 314 638	68.2	69 570 064	52 392 895	75.3
TOTALS RED WINE	P	13 018 595	12 418 927	95.4	63 510 508	66 711 519	105.0	115 711 831	125 198 955	108.2
	B	10 341 242	6 596 025	63.8	51 259 983	36 458 751	71.1	91 801 884	71 560 277	78.0
	P+B	23 359 837	19 014 952	81.4	114 770 491	103 170 270	89.9	207 513 715	196 759 232	94.8
Blanc de Noir + Rosé	P	640 266	1 811 858	283.0	7 771 896	10 410 132	133.9	12 274 937	16 114 073	131.3
	B	697 460	410 670	58.9	6 987 951	7 792 747	111.5	10 415 532	11 573 471	111.1
	P+B	1 337 726	2 222 528	166.1	14 759 847	18 202 879	123.3	22 690 469	27 687 544	122.0
TOTALS NATURAL WINE	P	23 494 121	24 257 874	103.3	123 717 540	132 133 562	106.8	218 568 915	239 041 501	109.4
	B	20 505 064	11 424 714	55.7	106 951 655	83 162 453	77.8	184 292 772	148 801 726	80.7
	P+B	43 999 185	35 682 588	81.1	230 669 195	215 296 015	93.3	402 861 687	387 843 227	96.3
Fortified Wine	P	26 620	53 726	201.8	228 825	143 615	62.8	406 631	279 596	68.8
	B	0	0	-	24 080	0	0.0	47 956	20 200	42.1
	P+B	26 620	53 726	201.8	252 905	143 615	56.8	454 587	299 796	65.9
Sparkling wine	P	404 073	562 957	139.3	2 187 394	3 169 079	144.9	3 691 560	5 719 425	154.9
TOTALS ALL WINE	P	23 924 814	24 874 557	104.0	126 133 759	135 446 256	107.4	222 667 106	245 040 522	110.0
	B	20 505 064	11 424 714	55.7	106 975 735	83 162 453	77.7	184 340 728	148 821 926	80.7
	P+B	44 429 878	36 299 271	81.7	233 109 494	218 608 709	93.8	407 007 834	393 862 448	96.8
OTHER(e.g. for vinegar, industrial)	P	0	0	-	0	0	-	0	0	-
	B	143 958	103 280	71.7	1 057 236	828 760	78.4	1 657 867	1 680 196	101.3
	P+B	143 958	103 280	71.7	1 057 236	828 760	78.4	1 657 867	1 680 196	101.3
Flavoured Grape Liquor	P	0	424	-	15 000	33 184	221.2	15 522	33 301	214.5
TOTALS ALL PRODUCTS	P	23 924 814	24 874 981	104.0	126 148 759	135 479 440	107.4	222 682 628	245 073 823	110.1
	B	20 649 022	11 527 994	55.8	108 032 971	83 991 213	77.7	185 998 595	150 502 122	80.9
	P+B	44 573 836	36 402 975	81.7	234 181 730	219 470 653	93.7	408 681 223	395 575 945	96.8

P=Packaged

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

B=Bulk

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

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

COUNTRY	200711 - 200810				200811 - 200910				TREND 200811 - 200910 / 200711 - 200810			
	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL
UNITED KINGDOM	51 874 934	45 084 365	8 940 803	105 900 102	58 638 456	55 239 614	12 650 530	126 528 600	113	123	141	119
GERMANY	22 918 184	39 453 043	5 513 741	67 884 968	20 911 848	42 234 404	6 858 924	70 005 176	91	107	124	103
SWEDEN	11 551 758	16 301 848	220 899	28 074 505	12 653 747	22 607 461	472 149	35 733 357	110	139	214	127
THE NETHERLANDS	10 836 917	14 541 854	4 275 798	29 654 569	10 865 484	12 601 991	3 761 696	27 229 171	100	87	88	92
DENMARK	3 690 269	11 634 947	212 897	15 538 113	3 992 734	12 371 041	189 885	16 553 660	108	106	89	107
U.S.A.	11 686 226	4 652 405	193 576	16 532 207	8 658 078	5 201 895	188 604	14 048 577	74	112	97	85
CANADA	6 948 644	7 390 353	108 383	14 447 380	5 517 764	5 954 237	90 887	11 562 888	79	81	84	80
BELGIUM	4 761 847	3 492 089	446 348	8 700 284	4 635 346	3 690 393	602 606	8 928 345	97	106	135	103
FRANCE	2 525 270	4 540 605	943 060	8 008 935	3 173 078	4 320 999	1 153 836	8 647 913	126	95	122	108
NEW ZEALAND	6 372 064	5 166 075	27 630	11 565 769	4 180 245	2 942 481	22 451	7 145 177	66	57	81	62
RUSSIA	14 883 275	1 847 166	302 617	17 033 058	5 761 708	615 284	2 160	6 379 152	39	33	1	37
ANGOLA	379 271	25 489 994	37 101	25 906 366	2 691 395	3 385 789	7 898	6 085 082	710	13	21	23
FINLAND	2 894 332	2 578 009	31 167	5 503 508	2 756 861	3 030 259	2 786	5 789 906	95	118	9	105
SWITZERLAND	3 247 362	1 669 630	351 104	5 268 096	2 031 456	2 062 143	681 003	4 774 602	63	124	194	91
CHINA	308 290	3 769 317	6 116	4 083 723	2 359 010	1 775 060	10 836	4 144 906	765	47	177	101
REPUBLIC OF IRELAND	2 724 990	2 550 113	89 819	5 364 922	1 697 599	1 382 712	55 240	3 135 551	62	54	62	58
JAPAN	682 811	1 006 387	5 229	1 694 427	1 038 440	1 669 784	2 223	2 710 447	152	166	43	160
NIGERIA	220 141	1 769 667	16 473	2 006 281	457 545	1 896 440	35 271	2 389 256	208	107	214	119
KENYA	972 844	1 064 798	17 901	2 055 543	976 306	934 728	55 909	1 966 943	100	88	312	96
NORWAY	287 375	1 490 390	3 002	1 780 767	332 376	1 632 152	0	1 964 528	116	110	0	110
AUSTRALIA	3 564 889	1 869 797	25 898	5 460 584	1 167 540	540 447	12 024	1 720 011	33	29	46	31
UNITED ARAB EMIRATES	649 327	693 379	34 869	1 377 575	684 161	819 345	45 278	1 548 784	105	118	130	112
TANZANIA	669 284	540 881	21 426	1 231 591	686 957	489 376	22 095	1 198 428	103	90	103	97
CZECH REPUBLIC	1 110 475	821 498	23 297	1 955 270	655 725	418 218	2 048	1 075 991	59	51	9	55
ROMANIA	1 450 745	36 923	4 419	1 492 087	7 574	12 645	2 250	22 469	1	34	51	2
OTHER COUNTRIES	5 445 978	8 058 182	836 896	14 341 056	6 865 019	8 930 335	758 955	16 554 309	126	111	91	115
<b>TOTAL</b>	<b>172 657 502</b>	<b>207 513 715</b>	<b>22 690 469</b>	<b>402 861 686</b>	<b>163 396 452</b>	<b>196 759 233</b>	<b>27 687 544</b>	<b>387 843 229</b>	<b>95</b>	<b>95</b>	<b>122</b>	<b>96</b>

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

COUNTRY	200711 - 200810				200811 - 200910				TREND 200811 - 200910 / 200711 - 200810			
	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL
UNITED KINGDOM	38 947 016	36 901 465	7 270 673	83 119 154	43 248 197	42 967 518	10 586 210	96 801 925	111	116	146	116
SWEDEN	11 551 758	15 483 698	220 899	27 256 355	12 486 347	18 898 753	472 149	31 857 249	108	122	214	117
THE NETHERLANDS	8 011 205	9 977 464	2 551 185	20 539 854	8 476 990	9 163 188	2 691 951	20 332 129	106	92	106	99
GERMANY	4 314 373	10 396 211	760 355	15 470 939	4 729 516	10 200 399	826 844	15 756 759	110	98	109	102
DENMARK	2 776 979	8 802 171	116 798	11 695 948	2 659 543	8 740 106	189 885	11 589 534	96	99	163	99
U.S.A.	4 064 376	4 290 485	193 576	8 548 437	3 885 549	4 482 282	188 604	8 556 435	96	104	97	100
CANADA	2 579 310	5 016 200	84 233	7 679 743	3 127 325	4 992 192	90 887	8 210 404	121	100	108	107
FINLAND	2 397 622	2 216 479	6 917	4 621 018	2 310 641	2 703 389	2 786	5 016 816	96	122	40	109
BELGIUM	2 490 997	2 072 980	203 668	4 767 645	2 352 577	1 955 330	263 661	4 571 568	94	94	129	96
REPUBLIC OF IRELAND	2 211 351	1 886 027	89 819	4 187 197	1 697 599	1 382 712	55 240	3 135 551	77	73	62	75
JAPAN	424 251	1 006 387	5 229	1 435 867	826 000	1 669 784	2 223	2 498 007	195	166	43	174
NIGERIA	220 141	1 769 667	16 473	2 006 281	457 545	1 896 440	35 271	2 389 256	208	107	214	119
KENYA	962 904	1 053 918	17 901	2 034 723	976 306	934 728	55 909	1 966 943	101	89	312	97
ANGOLA	255 391	568 282	7 101	830 774	357 395	1 434 489	7 898	1 799 782	140	252	111	217
AUSTRALIA	1 128 105	1 005 777	25 898	2 159 780	1 167 540	540 447	12 024	1 720 011	103	54	46	80
NORWAY	239 339	1 252 376	3 002	1 494 717	284 116	1 369 810	0	1 653 988	119	109	0	111
NEW ZEALAND	1 187 504	1 564 495	27 630	2 779 629	657 485	900 401	22 451	1 580 337	55	58	81	57
UNITED ARAB EMIRATES	649 327	693 379	34 869	1 377 575	684 161	819 345	45 278	1 548 784	105	118	130	112
CHINA	164 850	719 233	6 116	890 199	211 037	1 065 987	10 836	1 287 860	128	148	177	145
TANZANIA	669 284	540 881	21 426	1 231 591	686 957	489 376	22 095	1 198 428	103	90	103	97
SWITZERLAND	344 053	571 141	34 754	949 948	328 984	669 788	6 161	1 004 933	96	117	18	106
RUSSIA	502 832	787 950	11 637	1 302 419	410 381	567 419	2 160	979 960	82	72	19	75
FRANCE	319 449	410 784	35 456	765 689	296 195	462 273	28 782	787 250	93	113	81	103
POLAND	226 011	564 249	27 828	818 088	219 926	485 579	24 026	729 531	97	86	86	89
MAURITIUS	300 873	234 978	107 305	643 156	262 043	187 564	81 971	531 578	87	80	76	83
OTHER COUNTRIES	3 642 846	5 925 154	394 189	9 962 189	4 928 119	6 219 595	388 771	11 536 485	135	105	99	116
<b>TOTAL</b>	<b>90 582 147</b>	<b>115 711 831</b>	<b>12 274 937</b>	<b>218 568 915</b>	<b>97 728 474</b>	<b>125 198 956</b>	<b>16 114 073</b>	<b>239 041 503</b>	<b>108</b>	<b>108</b>	<b>131</b>	<b>109</b>

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

COUNTRY	200711 - 200810				200811 - 200910				TREND 200811 - 200910 / 200711 - 200810			
	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL
GERMANY	18 603 811	29 056 832	4 753 386	52 414 029	16 182 332	32 034 005	6 032 080	54 248 417	87	110	127	103
UNITED KINGDOM	12 927 918	8 182 900	1 670 130	22 780 948	15 390 259	12 272 096	2 064 320	29 726 675	119	150	124	130
FRANCE	2 205 821	4 129 821	907 604	7 243 246	2 876 883	3 858 726	1 125 054	7 860 663	130	93	124	109
THE NETHERLANDS	2 825 712	4 564 390	1 724 613	9 114 715	2 388 494	3 438 803	1 069 745	6 897 042	85	75	62	76
NEW ZEALAND	5 184 560	3 601 580	0	8 786 140	3 522 760	2 042 080	0	5 564 840	68	57	0	63
U.S.A.	7 621 850	3 61 920	0	7 983 770	4 772 529	719 613	0	5 492 142	63	199	0	69
RUSSIA	14 380 443	1 059 216	290 980	15 730 639	5 351 327	47 865	0	5 399 192	37	5	0	34
DENMARK	913 290	2 832 776	96 099	3 842 165	1 333 191	3 630 935	0	4 964 126	146	128	0	129
BELGIUM	2 270 850	1 419 109	242 680	3 932 639	2 282 769	1 735 063	338 945	4 356 777	101	122	140	111
ANGOLA	123 880	24 921 712	30 000	25 075 592	2 334 000	1 951 300	0	4 285 300	1 884	8	0	17
SWEDEN	0	818 150	0	818 150	167 400	3 708 708	0	3 876 108	0	453	0	474
SWITZERLAND	2 903 309	1 098 489	316 350	4 318 148	1 702 472	1 392 355	674 842	3 769 669	59	127	213	87
CANADA	4 369 334	2 374 153	24 150	6 767 637	2 390 439	962 045	0	3 352 484	55	41	0	50
CHINA	143 440	3 050 084	0	3 193 524	2 147 973	709 073	0	2 857 046	1 497	23	0	89
THAILAND	167 604	217 170	23 980	408 754	547 550	688 560	0	1 236 110	327	317	0	302
ITALY	385 915	386 179	48 140	820 234	648 082	548 088	25 000	1 221 170	168	142	52	149
CZECH REPUBLIC	1 025 319	693 997	0	1 719 316	549 250	287 220	0	836 470	54	41	0	49
FINLAND	496 710	361 530	24 250	882 490	446 220	326 870	0	773 090	90	90	0	88
MAURITIUS	219 055	231 003	118 950	569 008	170 250	183 625	50 125	404 000	78	79	42	71
SENEGAL	49 260	47 840	72 900	170 000	71 800	171 060	193 360	336 220	146	149	265	198
NORWAY	48 036	238 014	0	286 050	48 260	262 280	0	310 540	100	110	0	109
INDIA	382 880	94 500	71 320	548 300	24 000	0	0	24 000	6	0	0	4
ROMANIA	1 415 510	0	0	1 415 510	0	0	0	0	0	0	0	0
REPUBLIC OF IRELAND	513 639	664 086										

