

**QUANTITY NATURAL AND SPARKLING WINE SOLD IN UNDERMENTIONED CONTAINERS  
by PRIVATE CELLARS**

| TYPE OF CONTAINER                         | CONTAINER SIZE                    | LITRES                     |                            | TREND<br>(b / a) | LITRES                     |                            | TREND<br>(d / c) |
|---|-----------------------------------|----------------------------|----------------------------|------------------|----------------------------|----------------------------|------------------|
|   |                                   | JAN 2011 -<br>DEC 2011 (a) | JAN 2012 -<br>DEC 2012 (b) |                  | JAN 2011 -<br>DEC 2011 (c) | JAN 2012 -<br>DEC 2012 (d) |                  |
| <b>GLASS</b>                              | < 750 ml                          | 372 635                    | 322 425                    | 86.5             | 372 635                    | 322 425                    | 86.5             |
|   | % of glass                        | 1.1                        | 0.9                        |                  | 1.1                        | 0.9                        |                  |
|   | 750 ml                            | 26 722 609                 | 29 682 594                 | 111.1            | 26 722 609                 | 29 682 594                 | 111.1            |
|   | % of glass                        | 81.5                       | 80.8                       |                  | 81.5                       | 80.8                       |                  |
|   | 1 l                               | 56 782                     | 96 781                     | 170.4            | 56 782                     | 96 781                     | 170.4            |
|   | % of glass                        | 0.2                        | 0.3                        |                  | 0.2                        | 0.3                        |                  |
|   | 1,5 l - 2 l                       | 5 632 899                  | 6 113 426                  | 108.5            | 5 632 899                  | 6 113 426                  | 108.5            |
|   | % of glass                        | 17.2                       | 16.6                       |                  | 17.2                       | 16.6                       |                  |
|   | 4,5 l                             | 0                          | 0                          | 0.0              | 0                          | 0                          | 0.0              |
|   | % of glass                        | 0.0                        | 0.0                        |                  | 0.0                        | 0.0                        |                  |
|   | OTHER                             | 5 120                      | 518 029                    | 10117.8          | 5 120                      | 518 029                    | 10117.8          |
| % of glass                                | 0.0                               | 1.4                        |                            | 0.0              | 1.4                        |                            |                  |
| <b>TOTAL</b>                              |                                   | 32 790 045                 | 36 733 255                 | 112.0            | 32 790 045                 | 36 733 255                 | 112.0            |
|   | <b>As % of total natural wine</b> | 85.4                       | 90.1                       |                  | 85.4                       | 90.1                       |                  |
| <b>PLASTIC</b>                            | < 750 ml                          | 154 555                    | 102 757                    | 66.5             | 154 555                    | 102 757                    | 66.5             |
|   | % of plastic                      | 2.8                        | 2.6                        |                  | 2.8                        | 2.6                        |                  |
|   | 750 ml                            | 41 899                     | 43 329                     | 103.4            | 41 899                     | 43 329                     | 103.4            |
|   | % of plastic                      | 0.8                        | 1.1                        |                  | 0.8                        | 1.1                        |                  |
|   | 1 l                               | 679 831                    | 429 929                    | 63.2             | 679 831                    | 429 929                    | 63.2             |
|   | % of plastic                      | 12.3                       | 10.8                       |                  | 12.3                       | 10.8                       |                  |
|   | 5 l                               | 3 686 407                  | 2 558 850                  | 69.4             | 3 686 407                  | 2 558 850                  | 69.4             |
|   | % of plastic                      | 66.8                       | 64.1                       |                  | 66.8                       | 64.1                       |                  |
|   | OTHER                             | 958 983                    | 855 770                    | 89.2             | 958 983                    | 855 770                    | 89.2             |
|   | % of plastic                      | 17.4                       | 21.4                       |                  | 17.4                       | 21.4                       |                  |
|   | <b>TOTAL</b>                      |                            | 5 521 674                  | 3 990 635        | 72.3                       | 5 521 674                  | 3 990 635        |
