

# Wine Industry

I N F O R M A T I O N

## March 2008



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### 2008 GRAPE AND WINE HARVEST AND SALES

The 2008 wine grape harvest is estimated at 1 357 597 tons according to the industry's (producer cellars and viticulturists) estimate on 7 March 2008 (page 2), a slight decrease from the February estimate. This is about 0.5% more than the 2007 harvest. It is expected that the 2008 wine harvest, including grape juice concentrate and grape juice, wine for brandy and distilling wine, will amount to 1 053,5 million litres at an average recovery of 776 litres per ton of grapes (page 3). Please note that the import figure for distilling wine has been adjusted downwards as the indications are that the domestic distilling wine production will almost be in line with the market requirement.

A slight decrease in the estimate since February is expected in the Orange River, Little Karoo, Robertson, Stellenbosch and Worcester areas, mainly as a result of the heat and untimely rain accompanied by rot. This precarious weather conditions resulted in high fungal disease pressure which are still continuing in the late season. Effective spraying programs by producers reduced the harvest losses, without a doubt.

Increases are expected in the Olifants River, where the Chenin Blanc harvest was higher than initial estimates, as well as in Malmesbury and Paarl. Producers in all the other regions are positive about a harvest of good quality.

Also in this issue – domestic sales of natural wine during January 2008 (page 4), information regarding the price ranges in which wine were sold in bulk for the period January 2008 (pages 5 to 8), exports for the period February 2008 (pages 9 to 10), domestic packaged wine information for the period January to December 2007 (pages 11 to 19) and the volume of wine certified during February 2008 (page 20).

SAWIS greetings until April  
Robin

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# ESTIMATED 2008 GRAPE AND WINE CROP

DISTRICT	GRAPE CROP - TONS								ESTIMATE 27/11/2007	ESTIMATE 11/01/2008	ESTIMATE 08/02/2008	ESTIMATE 07/03/2008
	2000	2001	2002	2003	2004	2005	2006	2007	2008			
ORANGE RIVER	128 285	83 436	173 420	144 697	206 193	161 549	192 369	161 555	179 381	175 000	176 830	174 736
<i>trend (%) on previous year</i>	111.1	65.0	207.8	83.4	142.5	78.3	119.1	84.0	111.0	108.3	109.5	108.2
OLIFANTS RIVER	173 126	159 902	165 603	205 150	178 590	181 445	198 618	209 805	207 267	208 000	209 924	214 123
<i>trend (%) on previous year</i>	93.8	92.4	103.6	123.9	87.1	101.6	109.5	105.6	98.8	99.1	100.1	102.1
MALMESBURY	91 193	80 689	80 026	109 118	103 947	98 663	118 076	117 020	119 603	123 500	123 769	124 003
<i>trend (%) on previous year</i>	111.6	88.5	99.2	136.4	95.3	94.9	119.7	99.1	102.2	105.5	105.8	106.0
LITTLE KAROO	41 458	36 500	42 020	42 301	44 522	37 220	37 051	47 348	43 653	44 500	43 872	40 570
<i>trend (%) on previous year</i>	76.2	88.0	115.1	100.7	105.3	83.6	99.5	127.8	92.2	94.0	92.7	85.7
PAARL	128 018	123 572	105 287	144 833	138 802	138 796	145 937	152 855	157 025	158 000	158 397	159 927
<i>trend (%) on previous year</i>	99.0	96.5	85.2	137.6	95.8	100.0	105.1	104.7	102.7	103.4	103.6	104.6
ROBERTSON	161 055	141 267	165 304	176 440	184 095	158 679	166 782	196 796	196 740	194 000	192 697	192 501
<i>trend (%) on previous year</i>	80.2	87.7	117.0	106.7	104.3	86.2	105.1	118.0	100.0	98.6	97.9	97.8
STELLENBOSCH	105 533	98 514	76 999	114 285	115 276	115 229	122 742	113 740	123 499	120 100	119 751	117 802
<i>trend (%) on previous year</i>	95.1	93.3	78.2	148.4	100.9	100.0	106.5	92.7	108.6	105.6	105.3	103.6
WORCESTER	269 502	253 581	271 216	296 865	340 759	280 051	320 004	352 328	330 000	340 000	340 016	333 935
<i>trend (%) on previous year</i>	90.9	94.1	107.0	109.5	114.8	82.2	114.3	110.1	93.7	96.5	96.5	94.8
TOTAL (INDUSTRY)	1 098 170	977 461	1 079 875	1 233 689	1 312 184	1 171 632	1 301 579	1 351 447	1 357 168	1 363 100	1 365 256	1 357 597
<i>trend (%) on previous year</i>	93.6	89.0	110.5	114.2	106.4	89.3	111.1	103.8	100.4	100.9	101.0	100.5
LITRES PER GROSS TON	762	764	772	775	774	773	778	772	776	776	776	776
WINE PRODUCTION MILLION GROSS LITRES	837.2	746.5	834.2	956.0	1 015.7	905.2	1 013.0	1 043.5	1 053.2	1 057.8	1 059.4	1 053.5

# HARVEST AND SALES ESTIMATES

WINE PRODUCED	Average % alc/vol 2007	million gross litres								Trend 2008/ 2007
		2001	2002	2003	2004	2005	2006	2007	Estimate 2008	
Wine		530.4	567.2	712.7	696.8	628.5	709.7	730.4	725.6	99.3
Wine for brandy	11.31	8.1	26.8	50.5	85.4	82.9	82.1	101.5	87.3	86.0
Grape juice concentrate and grape juice	11.57	99.4	115.3	70.7	87.8	64.6	73.2	65.2	70.8	108.7
Distilling wine	9.96	108.5	124.8	122.2	145.8	129.2	147.9	146.4	169.8	116.0
<b>Total</b>		<b>746.5</b>	<b>834.2</b>	<b>956.0</b>	<b>1 015.7</b>	<b>905.2</b>	<b>1 013.0</b>	<b>1 043.5</b>	<b>1 053.5</b>	<b>101.0</b>

WINE MARKET REQUIREMENT	million gross litres								Trend 2008/ 2007
	2001	2002	2003	2004	2005	2006	2007	Estimate 2008	
Producer sales to wholesalers: Wine in bulk	368.8	395.1	362.9	416.1	419.1	405.5	440.1		
Grapes	50.4	43.9	66.3	67.8	67.5	71.8	67.2		
Direct producer sales (packaged wine) and exports	419.2	439.0	429.2	483.8	486.6	477.3	507.3		
Direct producer sales (packaged wine) and exports	144.9	145.0	139.9	154.5	148.2	155.4	173.4		
<b>Total</b>	<b>564.1</b>	<b>584.0</b>	<b>569.1</b>	<b>638.3</b>	<b>634.8</b>	<b>632.7</b>	<b>680.7</b>	<b>732.5</b>	<b>107.6</b>
Wine imported in bulk by wholesalers*		26.4	41.9		15.4	11.3	9.2	7.7	
<b>Total wine market requirement</b>	<b>564.1</b>	<b>610.4</b>	<b>611.0</b>	<b>638.3</b>	<b>650.2</b>	<b>644.0</b>	<b>690.0</b>	<b>740.2</b>	<b>107.3</b>

\* concentrate component included

WINE PRODUCTION AND SALES	million gross litres								Trend 2008/ 2007
	2001	2002	2003	2004	2005	2006	2007	Estimate 2008	
Total wine stock at private and producer cellars on 1 Jan								425.2	
Wine production	530.4	567.2	712.7	696.8	628.5	709.7	730.4	725.6	99.3
Natural wine and must for sweetening imported by private and producer cellars	-	4.6	6.8	2.0	3.7	7.0	3.7	2.5	67.5
<b>Minus: Sales</b>	<b>564.1</b>	<b>584.0</b>	<b>569.1</b>	<b>638.3</b>	<b>634.8</b>	<b>632.7</b>	<b>680.7</b>	<b>732.5</b>	<b>107.6</b>
Transfers (previous vintages)	4.1	4.7	3.2	6.2	5.4	3.6	10.2	10.2	100.0
Lees destroyed/shortages	13.1	15.2	13.3	22.0	17.7	18.2	22.7	22.7	100.0
Total wine stock at private and producer cellars on 31 Dec	<b>242.3</b>	<b>209.3</b>	<b>336.8</b>	<b>363.7</b>	<b>339.4</b>	<b>403.1</b>	<b>425.2</b>	<b>387.9</b>	<b>91.2</b>
Total wine stock at producer cellars on 31 Dec	158.7	130.0	233.8	248.5	221.1	278.4	295.4		
Total wine stock at private cellars on 31 Dec	83.7	79.3	103.0	115.2	118.3	124.6	129.8		

DISTILLING WINE MARKET REQUIREMENT	million litres @ 10 alc/vol								Trend 2008/ 2007
	2001	2002	2003	2004	2005	2006	2007	Estimate 2008	
Ex bedryf	114.6	126.1	124.9	149.9	130.33	148.5	154.6	169.1	109.4
Ex import (current year)	-	23.0	61.0	16.0	24.3	31.1	39.6	7.2	18.2
Ex import (previous year)	-	-	-	-	30.0	10.0	-	-	-
Ex pool	-	15.5	1.5	1.9	1.8	1.4	0.04	0.04	100.0
<b>Total</b>	<b>114.6</b>	<b>164.6</b>	<b>187.4</b>	<b>167.8</b>	<b>186.4</b>	<b>191.0</b>	<b>194.2</b>	<b>176.4</b>	<b>90.8</b>
Pool deliveries	4.2	1.4	1.5	1.9	1.8	1.4	0.04	0.04	100.0
Ex import (destined for following year's market requirement)				30.0	10.0				

# DOMESTIC SALES AND EXPORTS OF NATURAL WINE

## DOMESTIC SALES OF NATURAL WINE

GROSS LITRE

	1 MONTH		3 MONTHS				6 MONTHS				12 MONTHS				MARKET SHARE	
	JAN 2007	JAN 2008	NOV 2006	NOV 2007	JAN 2008	TREND	AUG 2006	AUG 2007	JAN 2008	TREND	FEB 2006	FEB 2007	JAN 2008	TREND	FEB 2007	JAN 2008
		TREND														
Wholesalers	11 308 985	12 145 820	45 600 861	46 067 660	107.40		87 431 755	88 471 537	101.19		163 936 171	170 069 231	103.74		54.07	
Private Cellars	2 550 755	3 196 742	9 095 042	10 953 719	120.44		17 698 000	20 921 097	118.21		33 060 773	38 253 845	115.71		12.16	
Producer Cellars	7 399 534	8 307 897	25 910 791	26 466 467	102.14		51 694 530	59 172 814	114.47		98 902 103	106 197 826	107.38		33.76	
<b>SUB TOTAL</b>	<b>21 259 274</b>	<b>23 650 459</b>	<b>80 606 694</b>	<b>83 487 846</b>	<b>103.57</b>		<b>156 824 285</b>	<b>168 565 448</b>	<b>107.49</b>		<b>295 899 047</b>	<b>314 520 902</b>	<b>106.29</b>		<b>100.00</b>	
Wine component of alc fruit bev	0	0	722 682	0	0.00		1 476 551	0	0.00		2 775 041	0	0.00		0.00	
<b>TOTAL</b>	<b>21 259 274</b>	<b>23 650 459</b>	<b>81 329 376</b>	<b>83 487 846</b>	<b>102.65</b>		<b>158 300 836</b>	<b>168 565 448</b>	<b>106.48</b>		<b>298 674 088</b>	<b>314 520 902</b>	<b>105.31</b>		<b>100.00</b>	

