

**WINE IN PRICE RANGE AS % OF TOTAL QUANTITY OF WINE TYPE SOLD
by PRODUCER CELLARS, CELLARS AND WHOLESALERS**

| | | | % SOLD IN PRICE RANGE (R / CARTON INCLUDING VAT) (12 X 750 ml) | | | | | | | | | |
|----------------------|---------------------|---------------------|--|--------|----------|----------|----------|----------|----------|----------|-----------|-------|
| TYPE OF WINE | | PERIOD | LITRES | TO 260 | >260-330 | >330-390 | >390-500 | >500-600 | >600-720 | >720-830 | >830-1100 | >1100 |
| Still Wine White | Chardonnay | JAN 2016 - DEC 2016 | 4 369 240 | 7.1 | 7.3 | 12.1 | 15.3 | 23.9 | 9.2 | 4.7 | 6.6 | 13.8 |
| | | JAN 2017 - DEC 2017 | 4 485 254 | 6.7 | 6.8 | 9.8 | 17.9 | 24.9 | 9.4 | 4.4 | 7.1 | 13.1 |
| | | TREND* | 102.7 | | | | | | | | | |
| | Sauvignon Blanc | JAN 2016 - DEC 2016 | 13 416 553 | 5.8 | 13.1 | 9.5 | 18.3 | 17.0 | 4.5 | 3.9 | 18.3 | 9.7 |
| | | JAN 2017 - DEC 2017 | 13 823 679 | 5.0 | 11.9 | 9.2 | 18.5 | 16.3 | 5.7 | 5.2 | 17.6 | 10.7 |
| | | TREND* | 103.0 | | | | | | | | | |
| | Chenin Blanc | JAN 2016 - DEC 2016 | 4 531 476 | 16.2 | 16.9 | 22.7 | 15.9 | 12.3 | 4.1 | 3.9 | 3.6 | 4.2 |
| | | JAN 2017 - DEC 2017 | 4 351 326 | 15.4 | 7.8 | 23.7 | 18.5 | 15.1 | 7.1 | 3.3 | 4.1 | 4.9 |
| | | TREND* | 96.0 | | | | | | | | | |
| | Dry White | JAN 2016 - DEC 2016 | 15 488 801 | 48.9 | 11.6 | 15.8 | 10.9 | 3.0 | 4.6 | 1.4 | 1.4 | 2.3 |
| | | JAN 2017 - DEC 2017 | 16 560 719 | 49.1 | 11.2 | 17.5 | 10.3 | 4.5 | 2.4 | 0.9 | 1.4 | 2.7 |
| | | TREND* | 106.9 | | | | | | | | | |
| | Semi Sweet | JAN 2016 - DEC 2016 | 5 367 521 | 11.2 | 41.4 | 28.5 | 15.0 | 2.0 | 0.3 | 0.7 | 0.3 | 0.6 |
| | | JAN 2017 - DEC 2017 | 6 337 243 | 7.5 | 32.1 | 44.3 | 10.3 | 4.5 | 0.2 | 0.3 | 0.3 | 0.5 |
| | | TREND* | 118.1 | | | | | | | | | |
| | Total White | JAN 2016 - DEC 2016 | 43 173 591 | 23.2 | 15.9 | 15.8 | 14.7 | 10.3 | 4.4 | 2.7 | 7.3 | 5.8 |
| | | JAN 2017 - DEC 2017 | 45 558 222 | 22.5 | 13.6 | 18.5 | 14.3 | 11.1 | 4.2 | 2.7 | 7.0 | 6.0 |
| | | TREND* | 105.5 | | | | | | | | | |
| Still Wine Red | Cabernet | JAN 2016 - DEC 2016 | 5 870 017 | 15.0 | 5.6 | 10.7 | 15.7 | 14.7 | 9.9 | 9.2 | 4.2 | 14.9 |