# 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 - AUG 2008 (a)	JAN 2009 - AUG 2009 (b)		SEP 2007 - AUG 2008 (c)	SEP 2008 - AUG 2009 (d)	
GLASS	< 750 ml	788 053	875 973	111.2	1 349 913	1 369 909	101.5
	% of glass	0.9	1.0		0.9	1.0	
	750 ml	51 971 295	47 415 318	91.2	81 663 638	78 424 738	96.0
	% of glass	57.6	55.2		57.4	55.7	
	1 l	12 910 701	12 863 016	99.6	20 698 086	21 036 767	101.6
	% of glass	14.3	15.0		14.5	15.0	
	1,5 l - 2 l	19 434 574	20 829 636	107.2	30 523 696	33 575 319	110.0
	% of glass	21.5	24.3		21.5	23.9	
	4,5 l	5 096 516	3 812 405	74.8	7 875 320	6 208 457	78.8
	% of glass	5.6	4.4		5.5	4.4	
	OTHER	27 509	40 451	147.0	152 990	68 496	44.8
% of glass	0.0	0.0		0.1	0.0		
<b>TOTAL</b>		90 228 648	85 836 798	95.1	142 263 642	140 683 685	98.9
	<b>As % of total natural wine</b>	46.6	46.7		47.0	47.8	
PLASTIC	< 750 ml	657 037	606 769	92.3	975 869	1 182 346	121.2
	% of plastic	1.5	1.5		1.5	1.9	
	750 ml	382 035	385 968	101.0	611 106	681 625	111.5
	% of plastic	0.9	1.0		0.9	1.1	
	1 l	19 991 136	18 236 823	91.2	30 432 003	28 424 276	93.4
	% of plastic	46.0	46.0		46.1	45.5	
	5 l	16 342 330	13 954 935	85.4	24 703 685	22 628 450	91.6
	% of plastic	37.6	35.2		37.5	36.2	
	OTHER	6 109 125	6 481 505	106.1	9 225 273	9 556 057	103.6
	% of plastic	14.0	16.3		14.0	15.3	
	<b>TOTAL</b>		43 481 663	39 666 000	91.2	65 947 936	62 472 754
	<b>As % of total natural wine</b>	22.5	21.6		21.8	21.2	
BAG-IN-BOX	2 l	4 760 592	4 753 792	99.9	7 531 334	7 624 828	101.2
	% of bag-in-box	9.5	9.6		9.8	9.9	
	3 l	6 082 134	7 510 125	123.5	9 075 363	10 822 245	119.2
	% of bag-in-box	12.2	15.1		11.8	14.0	
	5 l	38 440 220	36 760 140	95.6	59 225 270	57 773 940	97.5
	% of bag-in-box	77.1	74.1		77.1	74.7	
	OTHER	601 811	596 171	99.1	935 315	1 141 387	122.0
% of bag-in-box	1.2	1.2		1.2	1.5		
<b>TOTAL</b>		49 884 757	49 620 228	99.5	76 767 282	77 362 400	100.8
	<b>As % of total natural wine</b>	25.8	27.0		25.4	26.3	
FOIL BAGS	2 l	1 459 868	1 496 998	102.5	2 569 226	2 350 670	91.5
	% of foil bags	20.6	25.2		19.8	24.3	
	5 l	5 555 020	4 404 805	79.3	10 299 615	7 259 510	70.5
	% of foil bags	78.4	74.0		79.6	75.1	
	OTHER	68 992	48 819	70.8	76 092	55 596	73.1
	% of foil bags	1.0	0.8		0.6	0.6	
<b>TOTAL</b>		7 083 880	5 950 622	84.0	12 944 933	9 665 776	74.7
	<b>As % of total natural wine</b>	3.7	3.2		4.3	3.3	
TETRA PACKS	500 ml	238 470	80 235	33.6	475 770	116 420	24.5
	% of tetra packs	8.3	2.9		10.6	2.6	
	1 l	2 566 043	2 542 772	99.1	3 892 657	4 103 862	105.4
	% of tetra packs	89.2	92.4		86.4	93.3	
	OTHER	73 108	129 421	177.0	137 457	177 505	129.1
	% of tetra packs	2.5	4.7		3.1	4.0	
<b>TOTAL</b>		2 877 621	2 752 428	95.6	4 505 883	4 397 787	97.6
	<b>As % of total natural wine</b>	1.5	1.5		1.5	1.5	
<b>TOTAL NATURAL WINE</b>		193 556 569	183 826 076	95.0	302 429 676	294 582 402	97.4
<b>TOTAL SPARKLING</b>		3 889 430	3 492 130	89.8	9 207 227	9 325 366	101.3
PRICE RANGE- R / 5l BAG-IN-BOX	<b>LESS THAN R33</b>	92 300	65 060	70.5	219 310	112 920	51.5
	% of bag-in-box	0.2	0.2		0.4	0.2	
	<b>MORE THAN R33</b>	38 347 920	36 695 910	95.7	59 005 960	57 642 100	97.7
% of bag-in-box	99.8	99.8		99.6	99.8		

## 1.2 PRODUCER CELLARS AND PRODUCER CELLAR BOUND WHOLESALERS

TYPE OF CONTAINER	CONTAINER SIZE	LITRES		TREND (b / a)	LITRES		TREND (d / c)
		JAN 2008 - AUG 2008 (a)	JAN 2009 - AUG 2009 (b)		SEP 2007 - AUG 2008 (c)	SEP 2008 - AUG 2009 (d)	
GLASS	< 750 ml	63 815	127 044	199.1	132 986	171 351	128.8
	% of glass	0.7	1.5		0.9	1.2	
	750 ml	8 935 223	7 624 347	85.3	13 748 185	12 565 964	91.4
	% of glass	92.1	90.1		91.5	91.1	
	1 l	98 473	60 782	61.7	217 022	105 267	48.5
	% of glass	1.0	0.7		1.4	0.8	
	1,5 l - 2 l	590 949	636 335	107.7	808 407	918 679	113.6
	% of glass	6.1	7.5		5.4	6.7	
	4,5 l	0	0	0.0	0	0	0.0
	% of glass	0.0	0.0		0.0	0.0	
OTHER	11 751	15 743	134.0	125 100	30 659	24.5	
% of glass	0.1	0.2		0.8	0.2		
<b>TOTAL</b>		9 700 211	8 464 251	87.3	15 031 699	13 791 920	91.8
<b>As % of total natural wine</b>		14.3	13.0		14.6	13.7	
PLASTIC	< 750 ml	315 923	314 087	99.4	508 437	468 370	92.1
	% of plastic	1.1	1.2		1.2	1.2	
	750 ml	368 930	374 778	101.6	588 766	590 249	100.3
	% of plastic	1.3	1.5		1.4	1.5	
	1 l	16 125 697	14 789 550	91.7	24 434 074	23 267 472	95.2
	% of plastic	57.2	58.1		56.6	58.1	
	5 l	7 343 790	5 933 845	80.8	11 441 450	9 744 095	85.2
	% of plastic	26.0	23.3		26.5	24.3	
	OTHER	4 046 595	4 047 968	100.0	6 224 973	6 002 632	96.4
	% of plastic	14.3	15.9		14.4	15.0	
<b>TOTAL</b>		28 200 935	25 460 227	90.3	43 197 700	40 072 818	92.8
<b>As % of total natural wine</b>		41.6	39.1		41.9	39.9	
BAG-IN-BOX	2 l	936 562	999 220	106.7	1 364 906	1 543 190	113.1
	% of bag-in-box	3.6	3.6		3.6	3.8	
	3 l	5 928 513	7 129 287	120.3	8 679 075	10 338 900	119.1
	% of bag-in-box	23.1	25.8		22.9	25.4	
	5 l	18 553 260	19 212 855	103.6	27 477 370	28 423 335	103.4
	% of bag-in-box	72.3	69.6		72.4	69.8	
	OTHER	255 494	274 436	107.4	408 816	423 267	103.5
% of bag-in-box	1.0	1.0		1.1	1.0		
<b>TOTAL</b>		25 673 829	27 615 798	107.6	37 930 167	40 728 692	107.4
<b>As % of total natural wine</b>		37.9	42.4		36.7	40.6	
FOIL BAGS	2 l	1 382 602	1 400 920	101.3	2 340 760	2 215 038	94.6
	% of foil bags	56.2	75.6		53.2	73.9	
	5 l	1 079 370	450 720	41.8	2 062 655	780 485	37.8
	% of foil bags	43.8	24.3		46.8	26.1	
	OTHER	0	399	0.0	0	399	0.0
% of foil bags	0.0	0.0		0.0	0.0		
<b>TOTAL</b>		2 461 972	1 852 039	75.2	4 403 415	2 995 922	68.0
<b>As % of total natural wine</b>		3.6	2.8		4.3	3.0	
TETRA PACKS	500 ml	209 983	59 320	28.2	424 462	82 738	19.5
	% of tetra packs	12.2	3.4		16.0	3.0	
	1 l	1 440 188	1 545 294	107.3	2 091 881	2 473 144	118.2
	% of tetra packs	83.6	89.1		78.8	90.5	
	OTHER	73 096	129 421	177.1	137 169	177 505	129.4
% of tetra packs	4.2	7.5		5.2	6.5		
<b>TOTAL</b>		1 723 267	1 734 035	100.6	2 653 511	2 733 387	103.0
<b>As % of total natural wine</b>		2.5	2.7		2.6	2.7	
<b>TOTAL NATURAL WINE</b>		67 760 214	65 126 350	96.1	103 216 492	100 322 738	97.2
<b>TOTAL SPARKLING</b>		270 823	316 054	116.7	698 539	958 468	137.2
PRICE RANGE- R / 5l BAG-IN-BOX	<b>LESS THAN R33</b>	210	0	0.0	74 955	0	0.0
	% of bag-in-box	0.0	0.0		0.3	0.0	
	<b>MORE THAN R33</b>	18 553 050	19 213 685	103.6	27 402 415	28 404 415	103.7
	% of bag-in-box	100.0	100.0		99.7	99.9	



## 1.3 PRIVATE CELLARS

TYPE OF CONTAINER	CONTAINER SIZE	LITRES		TREND (b / a)	LITRES		TREND (d / c)
		JAN 2008 - AUG 2008 (a)	JAN 2009 - AUG 2009 (b)		SEP 2007 - AUG 2008 (c)	SEP 2008 - AUG 2009 (d)	
GLASS	< 750 ml	263 355	230 488	87.5	405 579	392 805	96.9
	% of glass	1.3	1.2		1.3	1.2	
	750 ml	15 395 902	15 899 030	103.3	24 239 530	25 737 170	106.2
	% of glass	78.8	81.1		79.4	79.5	
	1 l	48 245	47 637	98.7	76 871	73 394	95.5
	% of glass	0.2	0.2		0.3	0.2	
	1,5 l - 2 l	3 816 510	3 413 720	89.4	5 794 443	6 162 164	106.3
	% of glass	19.5	17.4		19.0	19.0	
	4,5 l	0	0	0.0	18	0	0.0
	% of glass	0.0	0.0		0.0	0.0	
OTHER	11 060	12 508	113.1	22 551	24 290	107.7	
% of glass	0.1	0.1		0.1	0.1		
<b>TOTAL</b>		19 535 071	19 603 382	100.3	30 538 992	32 389 822	106.1
<b>As % of total natural wine</b>		87.3	86.8		87.3	88.3	
PLASTIC	< 750 ml	54 214	72 201	133.2	87 300	94 046	107.7
	% of plastic	2.2	2.6		2.3	2.4	
	750 ml	4 872	4 876	100.1	9 659	10 372	107.4
	% of plastic	0.2	0.2		0.3	0.3	
	1 l	242 052	334 184	138.1	398 903	469 807	117.8
	% of plastic	10.0	12.0		10.7	11.9	
	5 l	1 748 710	1 837 455	105.1	2 709 635	2 627 920	97.0
	% of plastic	71.9	65.9		72.4	66.5	
	OTHER	382 039	538 565	141.0	536 518	747 465	139.3
	% of plastic	15.7	19.3		14.3	18.9	
<b>TOTAL</b>		2 431 887	2 787 281	114.6	3 742 015	3 949 610	105.5
<b>As % of total natural wine</b>		10.9	12.3		10.7	10.8	
BAG-IN-BOX	2 l	73 910	12 156	16.4	118 470	37 846	31.9
	% of bag-in-box	20.2	6.8		20.4	12.0	
	3 l	63 708	12 618	19.8	153 999	31 431	20.4
	% of bag-in-box	17.4	7.1		26.5	10.0	
	5 l	224 270	153 445	68.4	298 880	245 720	82.2
	% of bag-in-box	61.2	85.9		51.4	77.9	
	OTHER	4 275	463	10.8	10 200	463	4.5
	% of bag-in-box	1.2	0.3		1.8	0.1	
<b>TOTAL</b>		366 163	178 682	48.8	581 549	315 460	54.2
<b>As % of total natural wine</b>		1.6	0.8		1.7	0.9	
FOIL BAGS	2 l	3 858	8	0.2	9 624	32	0.3
	% of foil bags	8.2	0.2		7.2	0.2	
	5 l	43 195	5 125	11.9	117 670	14 125	12.0
	% of foil bags	91.8	97.7		87.6	99.0	
	OTHER	0	111	0.0	7 100	111	1.6
	% of foil bags	0.0	2.1		5.3	0.8	
<b>TOTAL</b>		47 053	5 244	11.1	134 394	14 268	10.6
<b>As % of total natural wine</b>		0.2	0.0		0.4	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	
<b>TOTAL</b>		0	0	0.0	0	0	0.0
<b>As % of total natural wine</b>		0.0	0.0		0.0	0.0	
<b>TOTAL NATURAL WINE</b>		22 380 173	22 574 589	100.9	34 996 949	36 669 160	104.8
<b>TOTAL SPARKLING</b>		674 367	834 794	123.8	1 311 684	1 679 615	128.1
PRICE RANGE- R / 5l BAG-IN-BOX	<b>LESS THAN R33</b>	7 430	16 800	226.1	7 430	16 800	226.1
	% of bag-in-box	3.3	10.9		2.5	6.8	
	<b>MORE THAN R33</b>	216 840	136 645	63.0	291 450	228 920	78.5
	% of bag-in-box	96.7	89.1		97.5	93.2	

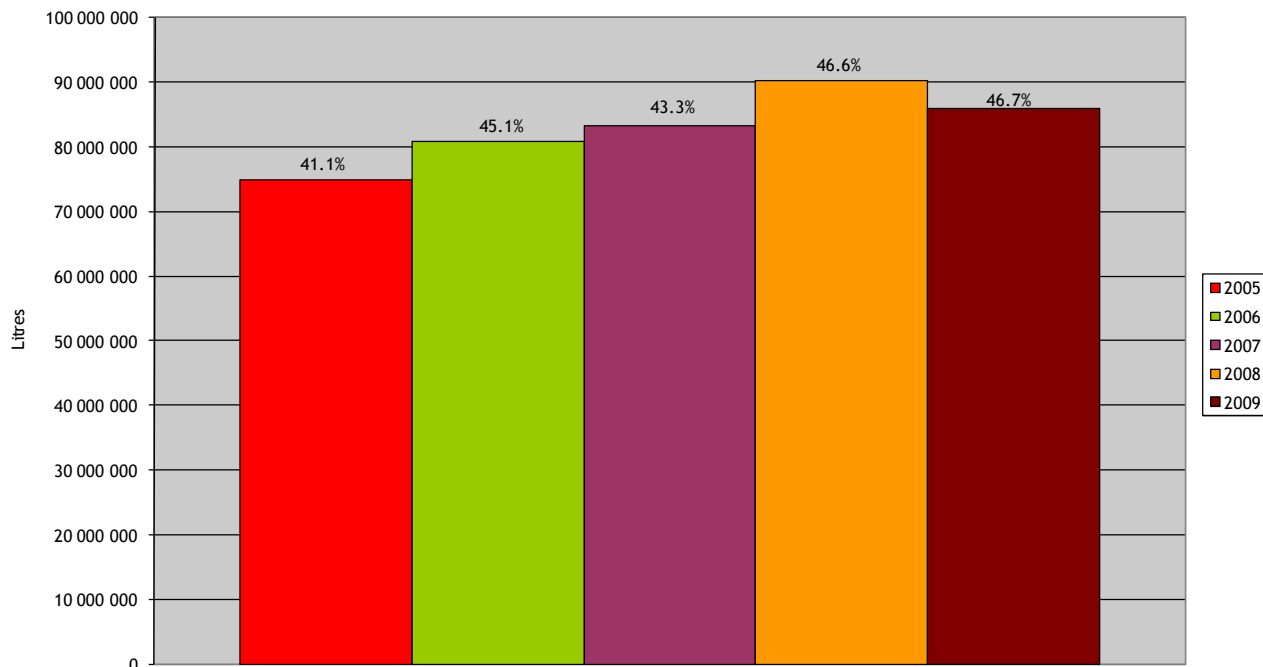
## 1.4 WHOLESALERS (EXCLUDING PRODUCER CELLAR BOUND WHOLESALERS)