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

## EXPORT OF NATURAL WINE

GROSS LITRE

	1 MONTH		3 MONTHS				6 MONTHS				12 MONTHS				MARKET SHARE	
	JAN 2007	JAN 2008	NOV 2006	NOV 2007	JAN 2008	TREND	AUG 2006	AUG 2007	JAN 2008	TREND	FEB 2006	FEB 2007	JAN 2008	TREND	FEB 2007	JAN 2008
		TREND														
<b>TOTAL</b>	<b>19 648 574</b>	<b>26 343 864</b>	<b>65 944 245</b>	<b>80 222 613</b>	<b>121.65</b>		<b>133 050 124</b>	<b>164 520 143</b>	<b>123.65</b>		<b>272 266 108</b>	<b>316 751 883</b>	<b>116.34</b>		<b>100.00</b>	

## DOMESTIC SALES AND EXPORT OF NATURAL WINE

GROSS LITRE

	1 MONTH		3 MONTHS				6 MONTHS				12 MONTHS				MARKET SHARE	
	JAN 2007	JAN 2008	NOV 2006	NOV 2007	JAN 2008	TREND	AUG 2006	AUG 2007	JAN 2008	TREND	FEB 2006	FEB 2007	JAN 2008	TREND	FEB 2007	JAN 2008
		TREND														
<b>TOTAL</b>	<b>40 907 848</b>	<b>49 994 323</b>	<b>147 273 621</b>	<b>163 710 459</b>	<b>111.16</b>		<b>291 350 960</b>	<b>333 085 591</b>	<b>114.32</b>		<b>570 940 196</b>	<b>631 272 785</b>	<b>110.57</b>		<b>100.00</b>	

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









# AVERAGE PRICES OF WINE SOLD IN BULK FOR THE PERIOD JANUARY TO DECEMBER

TYPE	PRICE RANGE R / HL OR C / L	2005				2006				2007				JANUARY 2008				INDUSTRY GROWTH			
		2005 VINTAGE YEAR	OTHER VINTAGE YEARS	TOTAL	2006 VINTAGE YEAR	OTHER VINTAGE YEARS	TOTAL	2007 VINTAGE YEAR	OTHER VINTAGE YEARS	TOTAL	2008 OESJAAR	OTHER VINTAGE YEARS	TOTAL	2005 - 2006	2006 - 2007	2007 - 2008					
Cabernet Sauvignon	LITRES	4 171 545	7 240 107	11 411 652	4 031 288	8 763 430	12 794 698	7 745 967	11 773 450	19 519 417	1 148 857	1 148 857	12.12			52.56					
	AVE PRICE R / HL OR C / L	515.94	580.85	557.12	461.49	483.00	476.23	417.49	414.02	415.40	419.17	419.17	-14.52			-12.77					
Cabernet Franc	LITRES	174 103	169 733	343 836	95 670	271 978	367 648	275 262	209 266	484 528			6.93			31.79					
	AVE PRICE R / HL OR C / L	426.05	342.73	384.92	369.71	421.64	408.12	456.03	411.36	436.73			6.03			7.01					
Ruby Cabernet	LITRES	2 938 759	4 717 838	7 656 597	1 601 831	4 987 484	6 589 315	2 065 812	3 814 518	5 889 330	711 284	711 284	-13.94			-10.76					
	AVE PRICE R / HL OR C / L	364.86	440.47	411.45	319.77	417.00	393.36	281.65	314.30	302.83	345.18	345.18	-4.40			-23.01					
Merlot	LITRES	4 061 067	7 440 794	11 501 831	3 501 475	5 395 154	8 898 629	4 775 152	7 574 527	12 349 679	954 143	954 143	-22.65			38.81					
	AVE PRICE R / HL OR C / L	440.36	488.24	471.33	349.77	456.47	426.29	392.80	399.13	396.68	400.62	400.62	-9.56			-6.95					
Shiraz	LITRES	4 551 037	7 197 807	11 748 844	5 742 215	8 595 511	14 337 726	8 454 008	11 481 854	19 936 762	1 381 571	1 381 571	22.04			39.05					
	AVE PRICE R / HL OR C / L	485.10	588.12	548.21	521.99	509.28	514.37	446.09	466.97	458.12	391.14	391.14	-6.17			-10.94					
Pinotage	LITRES	7 314 746	9 333 874	16 648 820	6 137 551	8 638 914	14 778 465	5 254 275	7 606 814	12 861 089	509 107	509 107	-11.25			-12.96					
	AVE PRICE R / HL OR C / L	411.37	469.09	443.73	378.24	403.28	392.88	391.10	400.54	396.68	390.97	390.97	-11.46			0.97					
Pinot Noir	LITRES	26 320	26 144	51 464	40 111	3 000	43 111	18 318	52 540	70 856			-16.23			64.36					
	AVE PRICE R / HL OR C / L	605.27	697.57	652.16	425.72	350.00	420.45	674.63	672.82	673.14			-35.53			60.10					
Cinsaut	LITRES	2 052 245	6 300 459	8 352 704	1 595 822	4 654 706	6 250 528	1 804 453	2 779 117	4 583 570	291 315	291 315	-25.17			-26.67					
	AVE PRICE R / HL OR C / L	343.15	413.97	396.57	301.27	366.04	349.50	325.51	312.17	317.42	324.11	324.11	-11.87			-9.18					
Rosé and Blanc de Noir	LITRES	9 631 834	2 520 050	12 151 884	11 706 756	2 172 220	13 878 976	13 612 799	4 101 376	17 714 175	794 674	794 674	14.21			27.63					
	AVE PRICE R / HL OR C / L	307.26	297.87	305.31	304.57	305.27	304.68	293.09	310.52	297.13	286.55	286.55	-0.21			-2.48					
Other red and blends	LITRES	11 802 024	21 869 359	33 671 383	9 691 510	21 036 945	30 728 455	14 588 097	27 390 994	41 979 081	2 657 006	2 657 006	-8.74			36.61					
	AVE PRICE R / HL OR C / L	371.20	442.92	417.72	372.51	393.17	386.66	343.65	352.84	349.84	338.63	338.63	-7.44			-3.15					
Chardonnay	LITRES	12 306 058	5 777 779	18 083 837	12 481 165	5 219 171	17 700 336	13 393 806	5 085 455	18 479 061	840 838	840 838	-2.12			4.40					
	AVE PRICE R / HL OR C / L	502.92	475.67	494.22	499.87	483.72	495.11	479.19	460.33	474.14	446.75	446.75	0.18			-4.24					
Sauvignon Blanc	LITRES	12 697 870	1 490 994	14 188 864	8 320 457	1 688 065	10 016 522	12 055 148	1 919 895	13 975 033	577 745	577 745	-29.39			39.49					
	AVE PRICE R / HL OR C / L	526.78	482.31	522.11	549.52	537.80	547.53	522.46	484.21	517.21	452.09	452.09	4.87			-5.54					
Chenin Blanc	LITRES	46 295 843	12 621 189	58 917 032	44 764 301	7 438 344	52 202 645	46 226 759	15 293 149	61 519 908	5 030 027	5 030 027	-11.40			17.85					
	AVE PRICE R / HL OR C / L	309.13	287.16	304.43	319.37	304.63	317.27	324.41	319.44	323.17	288.49	288.49	4.22			1.86					
Colombar	LITRES	22 060 334	9 242 084	31 302 418	21 930 407	4 217 001	26 147 408	21 304 755	6 576 815	27 881 570	3 285 012	3 285 012	-16.47			6.63					
	AVE PRICE R / HL OR C / L	283.51	263.84	277.70	291.36	305.73	293.68	295.53	303.89	297.46	277.45	277.45	5.75			-6.73					
Riesling	LITRES	2 448 590	543 483	2 992 073	2 493 996	136 950	2 630 946	2 663 039	1 032 640	3 715 679	135 750	135 750	-12.07			41.23					
	AVE PRICE R / HL OR C / L	323.25	267.49	313.12	321.25	370.00	323.79	315.28	324.42	317.82	345.08	345.08	3.41			-1.84					
Semillon	LITRES	3 069 433	719 240	3 788 673	2 776 518	727 474	3 503 992	3 082 645	592 898	3 675 543	305 841	305 841	-7.51			4.90					
	AVE PRICE R / HL OR C / L	335.67	319.71	332.64	342.15	327.13	339.03	354.82	343.09	352.93	329.86	329.86	1.92			4.10					
Other white and blends	LITRES	108 780 776	48 200 003	156 980 779	129 676 318	27 875 670	157 551 988	103 032 977	49 551 160	152 584 137	59 074	59 074	0.36			-3.15					
	AVE PRICE R / HL OR C / L	262.10	238.48	254.85	276.48	264.65	274.39	278.07	268.68	275.02	500.00	500.00	7.67			0.23					
Fortified	LITRES	8 009 417	1 275 209	9 284 626	10 148 330	1 147 268	11 295 598	11 090 083	610 595	11 700 678	788 023	788 023	21.66			3.59					
	AVE PRICE R / HL OR C / L	345.36	356.47	346.88	355.13	349.73	354.58	371.28	372.99	371.37	364.01	364.01	2.22			4.74					
All Varieties	LITRES	262 391 001	146 686 106	409 077 107	276 735 701	112 979 285	389 714 986	271 464 055	157 447 053	428 911 108	59 074	59 074	-4.73			10.06					
	AVE PRICE R / HL OR C / L	323.59	364.74	338.35	323.18	375.74	338.42	331.40	340.96	334.87	304.99	304.99	0.02			-8.92					
All red varieties	LITRES	46 709 860	66 788 604	113 498 464	44 127 869	64 519 342	108 847 211	58 459 222	76 451 962	134 911 184	8 447 957	8 447 957	-4.27			24.17					
	AVE PRICE R / HL OR C / L	393.01	473.70	440.49	378.96	424.53	406.02	362.62	383.43	374.41	363.48	363.48	-7.83			-7.79					
All white varieties	LITRES	207 671 724	76 622 293	286 294 017	222 459 502	47 312 675	269 772 177	201 914 750	80 384 496	282 299 246	59 074	59 074	-5.77			4.64					
	AVE PRICE R / HL OR C / L	307.14	272.31	297.57	310.66	309.83	310.51	320.17	300.13	314.46	300.13	300.13	4.35			-9.92					



