

**PARTICULARS OF WINE SOLD ON THE LOCAL MARKET
by PRODUCER CELLARS AND PRODUCER CELLAR BOUND WHOLESALERS
VOLUME IN RAND PER LITRE PRICE RANGE, VAT INCLUDED**



| Category: Total Still Wines | PERIOD | LITRES | TREND | < R30 | TREND | R30 - <R40 | TREND | R40 - <R50 | TREND | R50 - <R60 | TREND | R60 - <R70 | TREND | R70 - <R80 | TREND | R80 - <R90 | TREND | R90 - <R100 | TREND | R100 - <R120 | TREND | R120 - <R150 | TREND | R150 - <R200 | TREND | >R200 | TREND |
|--------------------------------|----------------------|-------------------|-------|-------------------|-------|-------------------|-------|------------------|-------|------------------|-------|------------------|-------|------------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|
| Total White | 202001-202010 | 33 667 031 | | 20 094 283 | | 8 661 391 | | 1 324 938 | | 541 306 | | 516 408 | | 1 417 203 | | 147 583 | | 155 384 | | 400 678 | | 112 017 | | 105 730 | | 190 111 | |
| Total Red | 202001-202010 | 23 513 958 | | 11 770 417 | | 6 432 164 | | 1 260 113 | | 756 648 | | 336 352 | | 845 469 | | 242 174 | | 334 216 | | 202 935 | | 723 649 | | 195 814 | | 414 006 | |
| Total Rosé/Blanc de Noir | 202001-202010 | 10 225 862 | | 3 932 900 | | 4 761 055 | | 332 279 | | 30 045 | | 146 020 | | 934 201 | | 29 612 | | 20 513 | | 3 970 | | 2 490 | | 29 608 | | 3 170 | |
| Perlé | 202001-202010 | 668 014 | | 2 | | 566 137 | | 47 800 | | 27 988 | | 9 646 | | 14 461 | | 596 | | 1 150 | | 234 | | | | | | | |
| GRAND TOTAL STILL WINES | 202001-202010 | 68 074 866 | | 35 797 601 | | 20 420 747 | | 2 965 131 | | 1 355 986 | | 1 008 426 | | 3 211 333 | | 419 964 | | 511 264 | | 607 817 | | 838 157 | | 331 152 | | 607 288 | |

| Category: Still White | PERIOD | LITRES | TREND | < R30 | TREND | R30 - <R40 | TREND | R40 - <R50 | TREND | R50 - <R60 | TREND | R60 - <R70 | TREND | R70 - <R80 | TREND | R80 - <R90 | TREND | R90 - <R100 | TREND | R100 - <R120 | TREND | R120 - <R150 | TREND | R150 - <R200 | TREND | >R200 | TREND |
|------------------------------------|----------------------|-------------------|-------|-------------------|-------|------------------|-------|------------------|-------|----------------|-------|----------------|-------|------------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|
| Chardonnay | 202001-202010 | 612 108 | | 300 256 | | 33 816 | | 76 241 | | 19 512 | | 113 130 | | 16 056 | | 13 922 | | 12 443 | | 3 620 | | 9 760 | | 1 955 | | 11 397 | |
| Chenin blanc | 202001-202010 | 1 071 479 | | 328 018 | | 44 326 | | 197 336 | | 108 254 | | 162 695 | | 53 546 | | 48 076 | | 20 360 | | 10 508 | | 12 284 | | 8 710 | | 77 367 | |
| Sauvignon blanc | 202001-202010 | 2 022 641 | | 699 074 | | 180 353 | | 310 651 | | 331 223 | | 114 148 | | 74 472 | | 52 307 | | 91 486 | | 39 122 | | 10 140 | | 65 401 | | 54 264 | |
| Blends (cultivar) | 202001-202010 | 807 349 | | 62 765 | | 124 611 | | 153 970 | | 46 654 | | 22 004 | | 10 723 | | 6 753 | | 25 683 | | 343 470 | | 1 581 | | 3 047 | | 6 090 | |
| Other White (cultivar) | 202001-202010 | 654 712 | | 441 066 | | 58 711 | | 12 654 | | 20 822 | | 38 560 | | 9 318 | | 5 789 | | 1 154 | | 3 254 | | 32 731 | | 4 080 | | 26 576 | |
| Dry White (non-cultivar) | 202001-202010 | 5 963 600 | | 2 608 173 | | 2 919 865 | | 238 226 | | 6 648 | | 12 594 | | 116 253 | | 77 | | | | 505 | | 42 967 | | 18 280 | | 14 | |
| Natural Sweet White (non-cultivar) | 202001-202010 | 3 734 210 | | 1 613 639 | | 1 534 119 | | 124 530 | | 7 265 | | 43 891 | | 372 869 | | 16 769 | | 4 258 | | 161 | | 1 909 | | 394 | | 14 405 | |
| Semi Sweet White (non-cultivar) | 202001-202010 | 18 800 932 | | 14 041 292 | | 3 765 591 | | 211 330 | | 929 | | 9 386 | | 763 967 | | 3 889 | | | | 39 | | 645 | | 3 865 | | | |
| TOTAL | 202001-202010 | 33 667 031 | | 20 094 283 | | 8 661 391 | | 1 324 938 | | 541 306 | | 516 408 | | 1 417 203 | | 147 583 | | 155 384 | | 400 678 | | 112 017 | | 105 730 | | 190 111 | |