| | | JAN 2017 - DEC 2017 | 6 084 780 | 11.7 | 7.0 | 10.6 | 15.7 | 17.6 | 8.8 | 9.9 | 4.2 | 14.6 |
| | | TREND* | 103.7 | | | | | | | | | |
| | Pinotage | JAN 2016 - DEC 2016 | 4 710 216 | 9.0 | 3.1 | 13.7 | 15.3 | 24.6 | 12.2 | 5.0 | 8.5 | 8.6 |
| | | JAN 2017 - DEC 2017 | 5 140 511 | 5.2 | 4.7 | 10.0 | 22.8 | 22.9 | 11.0 | 4.9 | 7.5 | 10.9 |
| | | TREND* | 109.1 | | | | | | | | | |
| | Shiraz | JAN 2016 - DEC 2016 | 4 575 055 | 11.3 | 3.9 | 11.7 | 12.9 | 9.6 | 13.9 | 8.4 | 12.5 | 16.0 |
| | | JAN 2017 - DEC 2017 | 4 774 412 | 9.8 | 6.8 | 8.9 | 15.2 | 11.6 | 12.0 | 9.7 | 9.1 | 17.0 |
| | | TREND* | 104.4 | | | | | | | | | |
| | Merlot | JAN 2016 - DEC 2016 | 6 812 720 | 13.2 | 4.8 | 16.8 | 22.4 | 10.4 | 13.1 | 6.9 | 5.7 | 6.8 |
| | | JAN 2017 - DEC 2017 | 6 878 540 | 9.9 | 6.7 | 18.5 | 18.4 | 12.6 | 12.3 | 9.2 | 5.4 | 6.8 |
| | | TREND* | 101.0 | | | | | | | | | |
| | Other Red | JAN 2016 - DEC 2016 | 30 171 799 | 12.4 | 39.0 | 7.6 | 7.3 | 9.3 | 3.9 | 3.7 | 4.9 | 11.8 |
| | | JAN 2017 - DEC 2017 | 31 752 784 | 13.5 | 36.1 | 9.3 | 8.3 | 9.7 | 3.9 | 3.7 | 4.0 | 11.5 |
| | | TREND* | 105.2 | | | | | | | | | |
| | Total Red | JAN 2016 - DEC 2016 | 52 139 807 | 12.4 | 24.5 | 10.0 | 11.4 | 11.5 | 7.4 | 5.3 | 5.9 | 11.6 |
| | | JAN 2017 - DEC 2017 | 54 631 027 | 11.7 | 23.6 | 10.7 | 12.4 | 12.3 | 6.9 | 5.7 | 5.0 | 11.7 |
| | | TREND* | 104.8 | | | | | | | | | |
| Rosé / Blanc de Noir | JAN 2016 - DEC 2016 | 12 019 110 | 36.3 | 30.3 | 4.5 | 19.2 | 4.9 | 1.6 | 0.7 | 1.3 | 1.1 | |
| | JAN 2017 - DEC 2017 | 11 950 980 | 31.8 | 25.0 | 10.8 | 16.9 | 8.2 | 3.2 | 1.3 | 2.0 | 0.7 | |
| | TREND* | 99.4 | | | | | | | | | | |
| Sparkling Wine | Cap Classique | JAN 2016 - DEC 2016 | 3 260 230 | 4.4 | 0.1 | 0.1 | 0.6 | 1.9 | 7.2 | 5.5 | 25.3 | 54.9 |
| | | JAN 2017 - DEC 2017 | 3 351 051 | 0.2 | 0.1 | 0.2 | 0.6 | 0.5 | 8.6 | 5.0 | 29.8 | 55.1 |
| | | TREND* | 102.8 | | | | | | | | | |
| | Other Sparkling | JAN 2016 - DEC 2016 | 5 539 053 | 2.4 | 0.5 | 1.7 | 13.3 | 5.6 | 72.8 | 2.3 | 0.2 | 1.2 |
| | | JAN 2017 - DEC 2017 | 5 724 999 | 0.6 | 3.4 | 0.8 | 13.9 | 3.0 | 71.4 | 4.6 | 1.0 | 1.3 |
| TREND* | 103.4 | | | | | | | | | | | |

*Trend - Current period / Previous period