# RSA EXPORTS: WINE AND FLAVOURED GRAPE LIQUOR

PRODUCT		FEBRUARY			6 MONTHS			12 MONTHS			Litres
		2007	2008	Trend	SEP '06 - FEB '07	SEP '07 - FEB '08	Trend	MAR '06 - FEB '07	MAR '07 - FEB '08	Trend	
Chardonnay	P	1 218 004	1 629 672	133.80	7 327 535	8 383 856	114.42	15 288 640	16 535 826	108.16	
	B	98 620	1 105 430	1120.90	1 834 187	5 145 656	280.54	4 075 000	7 206 095	176.84	
Sauvignon Blanc	P	885 779	971 820	109.71	5 665 104	6 208 100	109.58	12 913 378	13 380 378	103.62	
	B	144 828	257 975	178.13	1 086 439	1 673 033	153.99	2 290 393	3 227 272	140.90	
Chenin Blanc	P	1 065 540	1 378 168	129.34	6 286 249	7 639 329	121.52	15 637 417	17 320 082	110.76	
	B	1 675 659	1 584 792	94.58	9 651 568	11 219 358	116.24	21 055 335	21 893 353	103.98	
Other White	P	2 153 169	2 497 820	116.01	15 350 004	14 543 234	94.74	33 603 391	31 621 603	94.10	
	B	898 753	3 609 256	401.58	5 685 012	12 968 127	228.11	14 222 682	22 461 743	157.93	
<b>TOTALS WHITE WINE</b>	<b>P</b>	<b>5 322 492</b>	<b>6 477 480</b>	<b>121.70</b>	<b>34 628 892</b>	<b>36 774 519</b>	<b>106.20</b>	<b>77 442 826</b>	<b>78 857 889</b>	<b>101.83</b>	
	<b>B</b>	<b>2 817 860</b>	<b>6 557 453</b>	<b>232.71</b>	<b>18 257 206</b>	<b>31 006 174</b>	<b>169.83</b>	<b>41 643 410</b>	<b>54 788 463</b>	<b>131.57</b>	
	<b>P+B</b>	<b>8 140 352</b>	<b>13 034 933</b>	<b>160.13</b>	<b>52 886 098</b>	<b>67 780 693</b>	<b>128.16</b>	<b>119 086 236</b>	<b>133 646 352</b>	<b>112.23</b>	
Cabernet Sauvignon	P	1 154 232	1 144 494	99.16	6 469 023	6 781 351	104.83	12 869 141	12 865 968	99.98	
	B	344 829	452 110	131.11	1 907 776	3 322 559	174.16	3 322 674	6 013 605	180.99	
Shiraz	P	1 193 215	1 179 584	98.86	7 044 665	7 497 763	106.43	12 339 897	14 438 206	117.00	
	B	24 940	346 420	1389.01	487 540	2 693 801	552.53	1 214 438	3 348 953	275.76	
Pinotage	P	749 983	719 711	95.96	4 131 147	4 167 971	100.89	8 091 234	8 324 190	102.88	
	B	486 476	193 321	39.74	4 024 592	3 973 246	98.72	6 877 495	7 907 923	114.98	
Merlot	P	500 247	794 314	158.78	3 461 703	3 909 698	112.94	7 468 730	7 326 444	98.09	
	B	25 880	224 062	865.77	943 533	1 771 295	187.73	1 532 253	2 542 553	165.94	
Other Red	P	4 623 098	4 480 272	96.91	27 566 111	30 438 095	110.42	55 212 149	59 339 810	107.48	
	B	3 197 778	6 182 764	193.35	17 305 761	32 245 795	186.33	32 157 770	50 148 807	155.95	
<b>TOTALS RED WINE</b>	<b>P</b>	<b>8 220 775</b>	<b>8 318 375</b>	<b>101.19</b>	<b>48 672 649</b>	<b>52 794 878</b>	<b>108.47</b>	<b>95 981 151</b>	<b>102 294 618</b>	<b>106.58</b>	
	<b>B</b>	<b>4 079 903</b>	<b>7 398 677</b>	<b>181.34</b>	<b>24 669 202</b>	<b>44 006 696</b>	<b>178.39</b>	<b>45 104 630</b>	<b>69 961 841</b>	<b>155.11</b>	
	<b>P+B</b>	<b>12 300 678</b>	<b>15 717 052</b>	<b>127.77</b>	<b>73 341 851</b>	<b>96 801 574</b>	<b>131.99</b>	<b>141 085 781</b>	<b>172 256 459</b>	<b>122.09</b>	
Blanc de Noir + Rosé	P	502 190	1 016 991	202.51	2 321 489	3 579 730	154.20	7 514 673	9 196 343	122.38	
	B	150 340	193 300	128.58	1 706 428	2 519 250	147.63	9 137 113	9 890 928	108.25	
	P+B	652 530	1 210 291	185.48	4 027 917	6 098 980	151.42	16 651 786	19 087 271	114.63	
<b>TOTALS NATURAL WINE</b>	<b>P</b>	<b>14 045 457</b>	<b>15 812 846</b>	<b>112.58</b>	<b>85 623 030</b>	<b>93 149 127</b>	<b>108.79</b>	<b>180 938 650</b>	<b>190 348 850</b>	<b>105.20</b>	
	<b>B</b>	<b>7 048 103</b>	<b>14 149 430</b>	<b>200.76</b>	<b>44 632 836</b>	<b>77 532 120</b>	<b>173.71</b>	<b>95 885 153</b>	<b>134 641 232</b>	<b>140.42</b>	
	<b>P+B</b>	<b>21 093 560</b>	<b>29 962 276</b>	<b>142.04</b>	<b>130 255 866</b>	<b>170 681 247</b>	<b>131.04</b>	<b>276 823 803</b>	<b>324 990 082</b>	<b>117.40</b>	
Fortified Wine	P	36 242	23 536	64.94	302 007	203 964	67.54	470 909	350 431	74.42	
	B	0	0	-	9 800	23 876	243.63	33 454	23 876	71.37	
	P+B	36 242	23 536	64.94	311 807	227 840	73.07	504 363	374 307	74.21	
Sparkling wine	P	128 056	109 166	85.25	1 289 895	1 588 115	123.12	2 075 255	2 811 730	135.49	
<b>TOTALS ALL WINE</b>	<b>P</b>	<b>14 209 755</b>	<b>15 945 548</b>	<b>112.22</b>	<b>87 214 932</b>	<b>94 941 206</b>	<b>108.86</b>	<b>183 484 814</b>	<b>193 511 011</b>	<b>105.46</b>	
	<b>B</b>	<b>7 048 103</b>	<b>14 149 430</b>	<b>200.76</b>	<b>44 642 636</b>	<b>77 555 996</b>	<b>173.73</b>	<b>95 918 607</b>	<b>134 665 108</b>	<b>140.40</b>	
	<b>P+B</b>	<b>21 257 858</b>	<b>30 094 978</b>	<b>141.57</b>	<b>131 857 568</b>	<b>172 497 202</b>	<b>130.82</b>	<b>279 403 421</b>	<b>328 176 119</b>	<b>117.46</b>	
OTHER(e.g. for vinegar, industrial)	P	0	0	-	0	0	-	0	0	-	
	B	0	96 000	-	0	600 631	-	0	600 631	-	
	P+B	0	96 000	-	0	600 631	-	0	600 631	-	
Flavoured Grape Liquor	P	0	468	-	12 313	468	3.80	18 868	930	4.93	
<b>TOTALS ALL PRODUCTS</b>	<b>P</b>	<b>14 209 755</b>	<b>15 946 016</b>	<b>112.22</b>	<b>87 227 245</b>	<b>94 941 674</b>	<b>108.84</b>	<b>183 503 682</b>	<b>193 511 941</b>	<b>105.45</b>	
	<b>B</b>	<b>7 048 103</b>	<b>14 245 430</b>	<b>202.12</b>	<b>44 642 636</b>	<b>78 156 627</b>	<b>175.07</b>	<b>95 918 607</b>	<b>135 265 739</b>	<b>141.02</b>	
	<b>P+B</b>	<b>21 257 858</b>	<b>30 191 446</b>	<b>142.02</b>	<b>131 869 881</b>	<b>173 098 301</b>	<b>131.26</b>	<b>279 422 289</b>	<b>328 777 680</b>	<b>117.66</b>	

P=Packaged

B=Bulk

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

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

## PACKAGED AND BULK NATURAL WINE EXPORTS (LITRES) PER COUNTRY FOR THE PERIOD MARCH - FEBRUARY

COUNTRY	200603 - 200702				200703 - 200802				TREND 200703 - 200802 / 200603 - 200702				
	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	
UNITED KINGDOM	46 132 362	34 655 833	3 184 438	83 972 633	44 206 131	36 952 387	5 308 322	86 466 840	96	107		167	103
GERMANY	15 060 690	26 138 762	5 218 029	46 417 481	19 581 626	34 317 001	5 370 786	59 269 413	130	131		103	128
THE NETHERLANDS	12 005 253	18 405 574	5 115 879	35 526 706	10 296 150	13 489 073	4 539 791	28 325 014	86	73		89	80
SWEDEN	10 434 484	13 333 123	74 151	23 841 758	10 927 494	14 512 270	97 691	25 542 405	105	109		132	107
ANGOLA *	155 480	176 509	7 227	339 216	263 613	13 499 066	369 137	14 131 816	170	7 648		5 108	4 166
DENMARK	3 086 390	9 177 890	13 811	12 278 091	3 519 942	10 016 209	89 569	13 625 720	114	109		649	111
CANADA	3 609 403	7 520 962	78 399	11 208 764	4 830 697	8 671 617	64 148	13 566 462	134	115		82	121
U.S.A.	4 461 130	6 380 720	146 160	10 988 010	6 988 408	5 809 390	222 128	13 019 926	157	91		152	118
BELGIUM	4 806 056	4 097 010	657 817	9 560 883	4 973 800	4 155 377	654 837	9 784 074	103	101		100	102
NEW ZEALAND	1 828 689	6 638	2 160	1 837 487	5 202 247	3 667 710	9 891	8 879 848	284	55 253		458	483
FRANCE	3 026 128	4 090 097	1 198 777	8 315 002	2 543 689	4 004 726	1 091 908	7 640 323	84	98		91	92
SWITZERLAND	1 588 824	1 498 992	357 298	3 445 114	2 794 197	1 772 919	500 181	5 067 297	176	118		140	147
REPUBLIC OF IRELAND	2 874 553	2 463 965	39 686	5 378 204	2 561 228	2 111 181	57 386	4 729 795	89	86		145	88
FINLAND	2 338 285	1 430 051	3 105	3 771 441	2 534 885	1 940 660	338	4 475 883	108	136		11	119
RUSSIA	460 839	825 920	5 895	1 292 654	1 765 274	1 545 556	8 834	3 319 664	383	187		150	257
AUSTRALIA	169 577	157 288	18 831	345 696	1 840 029	1 127 309	13 883	3 131 221	1 085	812		74	906
KENYA	937 191	876 317	22 932	1 836 440	909 451	1 221 679	15 638	2 046 768	97	128		68	111
NORWAY	288 195	1 314 134	72	1 602 401	249 175	1 415 799	3 216	1 668 190	86	108		4 467	104
JAPAN	480 311	857 382	0	1 337 693	548 934	880 900	3 812	1 433 646	114	103		0	107
NIGERIA *	104 942	543 573	2 678	651 193	191 774	1 129 225	14 178	1 335 177	183	208		529	205
CHINA	89 450	523 192	12 830	625 472	131 361	1 194 295	6 885	1 332 541	147	228		54	213
TANZANIA	532 024	380 485	8 739	921 248	727 837	557 515	16 509	1 301 861	137	147		189	141
MAURITIUS *	485 316	407 643	182 049	1 075 008	530 320	401 828	166 767	1 098 915	109	99		92	102
UNITED ARAB EMIRATES	366 342	321 355	18 233	705 930	525 092	488 555	21 375	1 035 022	143	152		117	147
POLAND	161 691	513 430	25 874	700 995	205 461	740 146	39 326	984 933	127	144		152	141
LATVIA	392 801	652 935	1 350	1 047 086	211 087	385 617	4 275	600 979	54	59		317	57
OTHER COUNTRIES	3 209 830	4 336 000	255 366	7 801 196	4 586 390	6 193 498	396 460	11 176 348	143	143		155	143
<b>TOTAL</b>	<b>119 086 236</b>	<b>141 085 780</b>	<b>16 651 786</b>	<b>276 823 802</b>	<b>133 646 352</b>	<b>172 256 458</b>	<b>19 087 271</b>	<b>324 990 081</b>	<b>112</b>	<b>122</b>		<b>115</b>	<b>117</b>