TYPE OF CONTAINER	CONTAINER SIZE	LITRES		TREND (b / a)	LITRES		TREND (d / c)
		JAN 2008 - AUG 2008 (a)	JAN 2009 - AUG 2009 (b)		SEP 2007 - AUG 2008 (c)	SEP 2008 - AUG 2009 (d)	
GLASS	< 750 ml	460 884	518 442	112.5	811 348	805 754	99.3
	% of glass	0.8	0.9		0.8	0.9	
	750 ml	27 640 170	23 891 941	86.4	43 675 923	40 121 604	91.9
	% of glass	45.3	41.4		45.2	42.5	
	1 l	12 763 983	12 754 597	99.9	20 404 193	20 858 106	102.2
	% of glass	20.9	22.1		21.1	22.1	
	1,5 l - 2 l	15 027 116	16 779 581	111.7	23 920 847	26 494 477	110.8
	% of glass	24.6	29.0		24.7	28.0	
	4,5 l	5 096 516	3 812 405	74.8	7 875 302	6 208 457	78.8
	% of glass	8.4	6.6		8.1	6.6	
OTHER	4 698	12 200	259.7	5 339	13 547	253.7	
% of glass	0.0	0.0		0.0	0.0		
<b>TOTAL</b>		60 993 366	57 769 165	94.7	96 692 951	94 501 944	97.7
<b>As % of total natural wine</b>		59.0	60.1		58.9	60.0	
PLASTIC	< 750 ml	286 901	220 482	76.8	380 132	619 931	163.1
	% of plastic	2.2	1.9		2.0	3.4	
	750 ml	8 233	6 315	76.7	12 681	81 005	638.8
	% of plastic	0.1	0.1		0.1	0.4	
	1 l	3 623 387	3 113 089	85.9	5 599 026	4 686 997	83.7
	% of plastic	28.2	27.3		29.5	25.4	
	5 l	7 249 830	6 183 635	85.3	10 552 600	10 256 435	97.2
	% of plastic	56.4	54.2		55.5	55.6	
	OTHER	1 680 491	1 894 972	112.8	2 463 783	2 805 960	113.9
	% of plastic	13.1	16.6		13.0	15.2	
<b>TOTAL</b>		12 848 842	11 418 493	88.9	19 008 222	18 450 327	97.1
<b>As % of total natural wine</b>		12.4	11.9		11.6	11.7	
BAG-IN-BOX	2 l	3 750 120	3 742 416	99.8	6 047 958	6 043 792	99.9
	% of bag-in-box	15.7	17.1		15.8	16.6	
	3 l	89 913	368 220	409.5	242 289	451 914	186.5
	% of bag-in-box	0.4	1.7		0.6	1.2	
	5 l	19 662 690	17 393 840	88.5	31 449 020	29 104 885	92.5
	% of bag-in-box	82.5	79.7		82.2	80.1	
	OTHER	342 042	321 272	93.9	516 299	717 657	139.0
	% of bag-in-box	1.4	1.5		1.3	2.0	
<b>TOTAL</b>		23 844 765	21 825 748	91.5	38 255 566	36 318 248	94.9
<b>As % of total natural wine</b>		23.1	22.7		23.3	23.0	
FOIL BAGS	2 l	73 408	96 070	130.9	218 842	135 600	62.0
	% of foil bags	1.6	2.3		2.6	2.0	
	5 l	4 432 455	3 948 960	89.1	8 119 290	6 464 900	79.6
	% of foil bags	96.9	96.5		96.6	97.1	
	OTHER	68 992	48 309	70.0	68 992	55 086	79.8
	% of foil bags	1.5	1.2		0.8	0.8	
<b>TOTAL</b>		4 574 855	4 093 339	89.5	8 407 124	6 655 586	79.2
<b>As % of total natural wine</b>		4.4	4.3		5.1	4.2	
TETRA PACKS	500 ml	28 487	20 915	73.4	51 308	33 682	65.6
	% of tetra packs	2.5	2.1		2.8	2.0	
	1 l	1 125 855	997 478	88.6	1 800 776	1 630 718	90.6
	% of tetra packs	97.5	97.9		97.2	98.0	
	OTHER	12	0	0.0	288	0	0.0
	% of tetra packs	0.0	0.0		0.0	0.0	
<b>TOTAL</b>		1 154 354	1 018 393	88.2	1 852 372	1 664 400	89.9
<b>As % of total natural wine</b>		1.1	1.1		1.1	1.1	
<b>TOTAL NATURAL WINE</b>		103 416 182	96 125 138	92.9	164 216 235	157 590 505	96.0
<b>TOTAL SPARKLING</b>		2 944 240	2 341 282	79.5	7 197 004	6 687 284	92.9
PRICE RANGE- R / 5l BAG-IN-BOX	<b>LESS THAN R33</b>	84 660	48 260	57.0	136 925	96 120	70.2
	% of bag-in-box	0.4	0.3		0.4	0.3	
	<b>MORE THAN R33</b>	19 578 030	17 345 580	88.6	31 312 095	29 008 765	92.6
	% of bag-in-box	99.6	99.7		99.6	99.7	

# NATURAL WINE SOLD IN CONTAINERS (FROM JANUARY TO AUGUST 2005-2009)

Graph 1

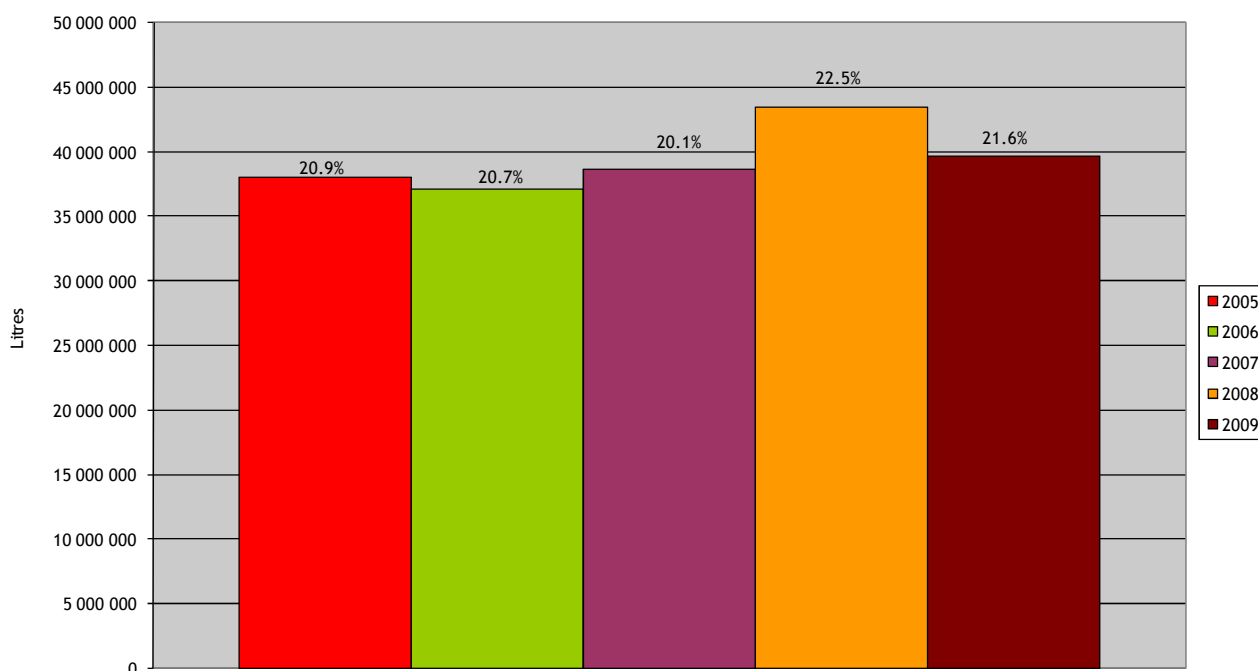
## GLASS



\*The percentages represents the share of total packaged wine sales

Graph 2

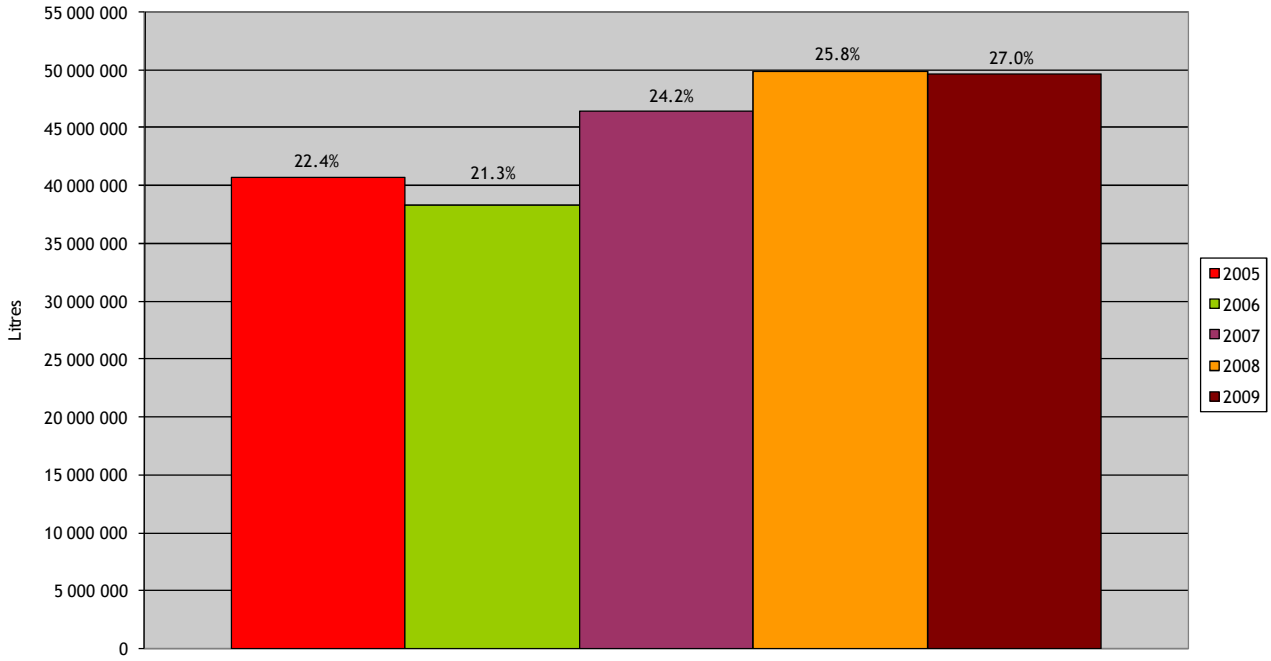
## PLASTIC



\*The percentages represents the share of total packaged wine sales

Graph 3

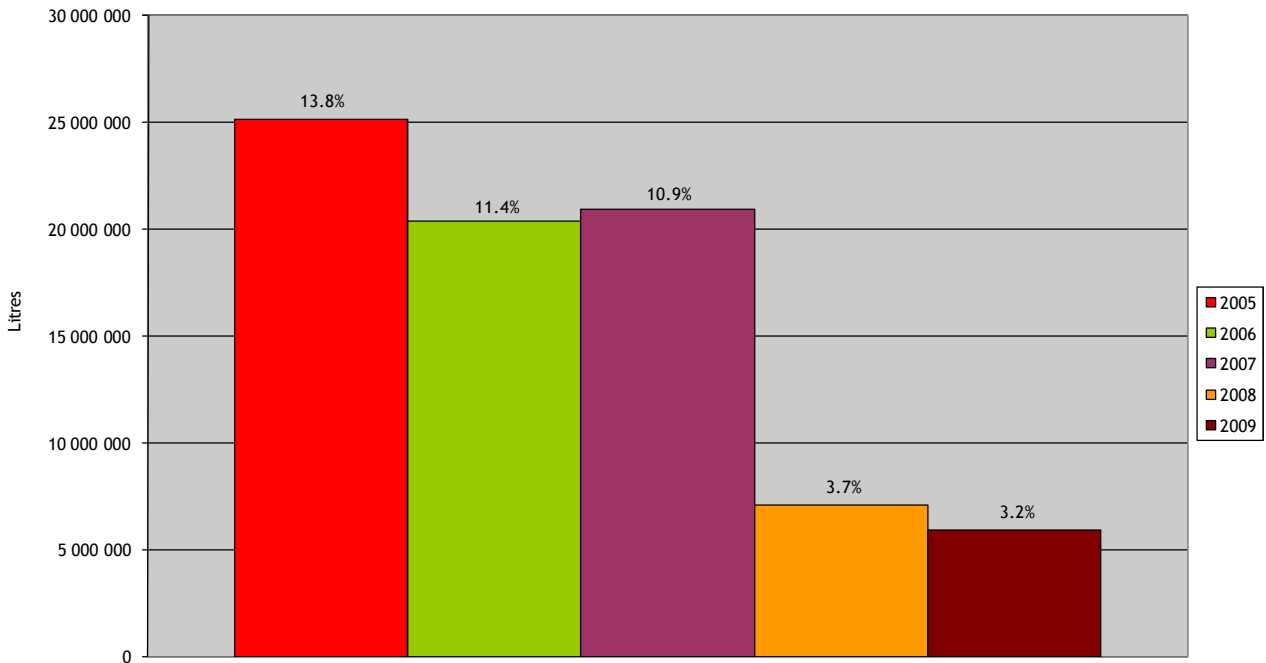
BAG-IN-BOX



\*The percentages represents the share of total packaged wine sales

Graph 4

FOIL BAGS



\*The percentages represents the share of total packaged wine sales

## 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 150	>150 - 190	>190 - 227	>227 - 283	>283 - 379	>379 - 473	>473 - 569	>569 - 757	>757	
Natural White	SEP 2007 - AUG 2008	3 156 412	3.1	1.6	6.4	11.6	23.0	24.0	9.1	7.7	13.5	
	SEP 2008 - AUG 2009	3 181 761	3.5	2.9	7.7	5.9	25.8	19.4	7.7	12.0	15.1	
	TREND*	100.8										
	SEP 2007 - AUG 2008	8 554 752	3.6	5.0	6.5	19.2	25.0	17.4	7.2	9.1	6.9	
	SEP 2008 - AUG 2009	8 866 283	3.4	3.9	6.7	24.5	20.5	17.4	7.3	8.5	7.8	
	TREND*	103.6										
	SEP 2007 - AUG 2008	2 498 812	5.5	20.4	5.3	26.1	19.1	12.2	3.2	4.3	3.9	
	SEP 2008 - AUG 2009	2 680 717	7.8	13.1	13.3	23.7	18.4	11.2	3.7	5.3	3.4	
	TREND*	107.3										
	SEP 2007 - AUG 2008	20 734 298	50.2	9.2	6.2	19.6	8.1	4.1	0.9	0.9	0.8	
SEP 2008 - AUG 2009	17 988 800	43.5	11.9	7.7	20.5	8.4	3.9	1.7	1.5	0.9		
TREND*	86.8											
SEP 2007 - AUG 2008	6 009 907	4.2	9.6	44.7	24.7	14.3	1.7	0.2	0.3	0.3		
SEP 2008 - AUG 2009	4 967 051	4.4	9.5	43.8	25.7	13.7	1.6	0.4	0.2	0.7		
TREND*	82.6											
SEP 2007 - AUG 2008	40 954 181	27.3	8.5	11.9	20.0	14.3	8.6	2.9	3.3	3.2		
SEP 2008 - AUG 2009	37 684 612	23.0	9.0	12.6	21.1	14.1	8.6	3.5	4.1	3.9		
TREND*	92.0											
SEP 2007 - AUG 2008	4 834 520	3.1	8.1	3.1	8.6	11.4	11.1	11.3	27.1	16.2		
SEP 2008 - AUG 2009	4 288 070	3.2	11.5	2.8	7.3	15.5	10.6	6.0	25.1	17.9		
TREND*	88.7											
SEP 2007 - AUG 2008	2 912 666	1.7	0.2	1.4	6.5	13.5	25.3	26.0	13.9	11.5		
SEP 2008 - AUG 2009	2 743 182	3.2	0.2	1.4	6.8	14.4	18.1	22.8	23.6	9.7		
TREND*	94.2											
SEP 2007 - AUG 2008	3 189 841	8.7	0.6	1.6	9.5	16.9	12.1	13.7	14.3	22.6		
SEP 2008 - AUG 2009	3 319 165	5.8	0.8	5.0	6.5	17.8	11.7	12.6	14.8	25.1		
TREND*	104.1											
SEP 2007 - AUG 2008	3 635 305	3.5	0.3	2.8	15.9	22.1	11.2	16.1	15.6	12.3		
SEP 2008 - AUG 2009	4 036 622	5.2	1.3	5.2	10.8	28.0	10.5	10.8	14.2	14.0		
TREND*	111.0											
SEP 2007 - AUG 2008	20 914 225	5.7	31.0	3.4	10.4	17.1	12.3	3.2	8.4	8.4		
SEP 2008 - AUG 2009	20 296 674	7.6	27.3	4.6	11.6	16.0	10.7	2.9	9.8	9.6		
TREND*	97.0											
SEP 2007 - AUG 2008	35 486 558	5.1	19.5	3.0	10.3	16.5	13.1	8.4	12.7	11.4		
SEP 2008 - AUG 2009	34 683 714	6.2	17.6	4.2	10.1	17.4	11.3	6.7	13.8	12.7		
TREND*	97.7											
Rosé / Blanc de Noir	SEP 2007 - AUG 2008	5 222 900	11.8	12.8	38.0	21.3	7.2	3.4	3.4	1.1	0.9	
	SEP 2008 - AUG 2009	6 056 412	19.5	14.1	33.7	17.1	8.0	2.2	3.7	1.2	0.5	
	TREND*	116.0										
Sparkling Wine	SEP 2007 - AUG 2008	1 794 472	0.1	0.0	0.1	2.5	8.7	1.4	5.3	19.9	61.8	
	SEP 2008 - AUG 2009	1 751 139	0.8	0.0	0.3	1.5	0.7	0.9	6.2	18.2	71.3	
	TREND*	97.6										
	SEP 2007 - AUG 2008	7 379 184	1.4	0.7	0.4	5.5	12.4	76.8	0.5	1.9	0.4	
SEP 2008 - AUG 2009	7 559 933	0.1	2.1	1.8	7.1	16.3	70.5	0.6	0.4	1.1		
TREND*	102.4											