|   | <b>As % of total natural wine</b> | 14.4                       | 9.8                        |                  | 14.4                       | 9.8                        |                  |
| <b>BAG-IN-BOX</b>                         | 2 l                               | 23 920                     | 0                          | 0.0              | 23 920                     | 0                          | 0.0              |
|   | % of bag-in-box                   | 33.2                       | 0.0                        |                  | 33.2                       | 0.0                        |                  |
|   | 3 l                               | 6 501                      | 19 890                     | 306.0            | 6 501                      | 19 890                     | 306.0            |
|   | % of bag-in-box                   | 9.0                        | 65.5                       |                  | 9.0                        | 65.5                       |                  |
|   | 5 l                               | 41 670                     | 9 495                      | 22.8             | 41 670                     | 9 495                      | 22.8             |
|   | % of bag-in-box                   | 57.8                       | 31.3                       |                  | 57.8                       | 31.3                       |                  |
|   | OTHER                             | 0                          | 975                        | 0.0              | 0                          | 975                        | 0.0              |
|   | % of bag-in-box                   | 0.0                        | 3.2                        |                  | 0.0                        | 3.2                        |                  |
| <b>TOTAL</b>                              |                                   | 72 091                     | 30 360                     | 42.1             | 72 091                     | 30 360                     | 42.1             |
|   | <b>As % of total natural wine</b> | 0.2                        | 0.1                        |                  | 0.2                        | 0.1                        |                  |
| <b>FOIL BAGS</b>                          | 2 l                               | 0                          | 0                          | 0.0              | 0                          | 0                          | 0.0              |
|   | % of foil bags                    | 0.0                        | 0.0                        |                  | 0.0                        | 0.0                        |                  |
|   | 5 l                               | 0                          | 0                          | 0.0              | 0                          | 0                          | 0.0              |
|   | % of foil bags                    | 0.0                        | 0.0                        |                  | 0.0                        | 0.0                        |                  |
|   | OTHER                             | 0                          | 0                          | 0.0              | 0                          | 0                          | 0.0              |
|   | % of foil bags                    | 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>TETRA PACKS</b>                        | 500 ml                            | 0                          | 0                          | 0.0              | 0                          | 0                          | 0.0              |
|   | % of tetra packs                  | 0.0                        | 0.0                        |                  | 0.0                        | 0.0                        |                  |
|   | 1 l                               | 88                         | 0                          | 0.0              | 88                         | 0                          | 0.0              |
|   | % of tetra packs                  | 100.0                      | 0.0                        |                  | 100.0                      | 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>                              |                                   | 88                         | 0                          | 0.0              | 88                         | 0                          | 0.0              |
|   | <b>As % of total natural wine</b> | 0.0                        | 0.0                        |                  | 0.0                        | 0.0                        |                  |
| <b>TOTAL NATURAL WINE</b>                 |                                   | 38 383 898                 | 40 754 250                 | 106.2            | 38 383 898                 | 40 754 250                 | 106.2            |
| <b>TOTAL SPARKLING</b>                    |                                   | 1 794 260                  | 1 810 399                  | 100.9            | 1 794 260                  | 1 810 399                  | 100.9            |
| <b>PRICE RANGE-<br/>R / 5l BAG-IN-BOX</b> | <b>LESS THAN R50</b>              | 16 195                     | 0                          | 0.0              | 16 195                     | 0                          | 0.0              |
|   | % of bag-in-box                   | 38.9                       | 0.0                        |                  | 38.9                       | 0.0                        |                  |
|   | <b>MORE THAN R50</b>              | 25 475                     | 9 495                      | 37.3             | 25 475                     | 9 495                      | 37.3             |
|   | % of bag-in-box                   | 61.1                       | 100.0                      |                  | 61.1                       | 100.0                      |                  |