## PACKAGED NATURAL WINE EXPORTS (LITRES) PER COUNTRY FOR THE PERIOD MARCH - FEBRUARY

COUNTRY	200603 - 200702				200703 - 200802				TREND 200703 - 200802 / 200603 - 200702				
	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	
UNITED KINGDOM	32 273 810	28 361 958	2 984 343	63 620 111	31 165 580	30 085 465	4 558 947	65 809 972	97	106		153	103
SWEDEN	10 434 484	13 333 123	74 151	23 841 758	10 927 494	14 469 100	97 691	25 494 285	105	109		132	107
THE NETHERLANDS	7 619 290	9 969 405	2 525 521	20 114 216	7 079 790	8 843 610	2 355 507	18 278 907	93	89		93	91
GERMANY	3 654 857	9 940 740	877 544	14 473 141	4 284 548	10 284 165	829 523	15 398 236	117	103		95	106
DENMARK	2 003 300	6 825 331	13 811	8 842 442	2 594 882	7 408 932	77 589	10 081 403	130	109		562	114
U.S.A.	4 125 770	5 634 830	146 160	9 906 760	3 981 920	5 037 830	222 128	9 241 878	97	89		152	93
CANADA	2 551 748	4 367 161	78 399	6 997 308	2 609 320	4 675 671	64 148	7 349 149	102	107		82	105
BELGIUM	2 175 875	2 314 369	266 163	4 956 407	2 458 912	2 337 757	215 537	5 012 206	103	101		81	101
REPUBLIC OF IRELAND	2 827 263	2 463 965	39 686	5 330 914	2 413 068	1 963 183	57 386	4 433 637	85	80		145	83
FINLAND	1 760 255	1 260 751	3 105	3 024 111	1 970 425	1 675 720	338	3 646 483	112	133		11	121
KENYA	937 191	876 317	22 932	1 836 440	899 511	1 110 799	15 638	2 025 948	96	127		68	110
RUSSIA	436 839	753 081	5 895	1 195 815	616 726	938 131	8 834	1 563 691	141	125		150	131
SWITZERLAND	543 550	641 595	73 598	1 258 743	586 211	704 153	89 901	1 380 265	108	110		122	110
NORWAY	288 195	1 044 367	72	1 332 634	225 179	1 127 585	3 216	1 355 980	78	108		4 467	102
NIGERIA *	104 942	543 573	2 678	651 193	191 774	1 129 225	14 178	1 335 177	183	208		529	205
TANZANIA	532 024	380 485	8 739	921 248	727 837	557 515	16 509	1 301 861	137	147		189	141
JAPAN	338 911	836 882	0	1 175 793	395 534	880 900	3 812	1 280 246	117	105		0	109
UNITED ARAB EMIRATES	366 342	321 355	18 233	705 930	525 092	488 555	21 375	1 035 022	143	152		117	147
NEW ZEALAND	3 849	6 638	2 160	12 647	281 927	642 570	9 891	934 388	7 325	9 680		458	7 388
AUSTRALIA	146 047	157 288	18 831	322 166	443 862	413 289	13 883	871 034	304	263		74	270
POLAND	161 691	416 860	25 874	604 425	205 461	572 704	39 326	817 491	127	137		152	135
CHINA	65 450	311 012	1 350	377 812	131 361	636 949	6 885	775 195	201	205		510	205
LATVIA	392 801	652 935	1 350	1 047 086	211 087	385 617	4 275	600 979	54	59		317	57
MAURITIUS *	241 016	186 233	78 099	505 348	264 715	198 515	87 903	551 133	110	107		113	109
FRANCE	251 096	204 368	9 086	464 550	193 301	286 928	25 722	505 951	77	140		283	109
OTHER COUNTRIES	3 006 230	4 176 529	236 893	7 419 652	3 472 382	5 439 749	356 201	9 268 332	116	130		150	125
<b>TOTAL</b>	<b>77 442 826</b>	<b>95 981 151</b>	<b>7 514 673</b>	<b>180 938 650</b>	<b>78 857 889</b>	<b>102 294 617</b>	<b>9 196 343</b>	<b>190 348 849</b>	<b>102</b>	<b>107</b>		<b>122</b>	<b>105</b>

## BULK NATURAL WINE EXPORTS (LITRES) PER COUNTRY FOR THE PERIOD MARCH - FEBRUARY

COUNTRY	200603 - 200702				200703 - 200802				TREND 200703 - 200802 / 200603 - 200702				
	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	
GERMANY	11 405 833	16 198 022	4 340 485	31 944 340	15 297 078	24 032 836	4 541 263	43 871 177	134	148		105	137
UNITED KINGDOM	13 858 552	6 293 875	200 095	20 352 522	13 040 571	6 866 922	749 375	20 656 868	94	109		375	101
ANGOLA *	0	0	0	0	123 880	13 302 126	360 996	13 787 002	0	0		0	0
THE NETHERLANDS	4 385 963	8 436 170	2 590 358	15 412 491	3 216 360	4 645 463	2 184 284	10 046 107	73	55		84	65
NEW ZEALAND	1 824 840	0	0	1 824 840	4 920 320	3 025 140	0	7 945 460	270	0		0	435
FRANCE	2 775 032	3 885 729	1 189 691	7 850 452	2 350 388	3 717 798	1 066 186	7 134 372	85	96		90	91
CANADA	1 057 655	3 153 801	0	4 211 456	2 221 367	3 995 946	0	6 217 313	210	127		0	148
BELGIUM	2 430 181	1 782 641	391 654	4 604 476	2 514 948	1 817 620	439 300	4 771 868	103	102		112	104
U.S.A.	3 35 360	745 890	0	1 081 250	3 006 488	771 560	0	3 778 048	896	103		0	349
SWITZERLAND	1 045 274	857 397	283 700	2 186 371	2 207 986	1 068 766	410 280	3 687 032	211	125		145	169
DENMARK	1 083 090	2 352 559	0	3 435 649	925 060	2 607 277	11 980	3 544 317	85	111		0	103
AUSTRALIA	23 530	0	0	23 530	1 396 167	864 020	0	2 260 187	5 934	0		0	9 606
RUSSIA	24 000	72 839	0	96 839	1 148 548	607 425	0	1 755 973	4 786	834		0	1 813
ITALY	192 440	72 740	25 700	290 880	554 010	361 381	48 400	963 791	288	497		188	331
FINLAND	578 030	169 300	0	747 330	564 460	264 940	0	829 400	98	156		0	111
CHINA	24 000	212 180	11 480	247 660	0	557 346	0	557 346	0	263		0	225
MAURITIUS	244 300	221 410	103 950	569 660	265 605	203 313	78 864	547 782	109	92		76	96
CZECH REPUBLIC	24 000	120 040	0	144 040	144 639	264 566	0	409 205	603	220		0	284
NORWAY	0	269 767	0	269 767	23 996	288 214	0	312 210	0	107		0	116
THAILAND	0	0	0	0	122 524	145 764	0	268 288	0	0		0	0
INDIA	94 420	119 200	0	213 620	144 660								

# DOMESTIC PACKAGED WINE INFORMATION

## 1. QUANTITY NATURAL AND SPARKLING WINE SOLD IN UNDER MENTIONED CONTAINERS

### 1.1 TOTAL MARKET

TYPE OF CONTAINER	CONTAINER SIZE	LITRES		TREND (b / a)	LITRES		TREND (d / c)
		SEP 2006 - DEC 2006 (a)	SEP 2007 - DEC 2007 (b)		JAN 2006 - DEC 2006 (c)	JAN 2007 - DEC 2007 (d)	
GLASS	< 750 ml	581 773	561 859	96.6	1 578 069	1 505 399	95.4
	% of glass	1.2	1.1		1.2	1.1	
	750 ml	29 424 026	29 692 343	100.9	76 093 090	77 050 891	101.3
	% of glass	58.5	57.1		58.0	56.9	
	1 l	7 514 976	7 787 385	103.6	20 117 416	20 417 656	101.5
	% of glass	14.9	15.0		15.3	15.1	
	1,5 l - 2 l	9 661 979	11 089 122	114.8	24 596 118	27 932 931	113.6
	% of glass	19.2	21.3		18.8	20.6	
	4,5 l	2 915 856	2 778 804	95.3	8 370 923	8 095 923	96.7
	% of glass	5.8	5.3		6.4	6.0	
	OTHER	181 526	125 481	69.1	362 490	329 137	90.8
% of glass	0.4	0.2		0.3	0.2		
<b>TOTAL</b>		50 280 136	52 034 994	103.5	131 118 106	135 331 937	103.2
<b>As % of total natural wine</b>		47.2	47.8		45.9	45.0	
PLASTIC	< 750 ml	342 573	318 831	93.1	1 038 138	891 747	85.9
	% of plastic	1.7	1.4		1.8	1.5	
	750 ml	258 934	229 072	88.5	835 469	684 644	81.9
	% of plastic	1.3	1.0		1.5	1.1	
	1 l	10 222 444	10 440 867	102.1	28 681 672	30 187 069	105.2
	% of plastic	50.8	46.5		50.1	49.4	
	5 l	6 770 515	8 361 355	123.5	18 499 458	21 772 545	117.7
	% of plastic	33.6	37.2		32.3	35.7	
	OTHER	2 529 518	3 116 149	123.2	8 186 032	7 514 061	91.8
	% of plastic	12.6	13.9		14.3	12.3	
	<b>TOTAL</b>		20 123 983	22 466 273	111.6	57 240 770	61 050 065
<b>As % of total natural wine</b>		18.9	20.6		20.0	20.3	
BAG-IN-BOX	2 l	2 729 816	2 770 742	101.5	7 521 844	7 759 170	103.2
	% of bag-in-box	11.5	10.3		12.1	10.6	
	5 l	18 151 190	20 785 050	114.5	47 028 925	56 046 510	119.2
	% of bag-in-box	76.8	77.3		75.9	76.4	
	OTHER	2 763 723	3 326 733	120.4	7 389 984	9 534 430	129.0
	% of bag-in-box	11.7	12.4		11.9	13.0	
<b>TOTAL</b>		23 644 729	26 882 525	113.7	61 940 753	73 340 110	118.4
<b>As % of total natural wine</b>		22.2	24.7		21.7	24.4	
FOIL BAGS	2 l	466 858	1 109 358	237.6	3 143 198	2 359 020	75.1
	% of foil bags	4.3	18.9		10.1	8.8	
	5 l	10 093 100	4 744 595	47.0	27 418 150	23 873 565	87.1
	% of foil bags	94.0	81.0		88.1	89.1	
	OTHER	172 833	7 100	4.1	562 701	560 276	99.6
	% of foil bags	1.6	0.1		1.8	2.1	
<b>TOTAL</b>		10 732 791	5 861 053	54.6	31 124 049	26 792 861	86.1
<b>As % of total natural wine</b>		10.1	5.4		10.9	8.9	
TETRA PACKS	500 ml	254 599	237 300	93.2	666 899	649 778	97.4
	% of tetra packs	15.6	14.6		15.0	14.3	
	1 l	1 322 184	1 326 614	100.3	3 586 801	3 501 333	97.6
	% of tetra packs	80.8	81.5		80.6	77.0	
	OTHER	58 666	64 348	109.7	195 340	395 069	202.2
	% of tetra packs	3.6	4.0		4.4	8.7	
<b>TOTAL</b>		1 635 449	1 628 262	99.6	4 449 040	4 546 180	102.2
<b>As % of total natural wine</b>		1.5	1.5		1.6	1.5	
<b>TOTAL NATURAL WINE</b>		106 417 087	108 873 108	102.3	285 872 718	301 061 153	105.3
<b>TOTAL SPARKLING</b>		4 831 263	5 292 901	109.6	8 206 024	9 155 400	111.6
PRICE RANGE- R / 5l BAG-IN-BOX	<b>LESS THAN R29</b>	117 510	127 010	108.1	574 595	468 970	81.6
	% of bag-in-box	0.6	0.6		1.2	0.8	
	<b>MORE THAN R29</b>	18 033 680	20 658 040	114.6	46 454 330	55 574 145	119.6
	% of bag-in-box	99.4	99.4		98.8	99.2	