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 150	>150 - 190	>190 - 227	>227 - 283	>283 - 399	>379 - 473	>473 - 569	>569 - 757	>757	
Natural White	Chardonnay	619 505	8.6	3.1	27.0	10.3	39.0	9.1	1.1	0.5	1.3	
	SEP 2007 - AUG 2008	573 198	8.7	2.4	28.0	6.3	47.0	6.4	0.4	0.0		
	SEP 2008 - AUG 2009	92.5										
	TREND*	1 585 027	11.3	18.7	28.8	11.5	20.1	8.1	0.4	0.1		
	Sauvignon Blanc	1 654 667	4.8	7.8	24.4	20.0	34.4	8.1	0.4	0.0		
	SEP 2007 - AUG 2008	1 04.4										
	SEP 2008 - AUG 2009	1 029 081	5.2	30.6	8.7	41.6	12.6	0.5	0.0	0.1		
	TREND*	1 045 890	5.5	16.9	17.6	42.1	17.3	0.3	0.2	0.0		
	Chenin Blanc	1 840 996	31.8	29.6	15.8	14.5	5.9	0.5	0.1	1.6		
	Dry White	1 703 198	33.8	29.8	14.8	16.9	4.1	0.4	0.2	0.0		
Natural Red	Semi Sweet	92.5										
	SEP 2007 - AUG 2008	1 155 927	7.9	47.3	24.7	12.9	6.8	0.3	0.0	0.0		
	SEP 2008 - AUG 2009	995 186	16.4	40.8	25.0	8.4	8.6	0.8	0.0	0.0		
	TREND*	86.1										
	Total White	6 230 538	15.5	27.6	20.7	17.5	14.1	3.2	0.3	1.0		
	SEP 2007 - AUG 2008	5 972 139	15.5	20.6	20.9	19.8	19.7	3.1	0.2	0.0		
	SEP 2008 - AUG 2009	95.9										
	TREND*	1 614 931	1.7	22.7	4.4	18.8	11.9	16.7	12.4	3.1		
	Cabernet	1 164 356	2.8	39.1	1.9	20.1	15.1	14.0	2.8	0.6		
	TREND*	72.1										
Natural Red	Pinotage	628 495	3.9	0.4	3.5	26.9	29.5	24.4	6.7	3.5		
	SEP 2007 - AUG 2008	544 907	4.5	0.4	3.5	24.5	37.9	17.7	9.6	0.9		
	SEP 2008 - AUG 2009	86.7										
	TREND*	806 086	10.6	0.6	1.5	26.5	29.9	19.8	5.2	3.2		
	Shiraz	691 386	8.7	2.2	2.7	20.9	29.5	23.5	6.9	2.6		
	SEP 2007 - AUG 2008	85.8										
	SEP 2008 - AUG 2009	731 650	0.8	0.5	3.3	49.7	21.6	15.0	5.3	2.4		
	TREND*	785 343	5.0	1.4	2.9	36.8	34.5	12.1	5.1	0.2		
	Merlot	107.3										
	SEP 2007 - AUG 2008	2 789 818	18.6	22.5	13.6	11.8	18.8	7.3	3.5	2.3		
SEP 2008 - AUG 2009	2 606 592	27.9	15.6	12.6	16.0	22.2	3.3	1.1	0.4			
Other Red	93.4											
SEP 2007 - AUG 2008	6 570 979	10.1	15.3	7.7	21.0	19.8	13.7	6.4	2.8			
SEP 2008 - AUG 2009	5 792 583	15.3	15.4	7.1	21.0	24.8	10.4	3.5	0.7			
TREND*	88.2											
Rosé / Blanc de Noir	SEP 2007 - AUG 2008	946 668	30.4	38.6	19.0	6.1	3.3	2.6	0.0	0.0		
	SEP 2008 - AUG 2009	801 242	69.0	10.0	6.1	8.9	3.7	2.4	0.0	0.0		
TREND*	84.6											
Sparkling Wine	Cap Classique	54 110	0.0	0.1	0.0	83.3	7.4	6.8	0.2	1.8		
	SEP 2007 - AUG 2008	8 296	0.0	0.0	0.0	1.2	42.3	16.5	0.1	15.3		
	SEP 2008 - AUG 2009	15.3										
	TREND*	638 338	16.6	8.5	3.9	55.8	12.3	2.5	0.4	0.1		
Other Sparkling	950 042	0.3	16.4	9.3	35.4	31.3	3.3	1.6	2.3			
SEP 2007 - AUG 2008	148.8											
SEP 2008 - AUG 2009												
TREND*												

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 150	>150 - 190	>190 - 227	>227 - 283	>283 - 379	>379 - 473	>473 - 569	>569 - 757	>757	
Natural White	SEP 2007 - AUG 2008	1 470 101	0.8	0.7	1.1	9.3	14.8	16.7	17.5	11.9	27.4	
	SEP 2008 - AUG 2009	1 609 204	2.5	2.5	3.4	3.8	10.8	14.2	13.2	20.4	29.2	
	TREND*	109.5										
	SEP 2007 - AUG 2008	3 948 467	0.9	2.1	1.0	8.2	29.9	12.9	13.7	17.4	14.0	
	SEP 2008 - AUG 2009	4 269 530	1.2	3.0	2.1	17.7	14.9	15.5	13.1	17.0	15.5	
	TREND*	108.1										
	SEP 2007 - AUG 2008	1 059 129	2.5	3.2	3.2	9.5	30.8	24.8	7.6	9.6	8.6	
	SEP 2008 - AUG 2009	1 153 858	1.7	8.9	4.9	10.2	24.2	21.9	8.5	11.9	7.7	
	TREND*	108.9										
	SEP 2007 - AUG 2008	2 747 249	10.4	2.1	5.3	17.6	20.7	27.2	5.8	6.1	4.8	
SEP 2008 - AUG 2009	2 867 557	7.9	2.6	8.5	16.9	19.0	22.7	9.0	7.8	5.6		
TREND*	104.4											
SEP 2007 - AUG 2008	510 869	7.6	5.3	15.7	24.9	22.3	15.1	2.3	3.4	3.3		
SEP 2008 - AUG 2009	415 377	11.3	3.8	27.5	15.4	17.3	11.0	4.6	2.2	7.0		
TREND*	81.3											
SEP 2007 - AUG 2008	9 735 815	4.1	2.2	3.2	12.0	24.7	18.9	10.8	11.8	12.3		
SEP 2008 - AUG 2009	10 315 525	3.7	3.5	5.4	14.4	16.5	17.9	11.1	13.8	13.7		
TREND*	106.0											
SEP 2007 - AUG 2008	1 719 806	2.0	1.2	2.4	1.5	11.7	13.3	8.3	27.7	31.9		
SEP 2008 - AUG 2009	1 781 262	1.7	2.0	2.7	2.3	11.3	15.4	7.5	23.6	33.4		
TREND*	103.6											
SEP 2007 - AUG 2008	1 577 275	0.6	0.2	0.7	0.7	7.2	19.0	33.2	19.0	19.4		
SEP 2008 - AUG 2009	1 521 054	1.4	0.1	1.1	2.8	5.1	8.9	28.1	35.9	16.6		
TREND*	96.4											
SEP 2007 - AUG 2008	1 451 880	0.8	0.8	0.4	0.9	9.3	14.1	11.6	19.0	43.2		
SEP 2008 - AUG 2009	1 665 840	1.1	0.6	0.7	1.7	8.3	12.4	12.2	17.9	45.0		
TREND*	114.7											
SEP 2007 - AUG 2008	1 519 889	1.2	0.4	0.9	5.7	23.0	16.2	12.8	15.2	24.6		
SEP 2008 - AUG 2009	1 759 365	0.9	2.2	2.7	4.3	22.1	15.2	9.1	15.1	28.4		
TREND*	115.8											
SEP 2007 - AUG 2008	6 029 440	5.7	1.1	4.4	11.4	13.2	12.2	8.3	16.4	27.3		
SEP 2008 - AUG 2009	6 497 891	3.0	2.0	7.0	10.5	10.3	8.5	8.5	20.5	29.6		
TREND*	107.8											
SEP 2007 - AUG 2008	12 298 289	3.4	0.9	2.7	6.7	13.0	14.0	12.4	18.5	28.5		
SEP 2008 - AUG 2009	13 225 412	2.1	1.6	4.4	6.6	11.2	10.8	11.2	21.7	30.4		
TREND*	107.5											
Rosé / Blanc de Noir	SEP 2007 - AUG 2008	2 205 426	4.7	1.1	28.6	39.0	8.2	6.4	7.2	2.6	2.2	
	SEP 2008 - AUG 2009	2 196 234	4.7	2.0	40.9	25.2	8.0	5.1	9.5	3.3	1.3	
	TREND*	99.6										
Sparkling Wine	SEP 2007 - AUG 2008	957 347	0.3	0.0	0.3	0.0	0.1	2.2	4.9	34.9	57.3	
	SEP 2008 - AUG 2009	1 068 671	0.9	0.0	0.5	1.4	0.7	1.4	5.2	28.4	61.4	
	TREND*	111.6										
	SEP 2007 - AUG 2008	326 856	0.0	0.0	0.3	6.8	51.7	15.9	5.1	14.1	6.1	
SEP 2008 - AUG 2009	596 779	0.2	0.2	0.1	1.7	59.9	22.2	3.1	4.3	8.4		
TREND*	182.6											

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 150	>150 - 190	>190 - 227	>227 - 283	>283 - 379	>379 - 473	>473 - 569	>569 - 757	>757			
Natural White	SEP 2007 - AUG 2008	1 066 805	3.0	2.2	1.8	15.6	25.0	42.7	2.1	6.0	1.6			
	SEP 2008 - AUG 2009	999 359	2.1	3.8	3.1	9.0	37.8	35.3	3.2	4.9	0.9			
	TREND*	93.7												
	SEP 2007 - AUG 2008	3 021 257	3.0	1.7	2.1	37.5	21.2	28.2	2.3	3.1	0.9			
	SEP 2008 - AUG 2009	2 942 086	5.9	2.9	3.4	36.9	20.9	25.5	2.7	0.9	0.8			
	TREND*	97.4												
	SEP 2007 - AUG 2008	410 602	13.7	38.8	2.2	30.1	5.1	9.0	0.2	1.0	0.0			
	SEP 2008 - AUG 2009	480 970	27.5	14.7	24.3	16.0	6.6	9.3	0.0	1.0	0.6			
	TREND*	117.1												
	SEP 2007 - AUG 2008	16 146 053	59.0	8.1	5.2	20.5	6.2	0.6	0.1	0.2	0.1			
SEP 2008 - AUG 2009	13 418 045	52.3	11.6	6.6	21.8	6.7	0.3	0.3	0.3	0.0				
TREND*	83.1													
Natural Red	SEP 2007 - AUG 2008	4 343 110	2.8	0.1	53.5	27.8	15.3	0.4	0.0	0.0	0.0			
	SEP 2008 - AUG 2009	3 556 489	0.3	1.5	50.9	31.8	14.7	0.7	0.0	0.0	0.1			
	TREND*	81.9												
	SEP 2007 - AUG 2008	24 987 828	39.4	6.2	13.0	23.8	10.4	5.8	0.4	0.8	0.2			
	SEP 2008 - AUG 2009	21 396 949	34.4	8.5	13.8	24.8	11.4	5.7	0.7	0.5	0.2			
	TREND*	85.6												
	SEP 2007 - AUG 2008	1 499 784	5.9	0.2	2.5	5.9	10.6	2.5	13.4	46.5	12.3			
	SEP 2008 - AUG 2009	1 342 453	5.6	0.1	3.6	2.8	21.5	1.4	6.9	45.7	12.4			
	TREND*	89.5												
	SEP 2007 - AUG 2008	706 897	2.2	0.1	1.1	1.2	13.3	40.1	27.3	13.7	1.0			
SEP 2008 - AUG 2009	677 222	6.1	0.1	0.3	1.3	16.2	39.2	21.5	14.0	1.3				
TREND*	95.8													
Natural Red	SEP 2007 - AUG 2008	931 876	19.2	0.3	3.5	8.2	17.4	2.4	24.5	17.1	7.4			
	SEP 2008 - AUG 2009	961 939	11.7	0.2	14.1	4.4	25.8	1.9	17.4	18.0	6.6			
	TREND*	103.2												
	SEP 2007 - AUG 2008	1 383 766	7.6	0.2	4.7	9.3	21.4	3.6	25.6	23.7	4.0			
	SEP 2008 - AUG 2009	1 491 915	10.3	0.1	9.4	4.7	31.6	4.1	15.9	19.7	4.3			
	TREND*	107.8												
	SEP 2007 - AUG 2008	12 094 967	2.7	48.0	0.6	9.6	18.7	13.5	0.6	6.0	0.3			
	SEP 2008 - AUG 2009	11 192 191	5.5	44.7	1.3	11.2	17.8	13.7	0.1	5.6	0.2			
	TREND*	92.5												
	SEP 2007 - AUG 2008	16 617 289	4.3	35.0	1.3	8.8	17.9	12.2	6.3	12.1	2.2			
SEP 2008 - AUG 2009	15 665 719	6.4	31.9	3.0	9.0	19.8	12.1	4.1	11.5	2.1				
TREND*	94.3													
Rosé / Blanc de Noir	SEP 2007 - AUG 2008	2 070 806	10.9	13.4	56.8	9.3	8.0	0.6	1.0	0.0	0.0			
	SEP 2008 - AUG 2009	3 058 937	17.2	23.8	35.8	13.3	9.2	0.1	0.5	0.1	0.0			
	TREND*	147.7												
Sparkling Wine	Cap Classique	783 014	0.0	0.0	0.0	0.0	19.4	0.0	6.2	2.9	71.5			
	SEP 2008 - AUG 2009	674 172	0.8	0.0	0.0	1.7	0.2	0.0	7.8	2.0	87.6			
	TREND*	86.1												
	Other Sparkling	6 413 990	0.0	0.0	0.0	0.4	10.4	87.3	0.2	1.5	0.1			
SEP 2008 - AUG 2009	6 013 112	0.0	0.0	0.8	3.2	9.6	85.9	0.2	0.1	0.2				
TREND*	93.7													

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

\*Trend - Current period / Previous period

# STOCK SITUATION IN THE INDUSTRY DURING OCTOBER 2009

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The October 2009 survey at producer cellars, found that there were 292,4 million litres of natural wine stock of which 63.7% was white wine (2008 - 61.2%) and 36.3% red wine (2008 - 38.8%), refer to Table 1 and Graphs 1 and 2. The total stock situation decreased by a further 17,7 million litres (5.7%) from 310,1 million litres in October 2008. The stock situation of fortified wine, including spirits was estimated at 7,1 million litres (2008 - 8,0 million litres). In 2009 there was 225 441 litres of sparkling wine stock (2008 - 105 876 litres). Distilling wine and the non-alcoholic (grape juice concentrate and grape juice) part of the wine stock was 3,1 and 0,4 million litres respectively (2008 - 6,9 and 6,7 million litres).

From 2008 to 2009 the stock of both red and white wine decreased with 11.7% (14,0 million litres) and 1.9% (3,7 million litres) respectively. The stock of all red wine varieties showed a decrease from 2008 to 2009. Other white is the only variety/category to show a decrease in stock levels reaching 69,3 million litres (-19.7%) in 2009. Refer to Tables 2 to 4 - totals and graphs 3 to 5.

The contracted and bottled part of the total stock of natural wine accounted for 96.9%, compared to 96.6% in 2008 and 87.3% in 2007. Contracted and bottled red wine accounted for 98.3% of the total red wine stock compared to 98.6% in 2008 and 83.4% in 2007. Contracted and bottled white wine accounted for 96.1% of the total white wine stock compared to 95.4% in 2008 and 90.3% in 2007. Refer to table 2 and graphs 8 and 9.