| Category: Still Red | PERIOD | LITRES | TREND | < R30 | TREND | R30 - <R40 | TREND | R40 - <R50 | TREND | R50 - <R60 | TREND | R60 - <R70 | TREND | R70 - <R80 | TREND | R80 - <R90 | TREND | R90 - <R100 | TREND | R100 - <R120 | TREND | R120 - <R150 | TREND | R150 - <R200 | TREND | >R200 | TREND |
|----------------------------------|----------------------|-------------------|-------|-------------------|-------|------------------|-------|------------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|
| Cabernet Sauvignon | 202001-202010 | 1 100 632 | | 408 401 | | 57 004 | | 181 713 | | 43 755 | | 27 652 | | 88 525 | | 39 959 | | 22 265 | | 33 188 | | 125 062 | | 17 227 | | 55 882 | |
| Merlot | 202001-202010 | 1 334 640 | | 568 523 | | 92 012 | | 133 133 | | 140 713 | | 36 224 | | 131 848 | | 34 072 | | 66 119 | | 30 393 | | 9 312 | | 13 824 | | 78 469 | |
| Pinotage | 202001-202010 | 898 605 | | 130 285 | | 24 261 | | 158 299 | | 118 559 | | 102 834 | | 111 834 | | 65 176 | | 61 689 | | 40 114 | | 10 952 | | 11 865 | | 62 738 | |
| Shiraz | 202001-202010 | 618 295 | | 132 105 | | 37 799 | | 77 714 | | 100 026 | | 34 611 | | 36 701 | | 37 292 | | 51 534 | | 27 181 | | 13 687 | | 16 121 | | 53 524 | |
| Blends (cultivar) | 202001-202010 | 2 484 988 | | 230 144 | | 790 926 | | 235 701 | | 248 471 | | 34 337 | | 54 831 | | 31 685 | | 122 345 | | 49 784 | | 542 053 | | 37 354 | | 107 359 | |
| Other Red (cultivar) | 202001-202010 | 313 504 | | 54 434 | | 65 983 | | 68 052 | | 20 716 | | 39 771 | | 14 277 | | 6 052 | | 5 090 | | 3 939 | | 6 308 | | 15 134 | | 13 748 | |
| Dry Red (non-cultivar) | 202001-202010 | 8 131 802 | | 6 080 205 | | 1 751 909 | | 160 335 | | 4 139 | | 32 701 | | 2 781 | | 165 | | 1 944 | | 17 589 | | 2 773 | | 34 974 | | 42 288 | |
| Natural Sweet Red (non-cultivar) | 202001-202010 | 4 983 845 | | 2 378 142 | | 2 231 689 | | 97 289 | | 79 349 | | 10 546 | | 149 924 | | 952 | | 3 232 | | | | 1 368 | | 31 355 | | | |
| Semi-Sweet Red (non-cultivar) | 202001-202010 | 3 647 647 | | 1 788 178 | | 1 380 580 | | 147 877 | | 921 | | 17 677 | | 254 750 | | 26 822 | | | | 747 | | 12 135 | | 17 960 | | | |
| TOTAL | 202001-202010 | 23 513 958 | | 11 770 417 | | 6 432 164 | | 1 260 113 | | 756 648 | | 336 352 | | 845 469 | | 242 174 | | 334 216 | | 202 935 | | 723 649 | | 195 814 | | 414 006 | |