## 1.2 PRODUCER CELLARS AND PRODUCER CELLAR BOUND WHOLESALERS

TYPE OF CONTAINER	CONTAINER SIZE	LITRES		TREND (b / a)	LITRES		TREND (d / c)
		SEP 2006 - DEC 2006 (a)	SEP 2007 - DEC 2007 (b)		JAN 2006 - DEC 2006 (c)	JAN 2007 - DEC 2007 (d)	
GLASS	< 750 ml	89 020	69 171	77.7	313 701	219 019	69.8
	% of glass	1.5	1.3		2.1	1.5	
	750 ml	5 349 142	4 812 962	90.0	13 617 840	13 555 329	99.5
	% of glass	90.3	90.3		90.1	91.3	
	1 l	108 258	118 549	109.5	500 345	257 749	51.5
	% of glass	1.8	2.2		3.3	1.7	
	1,5 l - 2 l	209 031	217 458	104.0	351 302	515 243	146.7
	% of glass	3.5	4.1		2.3	3.5	
	4,5 l	0	0	0.0	0	0	0.0
	% of glass	0.0	0.0		0.0	0.0	
	OTHER	170 924	113 349	66.3	331 460	307 537	92.8
% of glass	2.9	2.1		2.2	2.1		
<b>TOTAL</b>		5 926 375	5 331 488	90.0	15 114 648	14 854 876	98.3
<b>As % of total natural wine</b>		16.6	15.0		15.3	14.2	
PLASTIC	< 750 ml	229 079	192 514	84.0	732 365	564 514	77.1
	% of plastic	1.6	1.3		1.8	1.3	
	750 ml	236 979	219 836	92.8	789 089	639 701	81.1
	% of plastic	1.7	1.5		2.0	1.5	
	1 l	8 182 589	8 308 377	101.5	22 948 800	23 994 274	104.6
	% of plastic	57.9	55.4		56.7	56.9	
	5 l	3 858 970	4 097 660	106.2	10 328 388	11 888 605	115.1
	% of plastic	27.3	27.3		25.5	28.2	
	OTHER	1 629 712	2 178 378	133.7	5 650 123	5 063 727	89.6
	% of plastic	11.5	14.5		14.0	12.0	
	<b>TOTAL</b>		14 137 329	14 996 765	106.1	40 448 765	42 150 821
<b>As % of total natural wine</b>		39.6	42.3		41.0	40.3	
BAG-IN-BOX	2 l	553 464	428 344	77.4	1 593 930	1 446 058	90.7
	% of bag-in-box	5.0	3.5		5.4	4.0	
	5 l	7 933 655	8 924 110	112.5	20 996 965	27 169 845	129.4
	% of bag-in-box	71.6	72.8		70.7	74.3	
	OTHER	2 598 484	2 903 884	111.8	7 093 333	7 955 461	112.2
	% of bag-in-box	23.4	23.7		23.9	21.8	
<b>TOTAL</b>		11 085 603	12 256 338	110.6	29 684 228	36 571 364	123.2
<b>As % of total natural wine</b>		31.0	34.6		30.1	34.9	
FOIL BAGS	2 l	315 608	958 158	303.6	2 737 872	1 906 726	69.6
	% of foil bags	8.8	49.4		25.4	22.7	
	5 l	3 129 965	983 285	31.4	7 900 205	6 493 310	82.2
	% of foil bags	87.5	50.6		73.4	77.3	
	OTHER	129 759	0	0.0	130 008	9	0.0
	% of foil bags	3.6	0.0		1.2	0.0	
<b>TOTAL</b>		3 575 332	1 941 443	54.3	10 768 085	8 400 045	78.0
<b>As % of total natural wine</b>		10.0	5.5		10.9	8.0	
TETRA PACKS	500 ml	224 576	214 479	95.5	583 421	592 057	101.5
	% of tetra packs	22.1	23.1		21.8	21.9	
	1 l	732 629	651 693	89.0	1 896 883	1 918 643	101.1
	% of tetra packs	72.1	70.1		70.9	71.0	
	OTHER	58 666	64 072	109.2	195 340	193 131	98.9
	% of tetra packs	5.8	6.9		7.3	7.1	
<b>TOTAL</b>		1 015 871	930 244	91.6	2 675 644	2 703 831	101.1
<b>As % of total natural wine</b>		2.8	2.6		2.7	2.6	
<b>TOTAL NATURAL WINE</b>		35 740 510	35 456 278	99.2	98 691 370	104 680 937	106.1
<b>TOTAL SPARKLING</b>		413 483	421 635	102.0	855 691	874 386	102.2
<b>PRICE RANGE- R / 5l BAG-IN-BOX</b>	<b>LESS THAN R29</b>	117 510	74 745	63.6	574 095	416 705	72.6
	% of bag-in-box	1.5	0.8		2.7	1.5	
	<b>MORE THAN R29</b>	7 816 145	8 849 365	113.2	20 422 870	26 749 745	131.0
	% of bag-in-box	98.5	99.2		97.3	98.5	

## 1.3 PRIVATE CELLARS

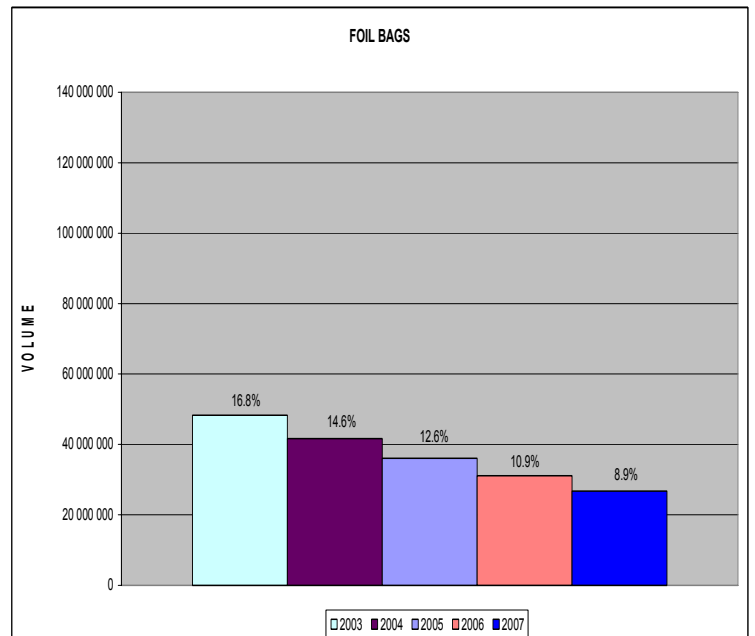
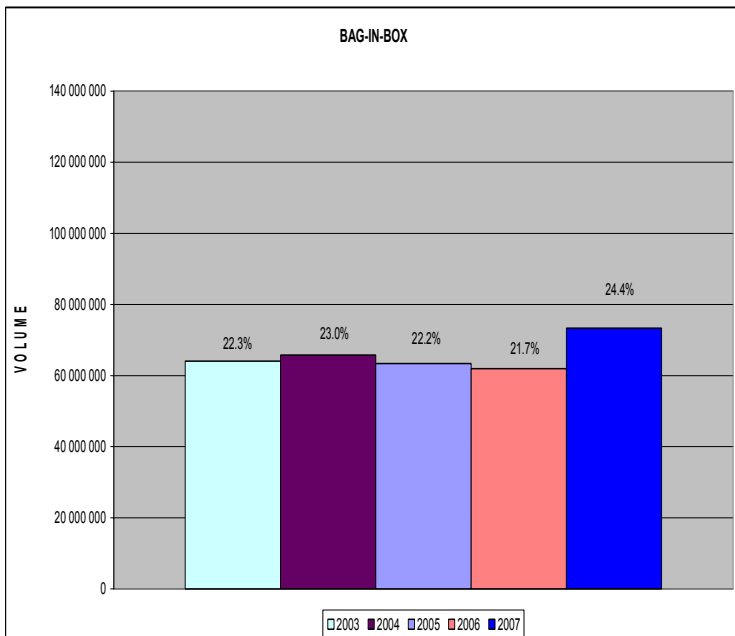
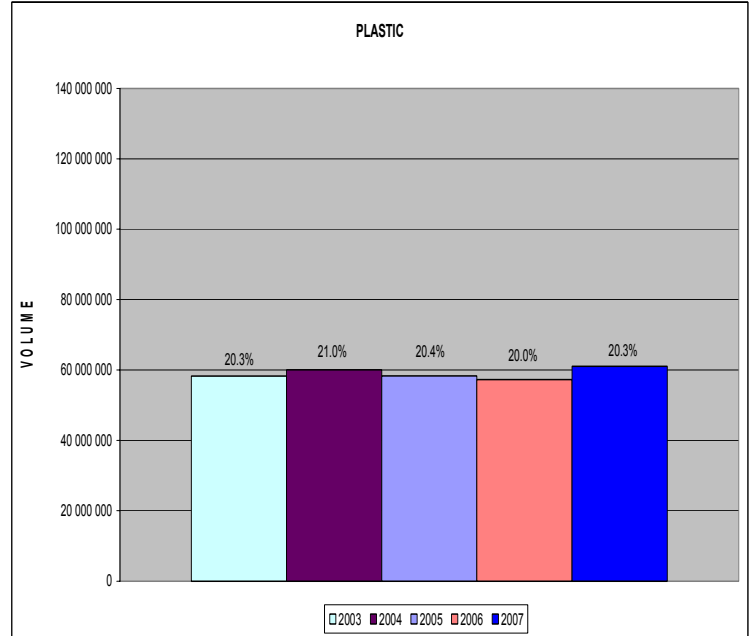
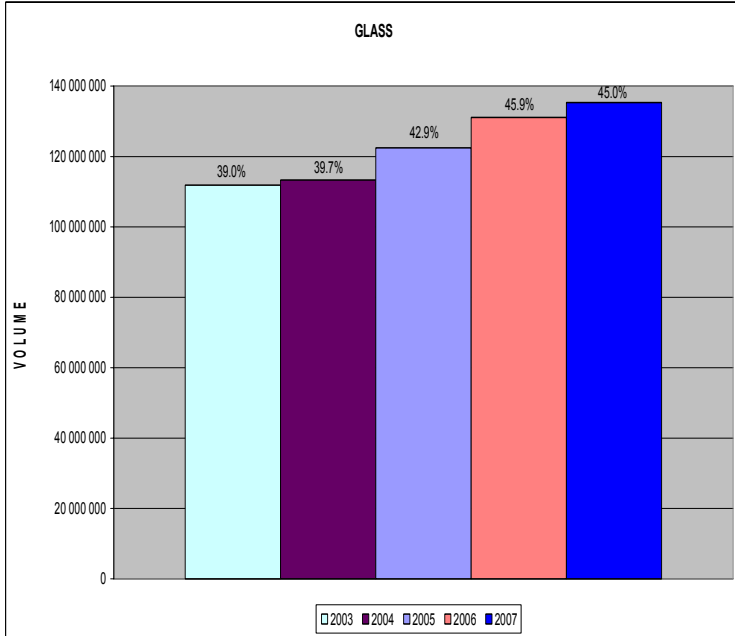
TYPE OF CONTAINER	CONTAINER SIZE	LITRES		TREND (b / a)	LITRES		TREND (d / c)
		SEP 2006 - DEC 2006 (a)	SEP 2007 - DEC 2007 (b)		JAN 2006 - DEC 2006 (c)	JAN 2007 - DEC 2007 (d)	
GLASS	< 750 ml	155 474	142 224	91.5	394 291	443 520	112.5
	% of glass	1.7	1.3		1.7	1.7	
	750 ml	8 089 937	8 843 628	109.3	20 391 685	22 110 498	108.4
	% of glass	88.4	80.4		88.4	82.5	
	1 l	14 758	28 626	194.0	17 420	52 169	299.5
	% of glass	0.2	0.3		0.1	0.2	
	1,5 l - 2 l	884 684	1 977 934	223.6	2 251 056	4 188 900	186.1
	% of glass	9.7	18.0		9.8	15.6	
	4,5 l	45	18	40.0	45	32	70.0
	% of glass	0.0	0.0		0.0	0.0	
	OTHER	8 447	11 491	136.0	24 215	18 711	77.3
% of glass	0.1	0.1		0.1	0.1		
<b>TOTAL</b>		9 153 344	11 003 921	120.2	23 078 711	26 813 830	116.2
<b>As % of total natural wine</b>		85.0	87.2		83.7	85.7	
PLASTIC	< 750 ml	25 450	33 086	130.0	63 872	80 036	125.3
	% of plastic	2.0	2.5		1.7	2.2	
	750 ml	5 045	4 787	94.9	17 643	12 330	69.9
	% of plastic	0.4	0.4		0.5	0.3	
	1 l	142 341	156 851	110.2	399 365	421 152	105.5
	% of plastic	11.1	12.0		10.7	11.4	
	5 l	973 965	960 925	98.7	2 840 575	2 758 745	97.1
	% of plastic	76.2	73.3		76.1	74.8	
	OTHER	131 819	154 479	117.2	412 735	415 827	100.7
	% of plastic	10.3	11.8		11.1	11.3	
	<b>TOTAL</b>		1 278 620	1 310 128	102.5	3 734 191	3 688 089
<b>As % of total natural wine</b>		11.9	10.4		13.6	11.8	
BAG-IN-BOX	2 l	28 428	44 560	156.7	84 716	103 904	122.6
	% of bag-in-box	11.3	20.7		17.3	19.1	
	5 l	109 130	74 610	68.4	277 245	258 320	93.2
	% of bag-in-box	43.3	34.6		56.7	47.4	
	OTHER	114 566	96 216	84.0	126 974	182 550	143.8
	% of bag-in-box	45.4	44.7		26.0	33.5	
<b>TOTAL</b>		252 124	215 386	85.4	488 935	544 774	111.4
<b>As % of total natural wine</b>		2.3	1.7		1.8	1.7	
FOIL BAGS	2 l	4 824	5 766	119.5	12 048	16 694	138.6
	% of foil bags	5.6	6.6		4.7	6.8	
	5 l	80 555	74 475	92.5	242 630	217 580	89.7
	% of foil bags	93.5	85.3		94.7	88.4	
	OTHER	762	7 100	931.8	1 398	11 818	845.4
	% of foil bags	0.9	8.1		0.5	4.8	
<b>TOTAL</b>		86 141	87 341	101.4	256 076	246 092	96.1
<b>As % of total natural wine</b>		0.8	0.7		0.9	0.8	
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>		10 770 229	12 616 776	117.1	27 557 913	31 292 785	113.6
<b>TOTAL SPARKLING</b>		495 135	618 502	124.9	947 383	1 154 513	121.9
<b>PRICE RANGE- R / 5l BAG-IN-BOX</b>	<b>LESS THAN R29</b>	0	0	0.0	0	0	0.0
	% of bag-in-box	0.0	0.0		0.0	0.0	
	<b>MORE THAN R29</b>	109 130	74 610	68.4	277 245	258 320	93.2
	% of bag-in-box	100.0	100.0		100.0	100.0	