The stock situation by region is illustrated in tables 3 to 7 and graphs 6 and 7. The Stellenbosch, Paarl and Malmesbury regions have the biggest percentage of red wine stock (48.4%), followed by Little Karoo, Robertson and Worcester (38.6%) and Olifants River and Orange River (13.0%). The biggest percentage white wine stock can be found in the Little Karoo, Robertson and Worcester regions (48.0%) followed by the Olifants River and Orange River regions (34.7%) and Stellenbosch, Paarl and Malmesbury regions (17.3%). The region with the biggest percentage stock of the total was the Little Karoo, Robertson and Worcester with 44.6% (2008 - 44.9%) followed by Stellenbosch, Paarl and Malmesbury with 28.6% (2008 - 28.2%) followed by Olifants River and Orange River with 26.9% (2008 - 26.9%).

The biggest percentage stock in respect of red wine varieties is in the Stellenbosch, Paarl and Malmesbury region, except with regards to Other red, where Little Karoo, Robertson and Worcester have the biggest stock. In respect of white varieties/categories the Little Karoo, Robertson and Worcester have the biggest percentage of stock except with regards to Other white, where Olifants River and Orange River have the biggest stock.

TABLE 1:  
STOCK SITUATION IN THE INDUSTRY - TOTAL

	LITRES																	
	CURRENT VINTAGE						PREVIOUS VINTAGES						TOTAL					
	CONTRACTED			NOT CONTRACTED			BOTTLED			CONTRACTED			NOT CONTRACTED			BOTTLED		
	2007	2008	2009	2007	2008	2009	2007	2008	2009	2007	2008	2009	2007	2008	2009	litres	% of total	
<b>RED WINE</b>																		
Cabernet Sauvignon	17 853 145	21 074 703	16 597 588	5 621 872	263 851	134 336	22 783	81 432	53 674	6 079 885	2 608 427	1 866 511	778 880	15 917	16 492	500 515	262 347	270 819
Merlot	10 429 162	11 256 410	9 983 619	4 396 438	492 559	76 624	11 875	22 755	58 906	3 463 993	1 256 942	981 152	1 426 502	60 824	30 285	380 135	156 401	190 134
Pinotage	19 744 900	14 302 921	12 350 383	2 856 651	230 448	236 014	85 494	142 809	87 403	2 054 038	3 142 351	1 914 951	398 617	70 646	15 259	546 211	323 060	260 410
Shiraz	18 046 767	17 844 059	17 467 631	1 477 551	315 097	27 384	69 595	27 384	36 104	3 262 946	2 623 270	1 823 688	616 418	12 599	7 880	597 909	366 872	430 675
Other red	37 703 357	32 206 895	35 330 441	6 525 289	328 026	797 040	648 259	408 537	469 752	12 004 868	9 548 400	3 742 224	1 776 190	108 576	141 282	1 852 506	814 092	895 329
<b>Total red</b>	<b>103 779 331</b>	<b>96 684 988</b>	<b>91 759 662</b>	<b>22 228 208</b>	<b>1 462 635</b>	<b>1 559 110</b>	<b>795 795</b>	<b>724 928</b>	<b>705 837</b>	<b>28 065 730</b>	<b>19 179 490</b>	<b>9 288 524</b>	<b>4 996 607</b>	<b>266 562</b>	<b>3 877 274</b>	<b>163 742 947</b>	<b>1 922 772</b>	<b>2 047 865</b>
<b>WHITE WINE</b>																		
Chardonnay	10 973 294	10 649 318	13 241 189	3 190 645	554 604	992 637	389 751	258 069	167 420	1 072 202	903 040	596 104	1 025 525	166 155	17 592	148 528	86 077	97 620
Chenin blanc	40 937 392	38 909 459	48 061 281	2 514 482	2 287 401	3 187 754	8 016 164	451 790	331 590	1 094 208	1 354 379	908 225	405 996			152 303	118 953	44 018
Colombard	49 049 654	33 915 349	35 969 524	1 429 761	1 611 779	230 984	33 364	39 587	26 500	259 456	838 569	521 528	339 338			8 162	25 749	2 998
Sauvignon blanc	7 415 599	9 338 423	10 892 552	1 493 616	1 016 351	972 163	505 562	394 468	226 225	359 805	370 154	422 650	612 755	193 741	77 322	63 798	91 620	118 648
Other white	71 158 127	79 601 535	65 488 230	8 879 714	2 815 539	1 694 105	1 650 633	930 122	970 846	2 326 560	2 637 463	803 550	421 464	58 737	35 675	425 065	255 857	278 994
<b>Total white</b>	<b>179 534 066</b>	<b>172 414 084</b>	<b>173 460 778</b>	<b>17 508 218</b>	<b>8 285 674</b>	<b>7 077 642</b>	<b>3 389 474</b>	<b>2 074 036</b>	<b>1 722 581</b>	<b>5 112 231</b>	<b>6 103 805</b>	<b>3 252 057</b>	<b>2 805 078</b>	<b>418 633</b>	<b>130 389</b>	<b>797 856</b>	<b>578 256</b>	<b>541 862</b>
<b>TOTAL</b>	<b>283 313 397</b>	<b>269 099 072</b>	<b>265 210 440</b>	<b>39 736 426</b>	<b>9 748 309</b>	<b>8 636 752</b>	<b>4 185 269</b>	<b>2 798 964</b>	<b>2 428 418</b>	<b>33 177 961</b>	<b>25 283 295</b>	<b>13 800 583</b>	<b>7 801 685</b>	<b>685 195</b>	<b>341 787</b>	<b>4 675 132</b>	<b>2 501 028</b>	<b>2 589 946</b>
Fortified wine	6 533 614	6 603 600	4 992 930	3 375	37 240	112 471	214 855	199 800	90 005	599 476	852 299	1 545 482	38 491			289 702	238 579	334 635
Sparkling wine	12 250					576		62 120	187 289		87 039	4 254	191 777				43 180	38 153
Wine for brandy																		
Distilling wine	1 087 820	6 749 471	2 775 006	41 237	164 659	27 871												
Grape juice concentrate and grape juice	14 382 984	6 407 998	122 695	32 307	8 883	1 120	274 450	235 985	164 405									
Destined for sweetening	3 847 405	3 462 248	6 144 500	38 988	78	148												

TABLE 2:  
STOCK SITUATION - CONTRACTED and BOTTLED vs NOT CONTRACTED

	LITRES																	
	CONTRACTED and BOTTLED						NOT CONTRACTED						TOTAL					
	CONTRACTED			BOTTLED			CONTRACTED			NOT CONTRACTED			BOTTLED					
	2007	2008	2009	2007	2008	2009	2007	2008	2009	2007	2008	2009	2007	2008	2009	litre	% of total	
<b>RED WINE</b>																		
Cabernet Sauvignon	24 456 328	79 336	24 026 909	98 885	18 788 591	99 224	6 400 752	20 776	279 768	1 226	150 828	0 836	30 857 080	8 336	24 306 677	7 888	18 939 419	6 556
Merlot	14 285 165	71 006	12 892 408	95 886	11 213 813	99 141	5 822 940	29 006	553 383	4 226	106 899	0 996	20 108 105	5 466	13 245 791	4 336	11 320 722	3 996
Pinotage	23 030 643	87 666	17 911 141	98 336	14 213 147	98 336	3 255 268	12 466	301 094	1 776	251 273	1 776	26 285 911	7 006	18 212 235	5 996	14 464 420	4 996
Shiraz	21 935 006	86 466	20 903 796	99 224	19 788 098	98 446	3 444 376	13 666	160 350	0 886	322 977	1 666	25 379 382	6 886	21 064 146	6 886	20 111 074	6 996
Other red	52 810 990	86 466	42 977 924	99 006	40 437 742	97 776	8 301 479	13 666	434 602	1 006	938 322	2 336	61 112 469	16 466	43 412 526	14 006	41 376 063	14 226
<b>Total red</b>	<b>136 518 132</b>	<b>83 466</b>	<b>118 512 178</b>	<b>98 686</b>	<b>104 441 389</b>	<b>98 336</b>	<b>27 224 815</b>	<b>16 066</b>	<b>1 729 197</b>	<b>1 466</b>	<b>1 770 308</b>	<b>1 776</b>	<b>163 742 947</b>	<b>43 996</b>	<b>120 241 375</b>	<b>38 886</b>	<b>106 211 697</b>	<b>36 336</b>
<b>WHITE WINE</b>																		
Chardonnay	12 983 775	74 996	11 896 504	94 336	14 102 333	93 336	4 216 170	25 116	720 759	5 776	1 010 229	6 776	16 799 945	4 566	12 617 263	4 116	15 112 561	5 226
Chenin Blanc	42 994 067	93 666	40 834 781	94 776	49 345 114	93 996	2 920 478	6 466	2 287 401	5 336	3 187 754	6 116	45 914 545	12 336	43 122 182	13 996	52 532 868	18 006
Colombard	49 350 636	96 556	34 819 254	99 446	36 519 952	99 446	1 769 099	3 336	1 611 779	4 466	230 984	0 666	51 119 725	13 776	36 431 033	11 776	36 750 936	12 666
Sauvignon blanc	8 344 764	79 886	10 194 665	89 466	11 460 075	91 666	2 106 371	20 226	1 210 092	10 666	1 049 485	8 466	10 451 135	2 886	11 404 757	3 776	12 509 559	4 336
Other white	75 560 385	89 006	83 424 977	96 776	67 539 625	97 556	9 301 178	11 006	2 874 276	3 336	1 729 760	2 556	84 861 563	22 886	86 299 253	27 886	69 269 405	23 776
<b>Total white</b>	<b>188 833 627</b>	<b>90 336</b>	<b>181 170 181</b>	<b>95 466</b>	<b>178 967 098</b>	<b>96 116</b>	<b>20 313 296</b>	<b>9 776</b>	<b>8 704 307</b>	<b>4 666</b>	<b>7 208 231</b>	<b>3 996</b>	<b>209 146 923</b>	<b>56 116</b>	<b>189 874 488</b>	<b>61 226</b>	<b>186 175 329</b>	<b>63 776</b>
<b>TOTAL</b>	<b>325 351 759</b>	<b>87 802</b>	<b>299 682 359</b>	<b>96 686</b>	<b>283 408 487</b>	<b>96 996</b>	<b>47 538 111</b>	<b>12 776</b>	<b>10 433 504</b>	<b>3 466</b>	<b>8 978 539</b>	<b>3 116</b>	<b>372 889 870</b>	<b>100 006</b>	<b>310 115 863</b>	<b>100 006</b>	<b>292 387 026</b>	<b>100 006</b>

**TABLE 3:**  
**STOCK SITUATION - VARIOUS REGIONS' STOCK AS % OF TOTAL**

	TOTAL						LK, ROB & WORC						OLIFANTS- & ORANGE						STB, PRL & MALM											
	2007		2008		2009		% of total		% of type		2007		2008		2009		% of type		% of type		2007		2008		2009		% of type		% of type	
	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%
Cabernet Sauvignon	30 857 080	8.3%	24 306 677	7.8%	18 939 419	6.5%	13 402 145	43.4%	9 810 132	40.4%	8 441 425	44.6%	3 951 429	12.8%	1 481 604	6.1%	945 779	5.0%	13 503 507	43.8%	13 014 942	53.5%	9 552 215	50.4%	8 581 548	42.7%	6 403 619	48.3%	5 733 348	50.6%
Merlot	20 108 105	5.4%	13 245 791	4.3%	11 320 722	3.9%	8 037 361	40.0%	5 955 851	45.0%	4 814 335	42.5%	3 489 197	17.4%	886 320	6.7%	773 039	6.8%	8 581 548	42.7%	6 403 619	48.3%	5 733 348	50.6%	8 024 267	55.5%	11 383 733	62.5%	11 500 695	57.2%
Pinotage	26 285 911	7.0%	18 212 235	5.9%	14 464 420	4.9%	7 215 452	27.4%	4 470 743	24.5%	4 239 254	29.3%	5 281 391	20.1%	2 357 760	12.9%	2 200 899	15.2%	13 789 068	52.5%	11 383 733	62.5%	8 024 267	55.5%	11 716 947	55.6%	11 500 695	57.2%	16 594 815	40.1%
Shiraz	25 379 382	6.8%	21 064 146	6.8%	20 111 074	6.9%	10 175 589	40.1%	6 249 541	29.7%	6 216 757	30.9%	4 937 239	19.5%	3 097 658	14.7%	2 393 623	11.9%	10 266 554	40.5%	11 716 947	55.6%	11 500 695	57.2%	17 125 552	39.4%	16 594 815	40.1%		
Other red	61 112 469	16.4%	43 417 526	14.0%	41 376 063	14.2%	25 908 644	42.4%	20 141 903	46.4%	17 251 580	41.7%	17 251 580	41.7%	6 145 070	14.2%	7 529 668	18.2%	25 660 855	42.0%	17 125 552	39.4%	16 594 815	40.1%	17 125 552	39.4%	16 594 815	40.1%	17 125 552	39.4%
<b>Total red</b>	<b>163 742 947</b>	<b>43.9%</b>	<b>120 241 375</b>	<b>38.8%</b>	<b>106 211 697</b>	<b>36.3%</b>	<b>64 739 191</b>	<b>39.5%</b>	<b>46 628 170</b>	<b>38.8%</b>	<b>40 963 351</b>	<b>38.6%</b>	<b>27 202 226</b>	<b>16.6%</b>	<b>13 968 412</b>	<b>11.6%</b>	<b>13 843 008</b>	<b>13.0%</b>	<b>71 801 532</b>	<b>43.9%</b>	<b>59 644 793</b>	<b>49.6%</b>	<b>51 405 340</b>	<b>48.4%</b>	<b>51 405 340</b>	<b>48.4%</b>	<b>51 405 340</b>	<b>48.4%</b>	<b>51 405 340</b>	<b>48.4%</b>
Chardonnay	16 799 945	4.5%	12 617 263	4.1%	15 112 561	5.2%	11 786 600	70.2%	7 905 678	62.7%	10 531 305	69.7%	1 823 329	10.9%	1 670 518	13.2%	1 533 783	10.1%	3 190 015	19.0%	3 041 068	24.1%	3 047 473	20.2%	15 378 099	29.3%	12 070 692	28.0%	15 378 099	29.3%
Chenin blanc	45 914 545	12.3%	43 122 182	13.9%	52 532 868	18.0%	27 135 954	59.1%	22 577 933	52.4%	24 732 723	47.1%	7 682 631	16.7%	8 473 557	19.7%	12 422 046	23.6%	11 095 961	24.2%	12 070 692	28.0%	15 378 099	29.3%	12 070 692	28.0%	15 378 099	29.3%	12 070 692	28.0%
Colombar	51 119 735	13.7%	36 431 033	11.7%	36 750 936	12.6%	15 341 337	30.0%	17 446 745	47.9%	17 511 226	47.6%	34 669 683	67.8%	18 253 809	50.1%	16 462 706	44.8%	1 108 715	2.2%	730 479	2.0%	2 777 005	7.6%	2 777 005	7.6%	2 777 005	7.6%	2 777 005	7.6%
Sauvignon blanc	10 451 135	2.8%	11 404 757	3.7%	12 509 559	4.3%	6 898 454	66.0%	7 586 836	66.5%	8 004 764	64.0%	1 516 396	14.5%	1 804 162	15.8%	1 814 767	14.5%	2 036 286	19.5%	2 013 759	17.7%	2 690 028	21.5%	2 690 028	21.5%	2 690 028	21.5%	2 690 028	21.5%
Other white	84 861 563	22.8%	86 299 253	27.8%	69 269 405	23.7%	44 619 629	52.6%	37 108 658	43.0%	28 546 640	41.2%	29 572 900	34.8%	39 284 787	45.5%	32 460 648	46.9%	10 669 034	12.6%	9 905 808	11.5%	8 262 116	11.9%	8 262 116	11.9%	8 262 116	11.9%	8 262 116	11.9%
<b>Total white</b>	<b>209 146 923</b>	<b>56.1%</b>	<b>189 874 488</b>	<b>61.2%</b>	<b>186 175 329</b>	<b>63.7%</b>	<b>105 781 974</b>	<b>50.6%</b>	<b>92 625 850</b>	<b>48.8%</b>	<b>89 320 658</b>	<b>48.0%</b>	<b>75 264 939</b>	<b>36.0%</b>	<b>69 486 833</b>	<b>36.6%</b>	<b>64 693 950</b>	<b>34.7%</b>	<b>28 100 011</b>	<b>13.4%</b>	<b>27 761 806</b>	<b>14.6%</b>	<b>32 154 721</b>	<b>17.3%</b>	<b>32 154 721</b>	<b>17.3%</b>	<b>32 154 721</b>	<b>17.3%</b>	<b>32 154 721</b>	<b>17.3%</b>
<b>TOTAL</b>	<b>372 889 870</b>	<b>100.0%</b>	<b>310 115 863</b>	<b>100.0%</b>	<b>292 387 026</b>	<b>100.0%</b>	<b>170 521 165</b>	<b>45.7%</b>	<b>139 254 020</b>	<b>44.9%</b>	<b>130 290 009</b>	<b>44.6%</b>	<b>102 467 165</b>	<b>27.5%</b>	<b>83 455 245</b>	<b>26.9%</b>	<b>78 536 958</b>	<b>26.9%</b>	<b>99 901 543</b>	<b>26.8%</b>	<b>87 406 599</b>	<b>28.2%</b>	<b>83 560 061</b>	<b>28.6%</b>	<b>83 560 061</b>	<b>28.6%</b>	<b>83 560 061</b>	<b>28.6%</b>	<b>83 560 061</b>	<b>28.6%</b>