| Category: Rosé/Blanc de Noir | PERIOD | LITRES | TREND | < R30 | TREND | R30 - <R40 | TREND | R40 - <R50 | TREND | R50 - <R60 | TREND | R60 - <R70 | TREND | R70 - <R80 | TREND | R80 - <R90 | TREND | R90 - <R100 | TREND | R100 - <R120 | TREND | R120 - <R150 | TREND | R150 - <R200 | TREND | >R200 | TREND |
|------------------------------|----------------------|-------------------|-------|------------------|-------|------------------|-------|----------------|-------|---------------|-------|----------------|-------|----------------|-------|---------------|-------|---------------|-------|--------------|-------|--------------|-------|---------------|-------|--------------|-------|
| Dry | 202001-202010 | 685 514 | | 9 821 | | 563 624 | | 25 108 | | 20 091 | | 19 177 | | 6 701 | | 13 831 | | 20 327 | | 3 669 | | 68 | | 2 149 | | 950 | |
| Natural Sweet | 202001-202010 | 7 563 772 | | 3 838 136 | | 2 475 247 | | 249 928 | | 7 634 | | 28 374 | | 923 189 | | 15 278 | | 61 | | 157 | | 271 | | 25 499 | | | |
| Semi-Sweet | 202001-202010 | 1 976 576 | | 84 943 | | 1 722 184 | | 57 244 | | 2 320 | | 98 469 | | 4 311 | | 503 | | 126 | | 144 | | 2 152 | | 1 961 | | 2 221 | |
| TOTAL | 202001-202010 | 10 225 862 | | 3 932 900 | | 4 761 055 | | 332 279 | | 30 045 | | 146 020 | | 934 201 | | 29 612 | | 20 513 | | 3 970 | | 2 490 | | 29 608 | | 3 170 | |

| Category: Perlé | PERIOD | LITRES | TREND | < R30 | TREND | R30 - <R40 | TREND | R40 - <R50 | TREND | R50 - <R60 | TREND | R60 - <R70 | TREND | R70 - <R80 | TREND | R80 - <R90 | TREND | R90 - <R100 | TREND | R100 - <R120 | TREND | R120 - <R150 | TREND | R150 - <R200 | TREND | >R200 | TREND |
|--------------------|----------------------|----------------|-------|----------|-------|----------------|-------|---------------|-------|---------------|-------|--------------|-------|---------------|-------|------------|-------|--------------|-------|--------------|-------|--------------|-------|--------------|-------|-------|-------|
| GRAND TOTAL | 202001-202010 | 668 014 | | 2 | | 566 137 | | 47 800 | | 27 988 | | 9 646 | | 14 461 | | 596 | | 1 150 | | 234 | | | | | | | |

| Category: Sparkling Wine | PERIOD | LITRES | TREND | < R30 | TREND | R30 - <R40 | TREND | R40 - <R50 | TREND | R50 - <R60 | TREND | R60 - <R70 | TREND | R70 - <R80 | TREND | R80 - <R90 | TREND | R90 - <R100 | TREND | R100 - <R120 | TREND | R120 - <R150 | TREND | R150 - <R200 | TREND | >R200 | TREND |
|--------------------------|----------------------|----------------|-------|---------------|-------|------------|-------|----------------|-------|--------------|-------|---------------|-------|---------------|-------|---------------|-------|---------------|-------|---------------|-------|--------------|-------|--------------|-------|--------------|-------|
| Cap Classique | 202001-202010 | 75 124 | | 1 067 | | 7 | | 56 | | 244 | | 3 540 | | 35 079 | | 4 843 | | 4 712 | | 17 939 | | 997 | | 3 936 | | 2 705 | |
| Other Sparkling | 202001-202010 | 293 473 | | 24 457 | | 147 | | 114 683 | | 5 354 | | 6 896 | | 52 206 | | 18 566 | | 20 368 | | 27 964 | | 3 250 | | | | 3 931 | |
| GRAND TOTAL | 202001-202010 | 368 597 | | 25 524 | | 154 | | 114 739 | | 5 598 | | 10 436 | | 87 285 | | 23 409 | | 25 079 | | 45 903 | | 4 247 | | 3 936 | | 6 636 | |