## 1.4 WHOLESALERS (EXCLUDING PRODUCER CELLAR BOUND WHOLESALERS)

TYPE OF CONTAINER	CONTAINER SIZE	LITRES		TREND (b / a)	LITRES		TREND (d / c)
		SEP 2006 - DEC 2006 (a)	SEP 2007 - DEC 2007 (b)		JAN 2006 - DEC 2006 (c)	JAN 2007 - DEC 2007 (d)	
GLASS	< 750 ml	337 279	350 464	103.9	870 077	842 860	96.9
	% of glass	1.0	1.0		0.9	0.9	
	750 ml	15 984 947	16 035 753	100.3	42 083 566	41 385 065	98.3
	% of glass	45.4	44.9		45.3	44.2	
	1 l	7 391 960	7 640 210	103.4	19 599 651	20 107 738	102.6
	% of glass	21.0	21.4		21.1	21.5	
	1,5 l - 2 l	8 568 265	8 893 731	103.8	21 993 761	23 228 788	105.6
	% of glass	24.3	24.9		23.7	24.8	
	4,5 l	2 915 811	2 778 786	95.3	8 370 878	8 095 892	96.7
	% of glass	8.3	7.8		9.0	8.6	
	OTHER	2 155	641	29.7	6 815	2 889	42.4
% of glass	0.0	0.0		0.0	0.0		
<b>TOTAL</b>		35 200 417	35 699 585	101.4	92 924 747	93 663 231	100.8
<b>As % of total natural wine</b>		58.8	58.7		58.2	56.7	
PLASTIC	< 750 ml	88 044	93 231	105.9	241 902	247 197	102.2
	% of plastic	1.9	1.5		1.9	1.6	
	750 ml	16 910	4 448	26.3	28 737	32 612	113.5
	% of plastic	0.4	0.1		0.2	0.2	
	1 l	1 897 514	1 975 639	104.1	5 333 507	5 771 643	108.2
	% of plastic	40.3	32.1		40.8	37.9	
	5 l	1 937 580	3 302 770	170.5	5 330 495	7 125 195	133.7
	% of plastic	41.2	53.6		40.8	46.8	
	OTHER	767 987	783 292	102.0	2 123 174	2 034 508	95.8
	% of plastic	16.3	12.7		16.3	13.4	
	<b>TOTAL</b>		4 708 034	6 159 380	130.8	13 057 814	15 211 155
<b>As % of total natural wine</b>		7.9	10.1		8.2	9.2	
BAG-IN-BOX	2 l	2 147 924	2 297 838	107.0	5 843 198	6 209 208	106.3
	% of bag-in-box	17.5	15.9		18.4	17.1	
	5 l	10 108 405	11 786 330	116.6	25 754 715	28 618 345	111.1
	% of bag-in-box	82.1	81.8		81.1	79.0	
	OTHER	50 673	326 633	644.6	169 677	1 396 419	823.0
	% of bag-in-box	0.4	2.3		0.5	3.9	
<b>TOTAL</b>		12 307 002	14 410 801	117.1	31 767 590	36 223 972	114.0
<b>As % of total natural wine</b>		20.5	23.7		19.9	21.9	
FOIL BAGS	2 l	146 426	145 434	99.3	393 278	435 600	110.8
	% of foil bags	2.1	3.8		2.0	2.4	
	5 l	6 882 580	3 686 835	53.6	19 275 315	17 162 675	89.0
	% of foil bags	97.3	96.2		95.9	94.6	
	OTHER	42 312	0	0.0	431 295	548 449	127.2
	% of foil bags	0.6	0.0		2.1	3.0	
<b>TOTAL</b>		7 071 318	3 832 269	54.2	20 099 888	18 146 724	90.3
<b>As % of total natural wine</b>		11.8	6.3		12.6	11.0	
TETRA PACKS	500 ml	30 023	22 821	76.0	83 478	57 721	69.1
	% of tetra packs	4.8	3.3		4.7	3.1	
	1 l	589 555	674 921	114.5	1 689 918	1 582 690	93.7
	% of tetra packs	95.2	96.7		95.3	85.9	
	OTHER	0	276	0.0	0	201 938	0.0
	% of tetra packs	0.0	0.0		0.0	11.0	
<b>TOTAL</b>		619 578	698 018	112.7	1 773 396	1 842 349	103.9
<b>As % of total natural wine</b>		1.0	1.1		1.1	1.1	
<b>TOTAL NATURAL WINE</b>		59 906 349	60 800 053	101.5	159 623 435	165 087 431	103.4
<b>TOTAL SPARKLING</b>		3 922 645	4 252 764	108.4	6 402 950	7 126 501	111.3
<b>PRICE RANGE- R / 5l BAG-IN-BOX</b>	<b>LESS THAN R29</b>	0	52 265	0.0	500	52 265	10453.0
	% of bag-in-box	0.0	0.4		0.0	0.2	
	<b>MORE THAN R29</b>	10 108 405	11 734 065	116.1	25 754 215	28 566 080	110.9
	% of bag-in-box	100.0	99.6		100.0	99.8	



## QUANTITY NATURAL WINE SOLD IN CONTAINERS (FROM 2003 TO 2007 - ANNUAL DATA)



% - Represents % of total domestic packaged natural wine.

## 2. WINE 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 121	>121 - 154	>154 - 183	>183 - 229	>229 - 306	>306 - 383	>383 - 459	>459 - 612	>612	
Natural White	JAN 2006 - DEC 2006	3 206 667	5.9	3.3	4.1	9.2	25.3	23.9	5.4	9.4	13.6	
	JAN 2007 - DEC 2007	3 122 636	1.6	1.7	8.4	8.9	25.0	25.5	6.5	8.9	13.3	
	TREND*	97.4										
	JAN 2006 - DEC 2006	7 184 813	2.2	1.9	7.2	17.9	29.1	18.9	7.1	9.6	6.1	
	JAN 2007 - DEC 2007	8 098 087	1.6	4.4	6.7	18.9	27.0	19.0	6.4	9.3	6.7	
	TREND*	112.7										
	JAN 2006 - DEC 2006	2 367 604	9.9	10.2	9.6	37.5	14.7	8.8	2.3	3.9	3.1	
	JAN 2007 - DEC 2007	2 225 445	4.2	18.1	4.9	34.6	17.5	10.1	2.5	4.4	3.5	
	TREND*	94.0										
	JAN 2006 - DEC 2006	19 078 712	49.5	3.2	15.9	13.5	9.7	5.3	1.3	1.1	0.6	
JAN 2007 - DEC 2007	19 228 740	47.0	7.9	8.6	19.6	9.0	4.9	1.4	0.8	0.7		
TREND*	100.8											
JAN 2006 - DEC 2006	6 479 902	2.7	6.6	37.9	33.2	17.1	1.8	0.2	0.2	0.2		
JAN 2007 - DEC 2007	6 213 353	2.9	8.6	41.9	27.7	16.8	1.3	0.2	0.3	0.4		
TREND*	95.9											
JAN 2006 - DEC 2006	38 317 697	26.6	4.0	16.6	18.8	16.2	9.0	2.6	3.4	2.8		
JAN 2007 - DEC 2007	38 888 261	24.4	7.4	13.3	20.8	15.8	9.2	2.7	3.3	3.1		
TREND*	101.5											
JAN 2006 - DEC 2006	4 388 916	2.3	3.4	4.0	4.5	13.3	13.6	5.4	34.0	19.5		
JAN 2007 - DEC 2007	4 373 266	1.4	7.1	4.9	7.2	11.7	10.5	8.5	31.4	17.3		
TREND*	99.6											
JAN 2006 - DEC 2006	2 798 894	3.4	1.4	1.9	4.8	13.5	26.9	12.7	24.2	11.2		
JAN 2007 - DEC 2007	2 849 294	1.3	0.2	1.4	6.3	14.9	27.1	17.3	20.7	10.7		
TREND*	101.8											
JAN 2006 - DEC 2006	3 020 143	5.5	1.7	6.1	4.6	16.9	13.2	10.8	18.6	22.6		
JAN 2007 - DEC 2007	3 057 393	5.6	1.3	2.4	8.2	16.0	12.9	11.5	20.4	21.8		
TREND*	101.2											
JAN 2006 - DEC 2006	3 151 830	2.8	1.9	5.6	5.8	22.9	16.5	15.6	16.9	11.9		
JAN 2007 - DEC 2007	3 417 955	1.6	0.5	4.1	13.5	21.4	14.7	16.6	15.2	12.2		
TREND*	108.4											
JAN 2006 - DEC 2006	19 936 903	5.2	31.8	4.8	9.9	21.6	10.6	3.8	6.7	5.6		
JAN 2007 - DEC 2007	20 424 713	3.2	32.2	3.2	10.1	20.4	12.0	3.3	7.9	7.7		
TREND*	102.4											
JAN 2006 - DEC 2006	33 296 686	4.5	19.9	4.7	7.9	19.5	13.2	6.5	13.8	10.0		
JAN 2007 - DEC 2007	34 122 621	2.9	20.4	3.3	9.6	18.6	13.4	7.2	13.8	10.9		
TREND*	102.5											
JAN 2006 - DEC 2006	4 478 707	5.1	13.0	24.4	36.5	15.2	2.1	3.0	0.2	0.4		
JAN 2007 - DEC 2007	4 040 009	8.3	12.3	33.9	30.8	6.0	2.6	4.2	1.0	0.9		
TREND*	90.2											
JAN 2006 - DEC 2006	1 497 095	0.9	0.0	0.0	3.3	5.2	14.5	7.6	45.3	23.2		
JAN 2007 - DEC 2007	1 770 766	0.3	0.0	0.0	2.8	10.3	8.2	7.2	28.5	42.6		
TREND*	118.3											
JAN 2006 - DEC 2006	6 708 930	0.4	0.2	0.4	7.8	21.0	68.0	0.2	0.5	1.4		
JAN 2007 - DEC 2007	7 384 634	2.3	0.2	0.3	6.8	17.4	70.2	0.5	1.5	0.8		
TREND*	110.1											