**TABLE 4:**  
**STOCK SITUATION - VARIOUS REGIONS, % DECREASE OR INCREASE IN STOCK LEVELS**

	TOTAL			LK, ROB & WORC			OLIFANTS- & ORANGE			STB, PRL & MALM						
	2008		2009		2008		2009		2008		2009		2008		2009	
	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%	litres	%
Cabernet Sauvignon	24 306 677	-22.1%	18 939 419	-22.1%	9 810 132	-14.0%	8 441 425	-14.0%	1 481 604	-36.2%	945 779	-26.6%	13 014 942	-26.6%	13 014 942	-26.6%
Merlot	13 245 791	-14.5%	11 320 722	-14.5%	5 955 851	-19.2%	4 814 335	-19.2%	886 320	-12.8%	773 039	-10.5%	6 403 619	-10.5%	6 403 619	-10.5%
Pinotage	18 212 235	-20.6%	14 464 420	-20.6%	4 470 743	-5.2%	4 239 254	-5.2%	2 357 760	-6.7%	2 200 899	-29.5%	11 383 733	-29.5%	11 383 733	-29.5%
Shiraz	21 064 146	-4.5%	20 111 074	-4.5%	6 249 541	-0.5%	6 216 757	-0.5%	3 097 658	-22.7%	2 393 623	-1.8%	11 716 947	-1.8%	11 716 947	-1.8%
Other red	43 412 526	-4.7%	41 376 063	-4.7%	20 141 903	-14.3%	17 251 580	-14.3%	6 145 070	22.5%	7 529 668	-3.1%	17 125 552	-3.1%	17 125 552	-3.1%
<b>Total red</b>	<b>120 241 375</b>	<b>-11.7%</b>	<b>106 211 697</b>	<b>-11.7%</b>	<b>46 628 170</b>	<b>-12.1%</b>	<b>40 963 351</b>	<b>-12.1%</b>	<b>13 968 412</b>	<b>-0.9%</b>	<b>13 843 008</b>	<b>-13.8%</b>	<b>59 644 793</b>	<b>-13.8%</b>	<b>59 644 793</b>	<b>-13.8%</b>
Chardonnay	12 617 263	19.8%	15 112 561	19.8%	7 905 678	33.2%	10 531 305	33.2%	1 670 518	-8.2%	1 533 783	0.2%	3 041 068	0.2%	3 041 068	0.2%
Chenin blanc	43 122 182	21.8%	52 532 868	21.8%	22 577 933	9.5%	24 732 723	9.5%	8 473 557	46.6%	12 422 046	27.4%	12 070 692	27.4%	12 070 692	27.4%
Colombar	36 431 033	0.9%	36 750 936	0.9%	17 446 745	0.4%	17 511 226	0.4%	18 253 809	-9.8%	16 462 706	280.2%	730 479	280.2%	730 479	280.2%
Sauvignon blanc	11 404 757	9.7%	12 509 559	9.7%	7 586 836	5.5%	8 004 764	5.5%	1 804 162	0.6%	1 814 767	33.6%	2 013 759	33.6%	2 013 759	33.6%
Other white	86 299 253	-19.7%	69 269 405	-19.7%	37 108 658	-23.1%	28 546 640	-23.1%	39 284 787	-17.4%	32 460 648	-16.6%	9 905 808	-16.6%	9 905 808	-16.6%
<b>Total white</b>	<b>189 874 488</b>	<b>-1.9%</b>	<b>186 175 329</b>	<b>-1.9%</b>	<b>92 625 850</b>	<b>-3.6%</b>	<b>89 326 658</b>	<b>-3.6%</b>	<b>69 486 833</b>	<b>-6.9%</b>	<b>64 693 950</b>	<b>15.8%</b>	<b>27 761 806</b>	<b>15.8%</b>	<b>27 761 806</b>	<b>15.8%</b>
<b>TOTAL</b>	<b>310 115 863</b>	<b>-5.7%</b>	<b>292 387 026</b>	<b>-5.7%</b>	<b>139 254 020</b>	<b>-6.4%</b>	<b>130 290 009</b>	<b>-6.4%</b>	<b>83 455 245</b>	<b>-5.9%</b>	<b>78 536 958</b>	<b>-4.4%</b>	<b>87 406 599</b>	<b>-4.4%</b>	<b>87 406 599</b>	<b>-4.4%</b>

**TABLE 5:  
STOCK SITUATION IN THE LITTLE KAROO, WORCESTER AND ROBERTSON**

	2009 VINTAGE			PREVIOUS VINTAGES			TOTAL
	CONTRACTED	NOT CONTRACTED	BOTTLED	CONTRACTED	NOT CONTRACTED	BOTTLED	
<b>RED WINE</b>							
Cabernet Sauvignon	7 990 628	55 445	4 826	315 223	3 545	71 759	8 441 425
Merlot	4 494 551	73 474	2 116	185 095	8 060	51 039	4 814 335
Pinotage	3 978 358		15 785	182 085		63 027	4 239 254
Shiraz	5 488 003	222 821	2 700	410 619	7 880	84 735	6 216 758
Other red	16 115 727	48 200	135 661	715 599		236 394	17 251 580
<b>Total red</b>	<b>38 067 267</b>	<b>399 940</b>	<b>161 087</b>	<b>1 808 621</b>	<b>19 485</b>	<b>506 953</b>	<b>40 963 353</b>
<b>WHITE WINE</b>							
Chardonnay	9 477 852	665 732	62 715	283 792	17 592	23 623	10 531 306
Chenin blanc	23 661 302	599 336	117 221	344 314		10 550	24 732 723
Colombar	16 993 989	124 230	19 757	372 528		722	17 511 226
Sauvignon blanc	6 823 796	694 191	82 764	362 641	31 126	10 247	8 004 765
Other white	26 889 197	1 051 751	155 345	379 191	1 675	69 482	28 546 641
<b>Total white</b>	<b>83 846 136</b>	<b>3 135 240</b>	<b>437 802</b>	<b>1 742 466</b>	<b>50 393</b>	<b>114 624</b>	<b>89 326 661</b>
<b>TOTAL</b>	<b>121 913 403</b>	<b>3 535 179</b>	<b>598 890</b>	<b>3 551 087</b>	<b>69 878</b>	<b>621 577</b>	<b>130 290 013</b>

**TABLE 6:  
STOCK SITUATION IN THE OLIFANTS RIVER AND ORANGE RIVER**

	2009 VINTAGE			PREVIOUS VINTAGES			TOTAL
	CONTRACTED	NOT CONTRACTED	BOTTLED	CONTRACTED	NOT CONTRACTED	BOTTLED	
<b>RED WINE</b>							
Cabernet Sauvignon	765 832		5 112	151 926		22 909	945 779
Merlot	698 263			58 815		15 961	773 039
Pinotage	2 016 608		9 836	153 950		20 505	2 200 899
Shiraz	2 198 724		15 312	132 233		47 354	2 393 623
Other red	7 134 690	119 422	31 004	128 054	33 200	83 297	7 529 667
<b>Total red</b>	<b>12 814 117</b>	<b>119 422</b>	<b>61 264</b>	<b>624 978</b>	<b>33 200</b>	<b>190 025</b>	<b>13 843 007</b>
<b>WHITE WINE</b>							
Chardonnay	1 273 213	186 555	24 541	29 757		19 718	1 533 783
Chenin blanc	10 682 657	1 271 134	58 861	407 104		2 291	12 422 046
Colombar	16 292 053	13 233	6 743	149 000		1 676	16 462 706
Sauvignon blanc	1 731 549	57 000	17 808			8 411	1 814 767
Other white	31 768 277	157 181	232 723	192 460		110 007	32 460 648
<b>Total white</b>	<b>61 747 749</b>	<b>1 685 103</b>	<b>340 676</b>	<b>778 321</b>		<b>142 102</b>	<b>64 693 951</b>
<b>TOTAL</b>	<b>74 561 866</b>	<b>1 804 525</b>	<b>401 940</b>	<b>1 403 299</b>	<b>33 200</b>	<b>332 127</b>	<b>78 536 957</b>

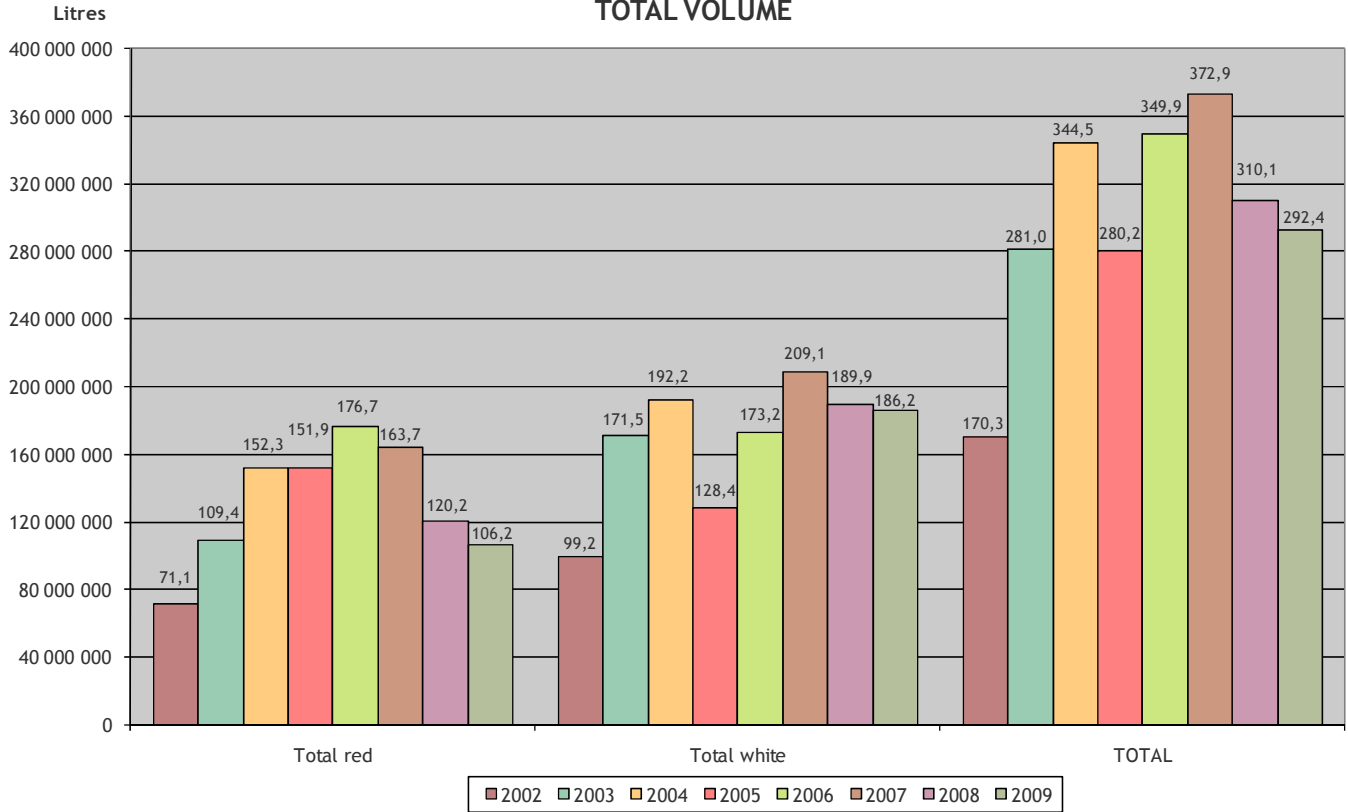
**TABLE 7:  
STOCK SITUATION IN STELLENBOSCH, PAARL AND MALMESBURY**

	2009 VINTAGE			PREVIOUS VINTAGES			TOTAL
	CONTRACTED	NOT CONTRACTED	BOTTLED	CONTRACTED	NOT CONTRACTED	BOTTLED	
<b>RED WINE</b>							
Cabernet Sauvignon	7 841 128	78 891	43 736	1 399 362	12 947	176 151	9 552 215
Merlot	4 790 805	3 150	56 790	737 242	22 225	123 136	5 733 348
Pinotage	6 355 417	236 014	61 782	1 178 916	15 259	176 879	8 024 267
Shiraz	9 810 904	92 276	18 092	1 280 836		298 587	11 500 695
Other red	12 080 024	629 418	303 086	2 898 571	108 082	575 634	16 594 815
<b>Total red</b>	<b>40 878 278</b>	<b>1 039 749</b>	<b>483 486</b>	<b>7 494 927</b>	<b>158 513</b>	<b>1 350 387</b>	<b>51 405 340</b>
<b>WHITE WINE</b>							
Chardonnay	2 490 124	140 350	80 164	282 555		54 280	3 047 473
Chenin blanc	13 717 322	1 317 284	155 508	156 807		31 177	15 378 099
Colombar	2 683 484	93 521					2 777 005
Sauvignon blanc	2 137 207	220 972	125 654	60 009	46 196	99 990	2 690 028
Other white	6 828 756	485 173	582 778	231 899	34 000	99 510	8 262 116
<b>Total white</b>	<b>27 856 893</b>	<b>2 257 300</b>	<b>944 104</b>	<b>731 270</b>	<b>80 196</b>	<b>284 957</b>	<b>32 154 720</b>
<b>TOTAL</b>	<b>68 735 171</b>	<b>3 297 049</b>	<b>1 427 589</b>	<b>8 226 197</b>	<b>238 709</b>	<b>1 635 344</b>	<b>83 560 060</b>