| Sub-Category: Cap Classique | PERIOD | LITRES | TREND | < R30 | TREND | R30 - <R40 | TREND | R40 - <R50 | TREND | R50 - <R60 | TREND | R60 - <R70 | TREND | R70 - <R80 | TREND | R80 - <R90 | TREND | R90 - <R100 | TREND | R100 - <R120 | TREND | R120 - <R150 | TREND | R150 - <R200 | TREND | >R200 | TREND |
|-----------------------------|----------------------|---------------|-------|--------------|-------|------------|-------|------------|-------|------------|-------|--------------|-------|---------------|-------|--------------|-------|--------------|-------|---------------|-------|--------------|-------|--------------|-------|--------------|-------|
| Total White | 202001-202010 | 65 152 | | 800 | | 2 | | 27 | | 234 | | 3 365 | | 30 649 | | 4 431 | | 4 351 | | 16 544 | | 367 | | 2 179 | | 2 204 | |
| Total Red | 202001-202010 | 41 | | | | | | | | | | | | 41 | | | | | | | | | | | | | |
| Total Rosé | 202001-202010 | 9 931 | | 268 | | 5 | | 29 | | 10 | | 176 | | 4 389 | | 412 | | 361 | | 1 395 | | 630 | | 1 757 | | 501 | |
| TOTAL | 202001-202010 | 75 124 | | 1 067 | | 7 | | 56 | | 244 | | 3 540 | | 35 079 | | 4 843 | | 4 712 | | 17 939 | | 997 | | 3 936 | | 2 705 | |

| Sub-Category: Other Sparkling | PERIOD | LITRES | TREND | < R30 | TREND | R30 - <R40 | TREND | R40 - <R50 | TREND | R50 - <R60 | TREND | R60 - <R70 | TREND | R70 - <R80 | TREND | R80 - <R90 | TREND | R90 - <R100 | TREND | R100 - <R120 | TREND | R120 - <R150 | TREND | R150 - <R200 | TREND | >R200 | TREND |
|-------------------------------|----------------------|----------------|-------|---------------|-------|------------|-------|----------------|-------|--------------|-------|--------------|-------|---------------|-------|---------------|-------|---------------|-------|---------------|-------|--------------|-------|--------------|-------|--------------|-------|
| Total White | 202001-202010 | 158 082 | | 652 | | | | 59 419 | | 2 134 | | 5 031 | | 30 623 | | 13 366 | | 12 183 | | 16 825 | | 2 229 | | | | | |
| Total Red | 202001-202010 | 9 832 | | 23 804 | | 147 | | 55 152 | | 3 218 | | 1 829 | | 19 141 | | 4 125 | | 7 365 | | 5 794 | | 1 021 | | 35 | | 3 931 | |
| Total Rosé | 202001-202010 | 125 560 | | 1 | | | | 113 | | 2 | | 36 | | 2 442 | | 1 075 | | 819 | | 5 345 | | | | | | | |
| TOTAL | 202001-202010 | 293 473 | | 24 457 | | 147 | | 114 683 | | 5 354 | | 6 896 | | 52 206 | | 18 566 | | 20 368 | | 27 964 | | 3 250 | | 35 | | 3 931 | |

| Category: Fortified | PERIOD | LITRES | TREND | < R30 | TREND | R30 - <R40 | TREND | R40 - <R50 | TREND | R50 - <R60 | TREND | R60 - <R70 | TREND | R70 - <R80 | TREND | R80 - <R90 | TREND | R90 - <R100 | TREND | R100 - <R120 | TREND | R120 - <R150 | TREND | R150 - <R200 | TREND | >R200 | TREND |
|---------------------|----------------------|------------------|-------|------------|-------|----------------|-------|----------------|-------|----------------|-------|---------------|-------|---------------|-------|----------------|-------|----------------|-------|---------------|-------|----------------|-------|--------------|-------|---------------|-------|
| TOTAL | 202001-202010 | 2 117 956 | | 166 | | 530 219 | | 322 219 | | 354 630 | | 17 929 | | 17 075 | | 191 332 | | 418 578 | | 28 756 | | 143 150 | | 3 586 | | 90 316 | |

Note: In industry reporting, a 20% profit margin is added to the wholesale selling price to determine the retail selling price.