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

\*Trend - Current term / Previous term

## 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 121	>121 - 154	>154 - 183	>183 - 229	>229 - 306	>306 - 383	>383 - 459	>459 - 612	>612	
Natural White	JAN 2006 - DEC 2006	733 451	4.4	2.3	16.4	16.4	16.4	51.5	6.5	2.0	0.0	
	JAN 2007 - DEC 2007	728 823	2.9	3.3	28.3	6.8	48.6	8.1	1.7	0.0		
	TREND*	99.4										
	JAN 2006 - DEC 2006	1 605 130	2.7	2.4	26.8	18.6	36.3	11.9	1.1	0.0		
	JAN 2007 - DEC 2007	1 500 974	2.4	16.8	24.8	14.2	31.6	9.4	0.4	0.2		
	TREND*	93.5										
	JAN 2006 - DEC 2006	1 140 469	7.8	15.1	5.4	60.7	10.0	0.4	0.3	0.0		
	JAN 2007 - DEC 2007	974 033	6.6	29.1	3.5	51.9	8.2	0.3	0.1	0.3		
	TREND*	85.4										
	JAN 2006 - DEC 2006	1 728 433	16.3	19.3	18.4	31.6	10.8	3.5	0.0	0.1		
JAN 2007 - DEC 2007	1 774 545	17.0	31.7	12.3	25.0	12.3	1.3	0.0	0.1			
TREND*	102.7											
JAN 2006 - DEC 2006	1 324 245	4.9	28.7	20.9	28.4	17.1	0.0	0.0	0.0			
JAN 2007 - DEC 2007	1 267 029	4.6	36.9	18.6	23.7	16.1	0.0	0.0	0.0			
TREND*	95.7											
JAN 2006 - DEC 2006	6 531 727	7.8	14.4	18.5	31.1	22.8	4.7	0.6	0.2			
JAN 2007 - DEC 2007	6 245 404	7.7	25.5	17.1	24.2	21.3	3.6	0.3	0.1			
TREND*	95.6											
JAN 2006 - DEC 2006	1 126 368	3.4	8.5	0.5	9.3	29.3	22.9	6.1	19.7			
JAN 2007 - DEC 2007	1 322 989	1.1	23.0	10.7	15.3	16.0	12.3	8.1	13.1			
TREND*	117.5											
JAN 2006 - DEC 2006	724 610	7.0	1.4	4.1	12.3	33.8	23.4	16.5	0.7			
JAN 2007 - DEC 2007	681 943	2.7	0.3	4.0	20.8	28.3	22.6	20.2	0.5			
TREND*	94.1											
JAN 2006 - DEC 2006	775 862	4.1	1.4	3.0	11.6	37.1	17.8	8.4	16.0			
JAN 2007 - DEC 2007	804 941	2.6	3.4	5.8	18.3	29.6	17.4	5.5	16.1			
TREND*	103.7											
JAN 2006 - DEC 2006	759 652	2.1	0.5	1.2	14.8	47.1	14.8	18.7	0.8			
JAN 2007 - DEC 2007	851 096	0.4	1.0	12.2	26.3	26.4	17.6	15.1	0.7			
TREND*	112.0											
JAN 2006 - DEC 2006	2 856 141	5.0	11.0	22.8	11.0	34.3	5.4	8.5	1.8			
JAN 2007 - DEC 2007	2 764 659	7.5	19.3	17.1	11.9	29.3	5.8	6.9	1.1			
TREND*	96.8											
JAN 2006 - DEC 2006	6 242 633	4.5	7.0	11.5	11.4	35.2	13.4	10.2	6.5			
JAN 2007 - DEC 2007	6 425 628	4.1	13.6	12.3	16.3	26.1	12.0	9.4	5.3			
TREND*	102.9											
Rosé / Blanc de Noir	JAN 2006 - DEC 2006	843 480	8.0	59.4	15.1	8.2	9.2	0.0	0.0	0.0		
	JAN 2007 - DEC 2007	884 297	15.6	51.4	18.7	9.9	2.3	2.1	0.0	0.0		
	TREND*	104.8										
Sparkling Wine	JAN 2006 - DEC 2006	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		
	JAN 2007 - DEC 2007	54 172	0.0	0.2	0.0	91.6	6.6	0.5	0.2	1.0		
	TREND*	0.0										
Other Sparkling	JAN 2006 - DEC 2006	855 691	3.2	1.6	2.7	59.0	32.2	1.2	0.1	0.0		
	JAN 2007 - DEC 2007	820 215	20.9	1.8	2.7	53.9	18.4	2.1	0.1	0.2		
	TREND*	95.9										

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

\*Trend - Current term / Previous term

## 2.3 PRIVATE CELLARS

TYPE OF WINE	PERIOD	LITRES	% SOLD IN PRICE RANGE (R / CARTON INCLUDING VAT) (12 X 750 ml)									
			TO 121	>121 - 154	>154 - 183	>183 - 229	>229 - 306	>306 - 383	>383 - 459	>459 - 612	>612	
Natural White	JAN 2006 - DEC 2006	1 377 618	1.3	3.3	0.5	4.5	15.6	20.3	9.2	16.0	29.2	
	JAN 2007 - DEC 2007	1 394 333	1.0	1.5	2.6	5.9	15.4	18.5	12.0	14.8	28.3	
	TREND*	101.2										
	JAN 2006 - DEC 2006	3 040 524	0.9	2.0	1.6	4.7	28.4	17.9	13.3	17.4	13.9	
	JAN 2007 - DEC 2007	3 723 380	1.2	1.9	1.9	7.1	29.6	15.4	12.1	16.8	13.9	
	TREND*	122.5										
	JAN 2006 - DEC 2006	915 279	5.1	4.8	8.2	19.1	21.5	18.2	5.7	9.6	7.9	
	JAN 2007 - DEC 2007	889 610	1.4	2.5	6.2	12.4	30.7	21.6	6.2	10.6	8.5	
	TREND*	97.2										
	JAN 2006 - DEC 2006	2 777 189	11.4	3.2	4.1	19.0	23.9	20.1	7.4	7.4	3.5	
JAN 2007 - DEC 2007	2 652 335	9.5	2.1	3.2	21.5	21.9	24.1	8.2	5.6	4.0		
TREND*	95.5											
JAN 2006 - DEC 2006	462 796	8.3	8.6	5.5	42.0	14.2	13.9	2.9	2.8	1.8		
JAN 2007 - DEC 2007	485 161	10.7	11.7	1.7	33.9	22.8	9.8	2.8	3.2	3.4		
TREND*	104.8											
JAN 2006 - DEC 2006	8 573 407	5.2	3.2	3.1	12.9	23.4	18.8	9.4	12.3	11.7		
JAN 2007 - DEC 2007	9 144 818	4.1	2.5	2.8	13.0	25.0	18.7	9.9	11.9	12.2		
TREND*	106.7											
JAN 2006 - DEC 2006	1 756 137	0.7	1.4	0.8	2.7	8.9	11.7	7.0	29.7	37.2		
JAN 2007 - DEC 2007	1 627 912	1.2	0.3	2.9	0.6	11.3	13.2	6.7	29.2	34.7		
TREND*	92.7											
JAN 2006 - DEC 2006	1 341 567	1.0	0.8	0.3	0.7	6.3	17.0	9.6	42.9	21.4		
JAN 2007 - DEC 2007	1 474 209	0.3	0.3	0.7	0.5	8.1	22.7	14.5	33.2	19.7		
TREND*	109.9											
JAN 2006 - DEC 2006	1 350 080	1.4	0.4	1.0	1.4	9.1	14.9	7.8	16.7	47.3		
JAN 2007 - DEC 2007	1 416 453	0.3	0.4	0.9	1.0	10.0	17.0	8.4	20.4	41.5		
TREND*	104.9											
JAN 2006 - DEC 2006	1 275 500	1.1	3.2	0.5	1.0	15.4	24.6	8.1	22.9	23.0		
JAN 2007 - DEC 2007	1 412 698	0.6	0.4	0.7	1.3	23.6	21.5	10.6	16.4	24.9		
TREND*	110.8											
JAN 2006 - DEC 2006	4 793 598	3.7	5.9	3.0	11.0	19.1	11.9	7.5	15.9	21.9		
JAN 2007 - DEC 2007	5 368 059	5.3	1.3	1.7	11.5	17.1	12.8	7.2	16.4	26.6		
TREND*	112.0											
JAN 2006 - DEC 2006	10 516 882	2.2	3.5	1.8	5.9	14.1	14.4	7.8	22.6	27.8		
JAN 2007 - DEC 2007	11 299 331	2.9	0.8	1.5	5.9	15.0	15.8	8.7	21.0	28.5		
TREND*	107.4											
Rosé / Blanc de Noir	JAN 2006 - DEC 2006	1 301 396	4.1	2.6	7.2	52.8	15.9	6.0	9.3	0.8	1.4	
	JAN 2007 - DEC 2007	1 666 349	3.4	1.2	7.1	57.7	11.9	4.2	9.8	2.5	2.2	
	TREND*	128.0										
Sparkling Wine	JAN 2006 - DEC 2006	681 333	2.0	0.0	0.0	7.1	2.2	5.1	6.3	29.6	47.6	
	JAN 2007 - DEC 2007	879 714	0.6	0.0	0.0	0.0	2.8	5.2	6.6	42.7	42.1	
	TREND*	129.1										
Other Sparkling	JAN 2006 - DEC 2006	266 050	0.4	0.2	0.2	2.3	55.0	20.9	3.9	13.4	3.7	
	JAN 2007 - DEC 2007	274 799	0.0	0.0	0.0	1.9	63.1	19.5	3.6	8.8	3.0	
	TREND*	103.3										