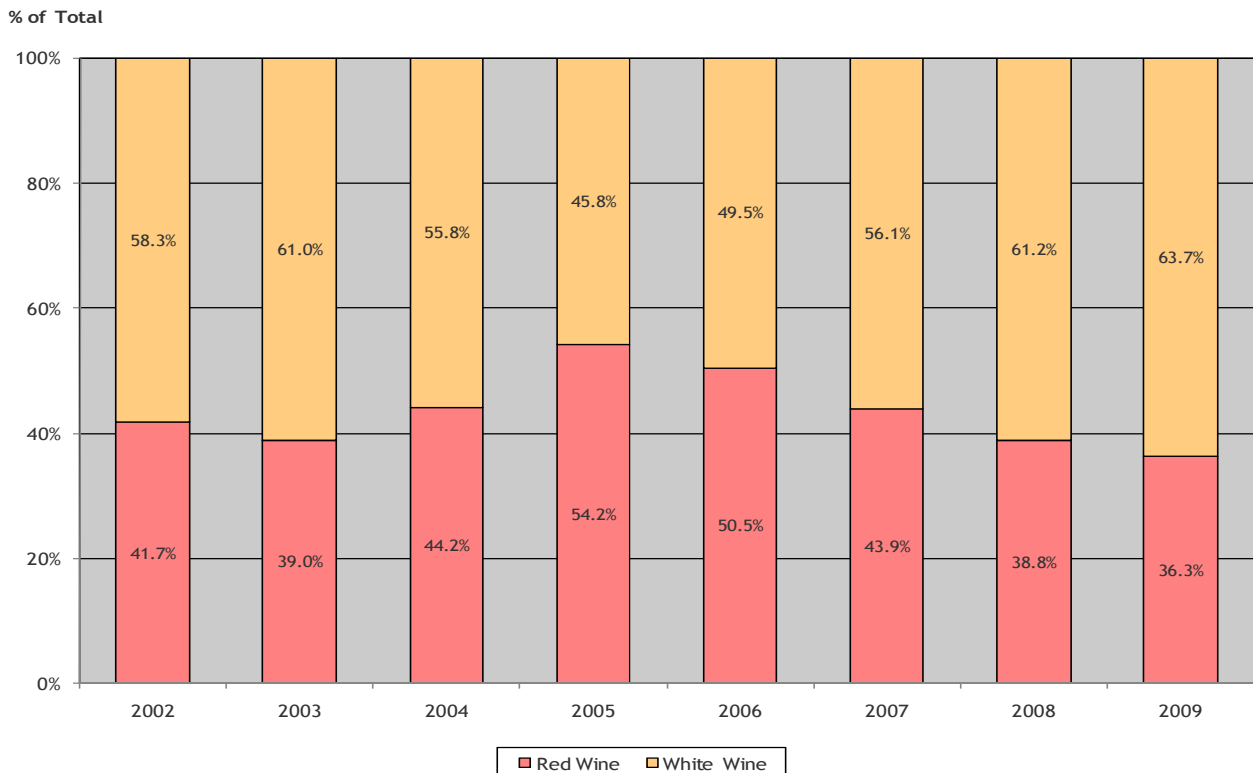
**Graph 1**

**STOCK SITUATION OF NATURAL WINE IN THE INDUSTRY - OCTOBER  
TOTAL VOLUME**



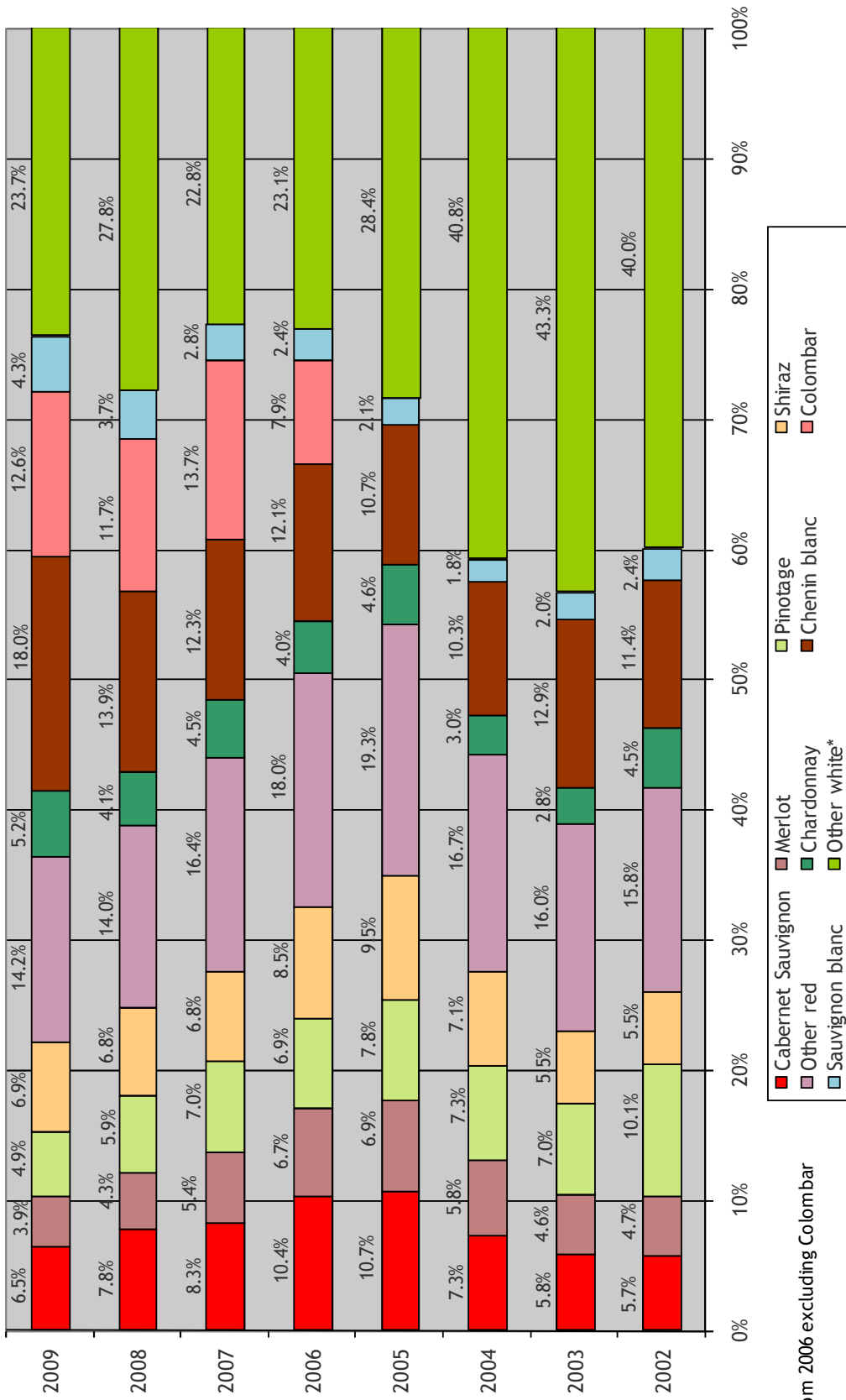
**Graph 2**

**STOCK SITUATION - WHITE WINE VS RED WINE  
% OF TOTAL STOCK**



Graph 3

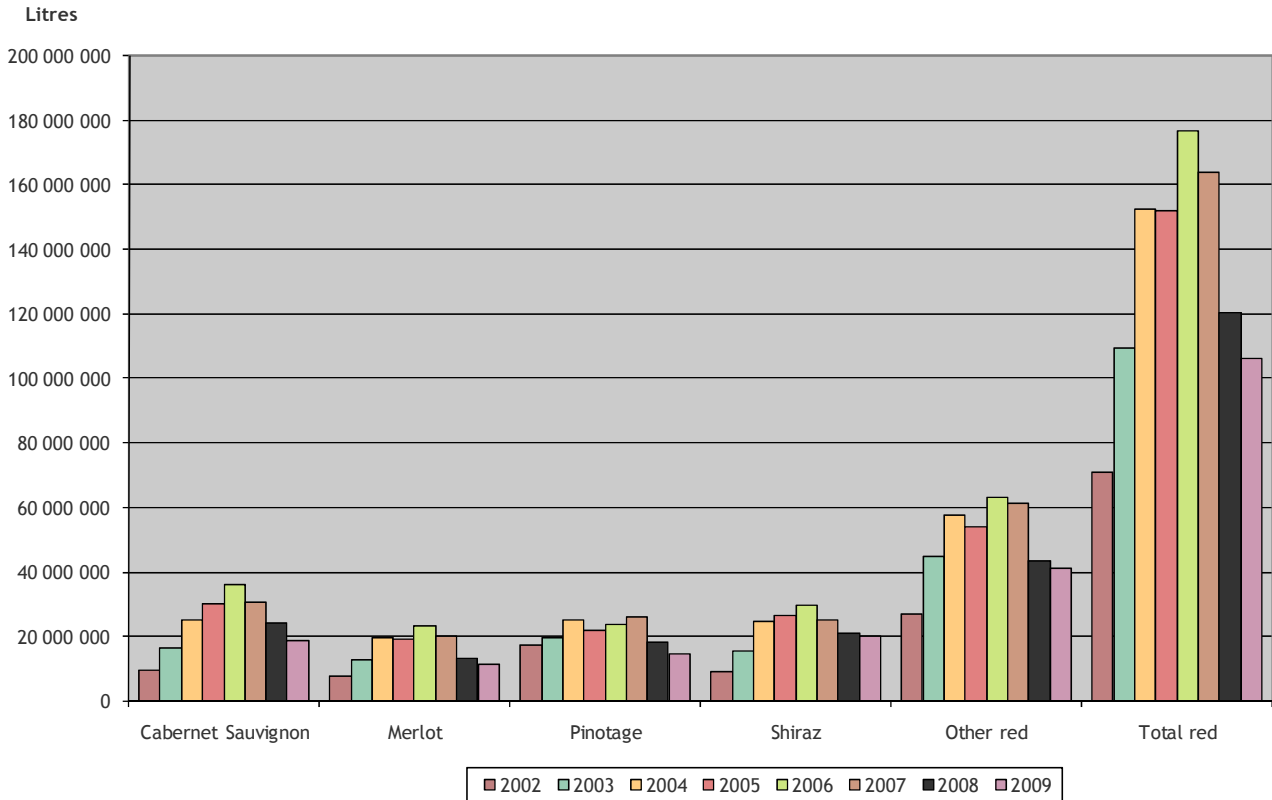
STOCK SITUATION OF NATURAL WINE IN THE INDUSTRY - OCTOBER  
 VARIETIES AS PERCENTAGE OF TOTAL