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

\*Trend - Current term / Previous term

## 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 121	>121 - 154	>154 - 183	>183 - 229	>229 - 306	>306 - 383	>383 - 459	>459 - 612	>612		
Natural White	JAN 2006 - DEC 2006	1 095 598	12.5	3.9	0.4	10.4	19.9	39.9	2.8	7.1	3.1		
	JAN 2007 - DEC 2007	999 480	1.3	1.0	2.1	14.8	21.2	48.1	2.5	7.0	2.0		
	TREND*	91.2											
Sauvignon Blanc	JAN 2006 - DEC 2006	2 539 159	3.5	1.6	1.4	33.2	25.3	24.6	3.6	6.3	0.6		
	JAN 2007 - DEC 2007	2 873 733	1.8	1.1	3.5	36.6	21.4	28.6	2.0	4.2	0.7		
	TREND*	113.2											
Chenin Blanc	JAN 2006 - DEC 2006	311 856	31.6	8.1	29.2	6.3	11.8	12.4	0.0	0.3	0.3		
	JAN 2007 - DEC 2007	361 802	4.8	27.1	5.7	42.5	10.4	8.4	0.3	0.9	0.0		
	TREND*	116.0											
Dry White	JAN 2006 - DEC 2006	14 573 090	60.6	1.3	17.9	10.3	6.8	2.7	0.3	0.0	0.1		
	JAN 2007 - DEC 2007	14 801 861	57.3	6.1	9.2	18.6	6.3	1.9	0.4	0.0	0.1		
	TREND*	101.6											
Semi Sweet	JAN 2006 - DEC 2006	4 692 861	1.5	0.2	46.0	33.7	17.4	1.2	0.0	0.0	0.1		
	JAN 2007 - DEC 2007	4 461 164	1.6	0.2	52.9	28.1	16.3	0.7	0.0	0.0	0.1		
	TREND*	95.1											
Total White	JAN 2006 - DEC 2006	23 212 564	39.8	1.3	21.1	17.5	11.7	6.7	0.7	1.0	0.3		
	JAN 2007 - DEC 2007	23 498 039	36.8	4.5	16.4	22.8	10.7	7.0	0.6	0.9	0.3		
	TREND*	101.2											
Cabernet	JAN 2006 - DEC 2006	1 506 411	3.4	1.9	10.2	3.1	6.4	8.8	2.9	49.8	13.4		
	JAN 2007 - DEC 2007	1 422 365	2.0	0.2	1.7	7.3	8.2	5.6	10.9	51.0	13.1		
	TREND*	94.4											
Pinotage	JAN 2006 - DEC 2006	732 717	4.2	2.3	2.8	4.6	6.8	48.4	14.7	13.1	2.9		
	JAN 2007 - DEC 2007	693 142	2.2	0.1	0.5	4.2	16.2	41.0	20.6	13.8	1.4		
	TREND*	94.6											
Shiraz	JAN 2006 - DEC 2006	894 201	12.9	3.9	16.6	3.4	11.1	6.6	17.4	23.8	4.3		
	JAN 2007 - DEC 2007	835 999	17.6	0.8	1.5	10.5	12.9	1.6	22.4	24.3	8.4		
	TREND*	93.5											
Merlot	JAN 2006 - DEC 2006	1 116 679	5.3	1.4	14.5	5.1	15.2	8.3	22.2	20.9	7.2		
	JAN 2007 - DEC 2007	1 154 161	3.7	0.4	2.3	19.0	15.1	4.1	25.2	24.5	5.5		
	TREND*	103.4											
Other Red	JAN 2006 - DEC 2006	12 287 164	5.8	46.7	1.4	9.2	19.6	11.3	1.3	4.2	0.4		
	JAN 2007 - DEC 2007	12 291 995	1.3	48.7	0.8	9.1	19.9	13.1	0.7	5.6	0.9		
	TREND*	100.0											
Total Red	JAN 2006 - DEC 2006	16 537 171	5.9	35.3	3.9	7.8	17.1	12.3	4.3	10.9	2.4		
	JAN 2007 - DEC 2007	16 397 662	2.4	36.6	1.0	9.5	18.0	12.4	5.3	12.2	2.7		
	TREND*	99.2											
Rosé / Blanc de Noir	JAN 2006 - DEC 2006	2 333 831	4.6	2.1	37.3	37.7	17.0	0.6	0.7	0.0	0.0		
	JAN 2007 - DEC 2007	1 489 364	9.4	1.6	72.8	13.2	1.5	1.0	0.5	0.0	0.0		
	TREND*	63.8											
Sparkling Wine	JAN 2006 - DEC 2006	815 762	0.0	0.0	0.0	0.0	7.7	22.3	8.7	58.4	2.8		
	JAN 2007 - DEC 2007	836 880	0.0	0.0	0.0	0.0	18.5	11.9	8.2	15.4	45.9		
	TREND*	102.6											
Other Sparkling	JAN 2006 - DEC 2006	5 587 189	0.0	0.0	0.0	0.3	17.7	80.5	0.0	0.0	1.5		
	JAN 2007 - DEC 2007	6 289 621	0.0	0.0	0.0	0.9	15.3	81.3	0.4	1.4	0.7		
	TREND*	112.6											

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

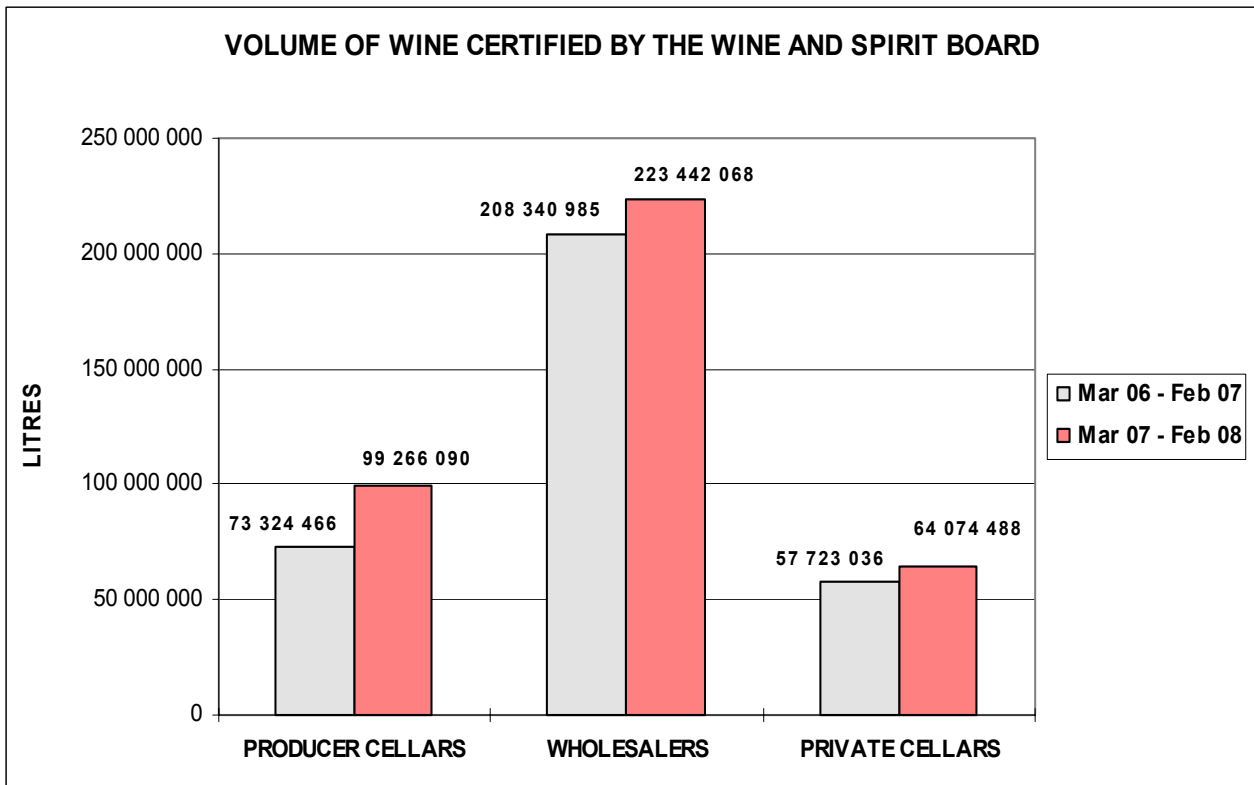
\*Trend - Current term / Previous term

# VOLUME OF WINE CERTIFIED (LITRES)

	1 MONTH			3 MONTHS			6 MONTHS			12 MONTHS		
	Feb-07	Feb-08	Trend	Dec-06 Feb-07	Dec-07 Feb-08	Trend	Sep-06 Feb-07	Sep-07 Feb-08	Trend	Mar-06 Feb-07	Mar-07 Feb-08	Trend
<b>PRODUCER CELLARS</b>												
Estate Wine	0	0		0	0		0	0		0	0	
Wine of Origin	2 745 197	3 846 136	140	10 481 289	19 537 354	186	21 684 934	38 683 969	178	41 418 654	65 355 245	158
Geographical Unit Wine	1 565 524	2 089 474	133	5 643 230	6 835 392	121	15 122 241	16 531 263	109	31 905 812	33 910 845	106
<b>SUB TOTAL</b>	<b>4 310 721</b>	<b>5 935 610</b>	<b>138</b>	<b>16 124 519</b>	<b>26 372 746</b>	<b>164</b>	<b>36 807 175</b>	<b>55 215 232</b>	<b>150</b>	<b>73 324 466</b>	<b>99 266 090</b>	<b>135</b>
<b>WHOLESALEERS</b>												
Estate Wine	0	0		0	0		0	0		0	0	
Wine of Origin	2 637 036	3 826 907	145	6 045 418	7 679 238	127	14 303 920	16 211 040	113	32 030 582	32 779 259	102
Geographical Unit Wine	15 387 383	16 678 529	108	42 071 506	40 407 798	96	83 453 798	90 875 192	109	176 310 403	190 662 809	108
<b>SUB TOTAL</b>	<b>18 024 419</b>	<b>20 505 436</b>	<b>114</b>	<b>48 116 924</b>	<b>48 087 036</b>	<b>100</b>	<b>97 757 718</b>	<b>107 086 232</b>	<b>110</b>	<b>208 340 985</b>	<b>223 442 068</b>	<b>107</b>
<b>PRIVATE CELLARS</b>												
Estate Wine	545 700	489 295	90	1 766 774	1 536 401	87	3 826 814	3 404 615	89	8 282 363	7 474 238	90
Wine of Origin	2 304 903	2 860 677	124	7 734 725	7 404 848	96	16 984 417	18 199 275	107	33 935 076	36 414 803	107
Geographical Unit Wine	1 304 085	1 951 310	150	3 660 395	4 700 439	128	7 690 675	10 724 554	139	15 505 597	20 185 447	130
<b>SUB TOTAL</b>	<b>4 154 688</b>	<b>5 301 282</b>	<b>128</b>	<b>13 161 894</b>	<b>13 641 688</b>	<b>104</b>	<b>28 501 906</b>	<b>32 328 444</b>	<b>113</b>	<b>57 723 036</b>	<b>64 074 488</b>	<b>111</b>
<b>TOTAL</b>	<b>26 489 828</b>	<b>31 742 328</b>	<b>120</b>	<b>77 403 337</b>	<b>88 101 470</b>	<b>114</b>	<b>163 066 799</b>	<b>194 629 908</b>	<b>119</b>	<b>339 388 487</b>	<b>386 782 646</b>	<b>114</b>

<b>CERTIFIED BULK EXPORTS</b> (included in above figures)	1 MONTH			3 MONTHS			6 MONTHS			12 MONTHS		
	Feb-07	Feb-08	Trend	Dec-06 Feb-07	Dec-07 Feb-08	Trend	Sep-06 Feb-07	Sep-07 Feb-08	Trend	Mar-06 Feb-07	Mar-07 Feb-08	Trend
	8 081 555	10 900 880	135	26 289 501	36 988 132	141	53 060 482	73 974 077	139	108 865 648	139 213 764	128

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



## INDUSTRY INFORMATION COMMITTEE MEMBERS

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