\*From 2006 excluding Colombar

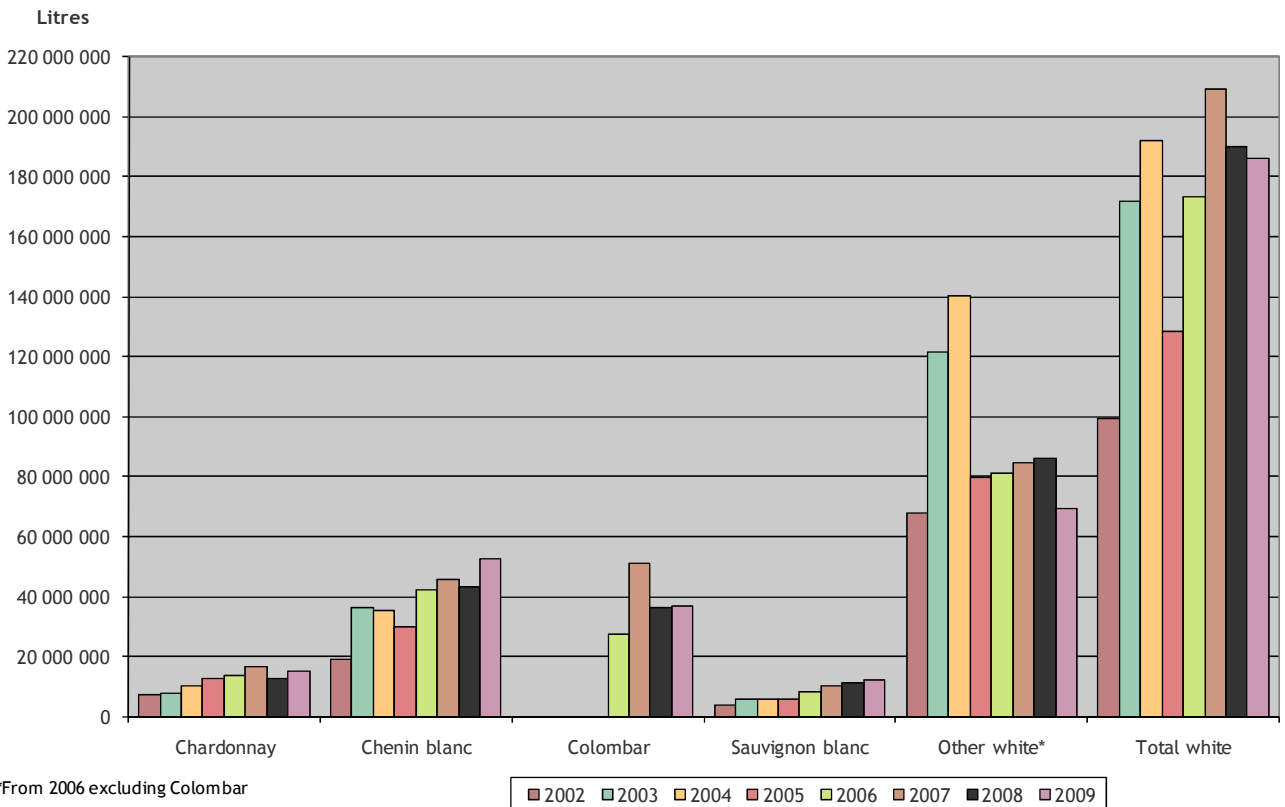
Graph 4

STOCK SITUATION OF NATURAL RED WINE IN THE INDUSTRY - OCTOBER



Graph 5

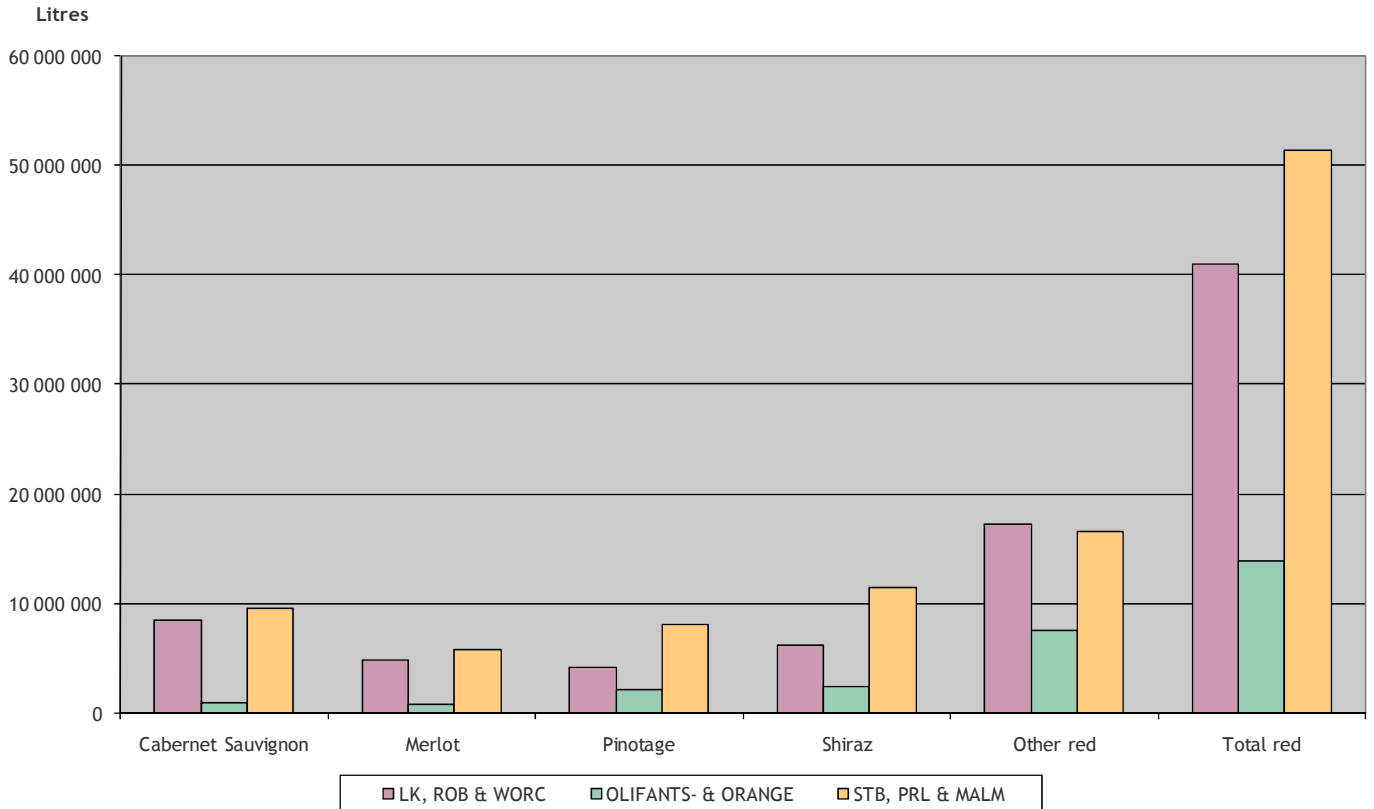
STOCK SITUATION OF NATURAL WHITE WINE IN THE INDUSTRY - OCTOBER



\*From 2006 excluding Colombar

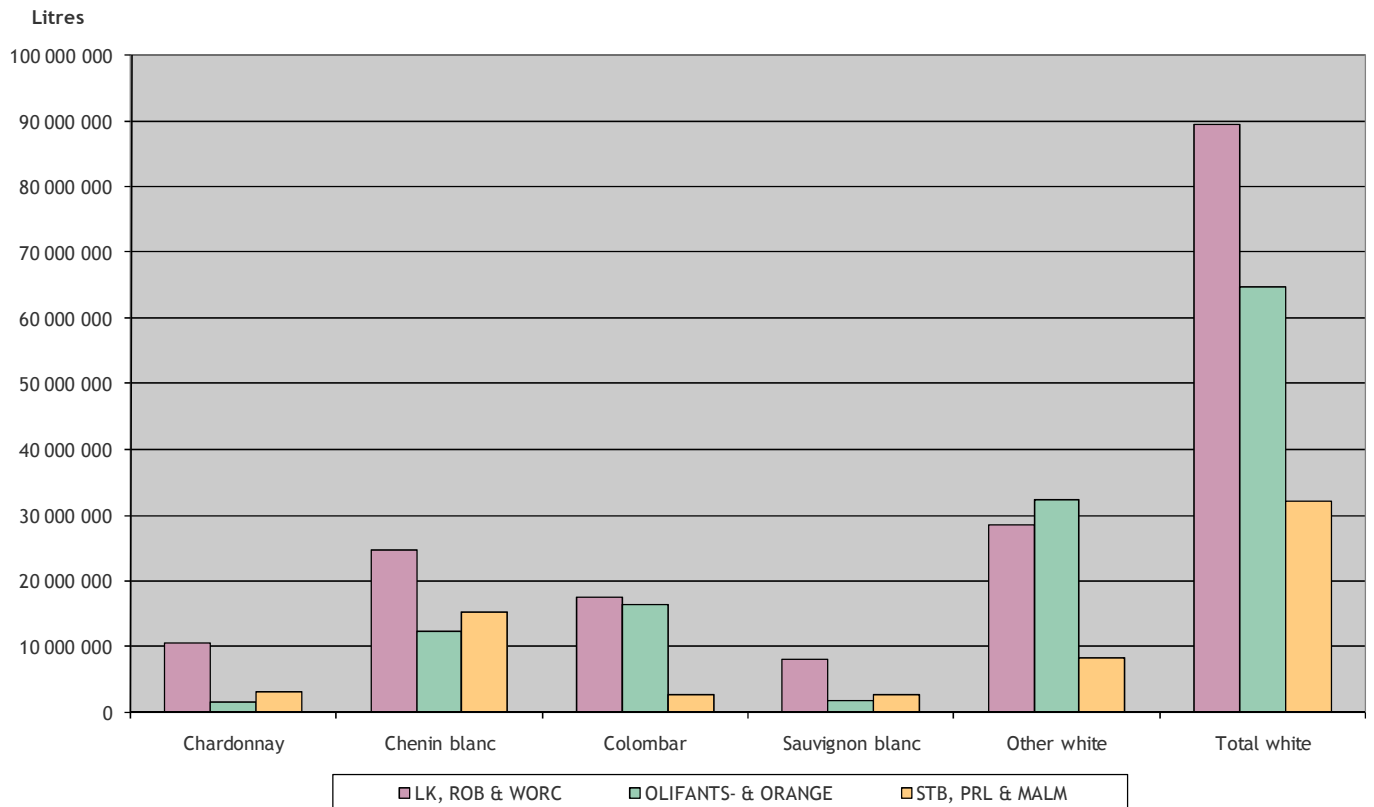
**Graph 6**

**STOCK SITUATION OF NATURAL RED WINE IN THE VARIOUS REGIONS - OCTOBER 2009**



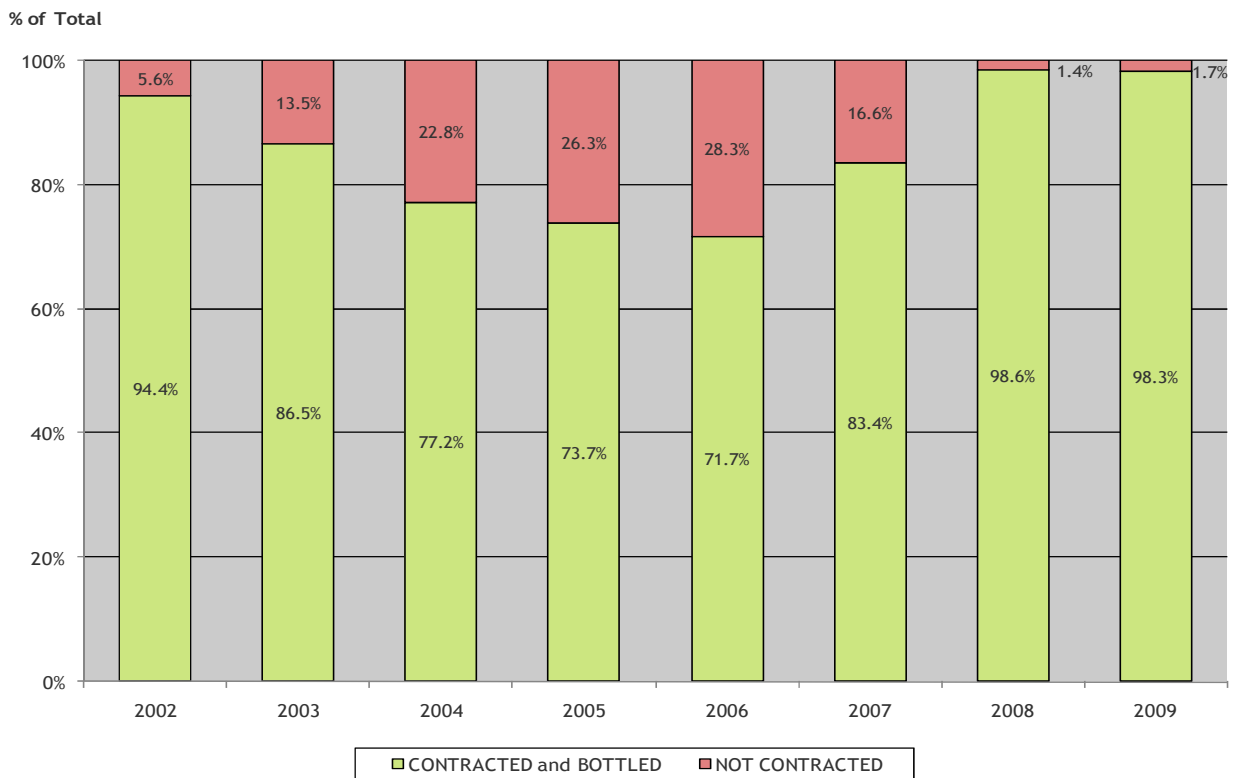
**Graph 7**

**STOCK SITUATION OF NATURAL WHITE WINE IN THE VARIOUS REGIONS - OCTOBER 2009**



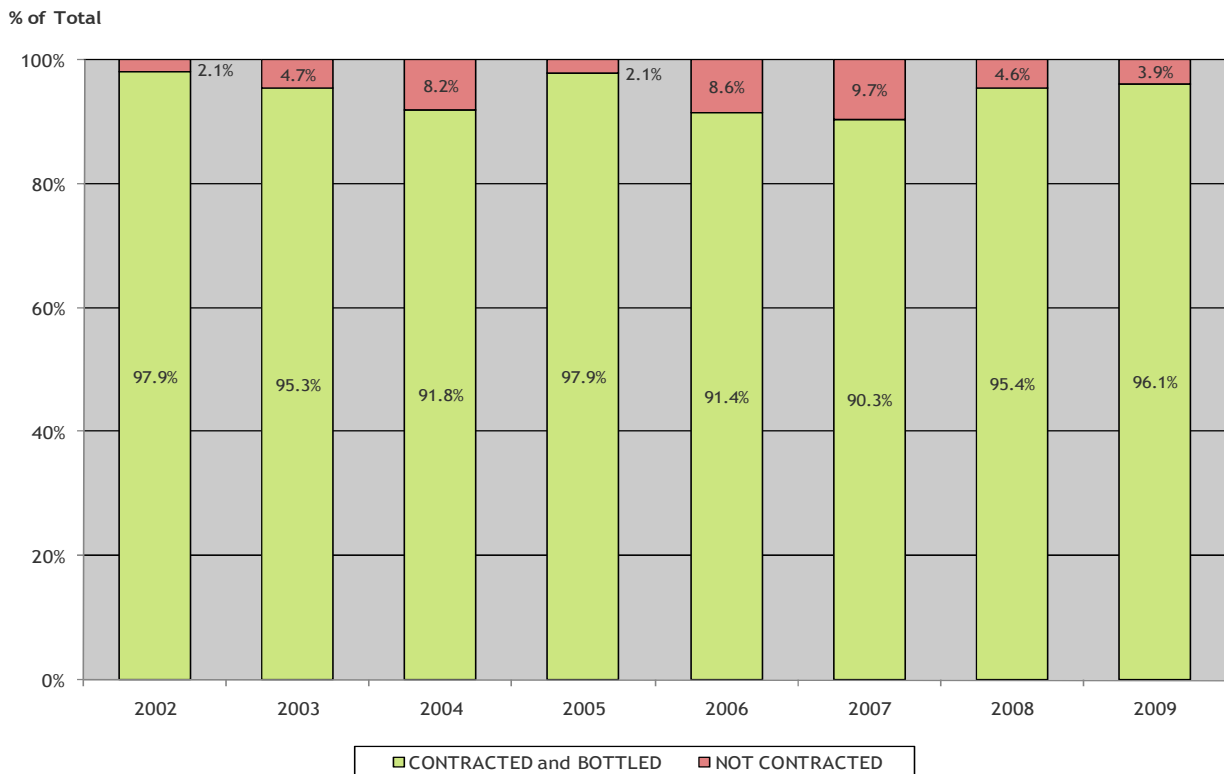
## Graph 8

### CONTRACTED AND BOTTLED VS NOT CONTRACTED NATURAL RED WINE



## Graph 9

### CONTRACTED AND BOTTLED VS NOT CONTRACTED NATURAL WHITE WINE

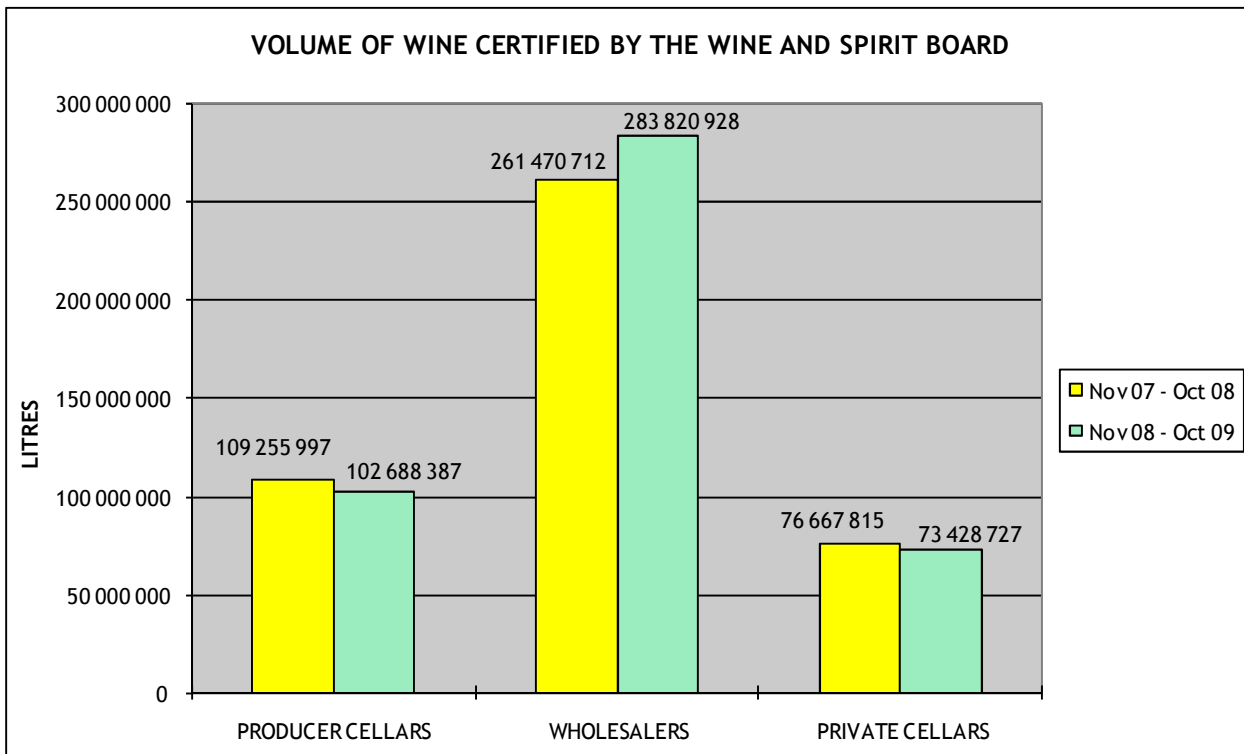


# VOLUME OF WINE CERTIFIED (LITRES)

	1 MONTH			3 MONTHS			6 MONTHS			12 MONTHS		
	Oct-08	Oct-09	TREND	Aug-08	Aug-09	TREND	May-08	May-09	TREND	Nov-07	Nov-08	TREND
				Oct-08	Oct-09		Oct-08	Oct-09		Oct-08	Oct-09	
<b>PRODUCER CELLARS</b>												
Estate Wine	0	0		0	0		0	0		0	0	
Wine of Origin	6 248 243	4 739 638	76	16 815 725	14 937 899	89	34 552 316	33 880 427	98	70 035 879	58 895 849	84
Geographical Unit Wine	4 433 166	5 332 734	120	14 311 918	13 980 208	98	23 654 765	25 492 273	108	39 220 118	43 792 538	112
<b>SUB TOTAL</b>	<b>10 681 409</b>	<b>10 072 372</b>	<b>94</b>	<b>31 127 643</b>	<b>28 918 107</b>	<b>93</b>	<b>58 207 081</b>	<b>59 372 700</b>	<b>102</b>	<b>109 255 997</b>	<b>102 688 387</b>	<b>94</b>
<b>WHOLESALERS</b>												
Estate Wine	0	0		0	0		0	0		0	0	
Wine of Origin	4 209 587	5 386 837	128	13 687 696	12 971 412	95	26 947 876	24 862 167	92	44 288 850	42 957 198	97
Geographical Unit Wine	23 390 749	20 465 122	87	64 075 967	66 482 942	104	127 800 565	136 088 663	106	217 181 862	240 863 730	111
<b>SUB TOTAL</b>	<b>27 600 336</b>	<b>25 851 959</b>	<b>94</b>	<b>77 763 663</b>	<b>79 454 354</b>	<b>102</b>	<b>154 748 441</b>	<b>160 950 830</b>	<b>104</b>	<b>261 470 712</b>	<b>283 820 928</b>	<b>109</b>
<b>PRIVATE CELLARS</b>												
Estate Wine	754 974	600 135	79	1 994 552	1 892 719	95	4 355 596	3 526 411	81	7 817 413	6 827 245	87
Wine of Origin	3 937 045	3 168 741	80	11 594 559	10 069 800	87	22 635 042	20 791 264	92	40 364 240	38 331 615	95
Geographical Unit Wine	3 048 928	2 138 711	70	8 248 993	7 468 054	91	16 388 202	14 927 564	91	28 486 162	28 269 867	99
<b>SUB TOTAL</b>	<b>7 740 947</b>	<b>5 907 587</b>	<b>76</b>	<b>21 838 104</b>	<b>19 430 573</b>	<b>89</b>	<b>43 378 840</b>	<b>39 245 239</b>	<b>90</b>	<b>76 667 815</b>	<b>73 428 727</b>	<b>96</b>
<b>TOTAL</b>	<b>46 022 692</b>	<b>41 831 918</b>	<b>91</b>	<b>130 729 410</b>	<b>127 803 034</b>	<b>98</b>	<b>256 334 362</b>	<b>259 568 769</b>	<b>101</b>	<b>447 394 524</b>	<b>459 938 042</b>	<b>103</b>

<b>CERTIFIED BULK EXPORTS</b> (included in above figures)	1 MONTH			3 MONTHS			6 MONTHS			12 MONTHS		
	Oct-08	Oct-09	TREND	Aug-08	Aug-09	TREND	May-08	May-09	TREND	Nov-07	Nov-08	TREND
				Oct-08	Oct-09		Oct-08	Oct-09		Oct-08	Oct-09	
	16 720 082	15 320 301	92	49 823 098	48 138 916	97	95 342 908	97 079 467	102	168 605 645	169 874 830	101

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



## Wine Industry Information Committee Members

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