

STATISTICS BOOKLET

2016

CREATING A PROGRESSIVE,
EQUITABLE AND SUSTAINABLE
TABLE GRAPE INDUSTRY



SATI
SOUTH AFRICAN TABLE
GRAPE INDUSTRY



TERM	DEFINITION
Intake	Produce inspected and passed for Export
Export	Produce is seen as Exported once the ship leaves South Africa's shores
Variety	Cultivar
PPECB	Perishable Products Export Control Board
FAR EAST	Japan, China, Hong Kong
SOUTH EAST ASIA	Thailand, Vietnam, Singapore, Indonesia, Malaysia, Philippines, Cambodia, Myanmar, Laos, Brunei, Timor-Leste.

DISCLAIMER

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2015/2016 MARKET OVERVIEW

TRADE OVERVIEW The total volume of table grapes presented and passed for export during the 2015/2016 season was 57.95 million 4,5kg equivalent cartons of which 56.63 million was exported. Compared to the previous season, the total intake volumes was only 2.4% down from the record intake of 59 million. South African producers experienced more consistent prices compared to the previous season, with no significant price fluctuations. The 2015/2016 South African table grape season was characterised by extended hot and dry weather. This was however not unprecedented as other Southern Hemisphere table grape producing countries were also impacted. An extended rainy and winter season in Chile and Peru delayed the start of their season. Rain and floods during the latter part of the Chilean season lead to a further reduction in production. Although Peru and Namibian grapes were present in the market during this period, the effect on prices was minimal as their export volumes were relatively small compared to South Africa.

UK AND EUROPE The UK and Europe continue to be the main export destinations, accounting for 82% of total exports for South African table grape producers. Exports to the UK increased by 13.7% while exports to Europe decreased by 9.7%. The UK and Dutch wholesale markets witnessed an overall decline in price, down by 7% and 4% respectively compared to the previous season. The year on year prices were down through to the end of January 2016, and traded higher until week 15. This increase in price, though lower than last year, was due to a shortage of supply of grapes as a consequence of the weather having a negative impact on Southern Hemisphere harvests. The standard 500g punnets mixed grapes remain the highest priced table grapes in the UK market, despite a 6% price decline compared to the previous season. All other grapes saw a price decrease, with black grapes recording the biggest decline of 8%. This is in stark comparison to Germany, where wholesale prices were 5% higher during 2015/16 compared to the 2014/2015 season.

OTHER MARKETS The average wholesale price for table grapes in Russia during 2015/2016 was 24.2% lower than the previous year. This decline in price was due to higher inflation caused by the economic sanctions of the European Union and USA against Russia. After an eight year absence from the Thailand market, Thailand was officially re-opened for South African table grapes on 18th of January 2016. The increase in exports to Thailand will provide the opportunity of bigger volumes being shipped to the South East Asian market as it has not seen any significant growth over the past 5 years. This region has also been very stable over the past five years with exports amounting to between 4% and 7%. With 82% of the South African produce going to the European Union and the United Kingdom Brexit caused some concerns. South African exports to the UK will not immediately be affected by Brexit as the UK rights and obligations under the existing EU Treaties will continue to apply during the transition period. It is strategically important that exporters establish and grow their presence in the Far East and South East Asia. The Far East and the Middle Eastern markets were as consistent as in the past with both regions registering four percent of the total exported volumes being shipped to these two regions. Exports to Canada grew by 659% from 2011/2012 to 2015/2016. A total of 2% of all South Africa's exports went to this market.

2015/2016 PRODUCTION OVERVIEW

NORTHERN PROVINCES

Harvesting in the Northern Provinces started in week 44 under ideal weather conditions for the 2015/2016 season. The provinces experienced a better than usual start to the season as the occasional summer hail stayed away and berry and bunch development was normal. Due to these favourable conditions remaining throughout the season the region packed record volumes with an increase of 5% compared to the 2014/2015 season.

ORANGE RIVER

At the start of the 2015/2016 season the Orange River Region expected high volumes. The persistent hot, dry conditions led to the region being 30% ahead in packing volumes by week 53 compared to the same time the previous season. The region saw the expected volume for its early varieties drop by between 5% and 8% due to smaller berry size caused by the hot, dry conditions. The overall bunch development was normal and the fruit quality was good. The region ended the 2015/2016 season 5.4% higher on volumes compared to the record 2014/2015 season.

OLIFANTS RIVER

At the start of the 2015/2016 season the Olifants River Region was still expecting an above average crop compared to the 2014/2015 season. The region experienced the full effect of the hot and dry conditions and a 40% water restriction was imposed on the farmers. Although the region was slightly ahead on its volumes packed by week 53, this increase diminished as hot and dry conditions continued throughout the rest of the season. For the first time in five years this consistent region saw a drop of almost 17% in its final seasonal volumes.

BERG RIVER

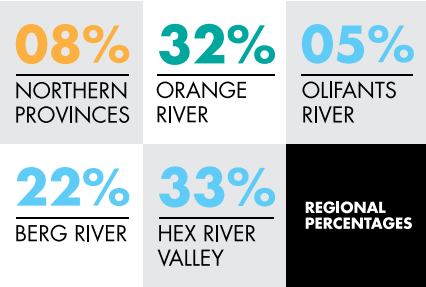
The Berg River Region experienced the same problems as the other regions as bunch weights disappointed while vineyards in the region suffered as a result of the heat and lack of rain. By the end of week 53 the region was still on par compared to the 2014/2015 season, but rain during the first week of 2016 saw that advantage disappearing. By the end of the season the region packed 3.5% less than the 2014/2015 season.

HEX RIVER VALLEY

At the time of the first crop estimate in October 2015 the region expected a bigger crop than the 2014/2015 season. As the season progressed producers in this region were beginning to feel the effect of the drought as they also experienced lower yields due to uneven berry size and delayed colour development. End of season intakes showed a 7.2% decrease in volume compared to the 2014/2015 season.



REGIONAL MAP & PRODUCTION REGIONS



INTAKE PER PRODUCTION REGION (4.5KG EQUIVALENT CARTONS)

NORTHERN PROVINCES

VARIETY GROUPS	2015/2016
Black Seeded	381 919
Black Seedless	283 863
Experimental	7 000
Mixed	99 551
Red Seeded	362 856
Red Seedless	2 189 378
White Seeded	3 736
White Seedless	1 402 628

NORTHERN PROVINCES TOTAL 4 730 931

ORANGE RIVER

VARIETY GROUPS	2015/2016
Black Seeded	31 429
Black Seedless	1 620 429
Experimental	3 167
Mixed	196 268
Red Seeded	407 496
Red Seedless	3 248 134
White Seeded	259 520
White Seedless	12 876 162

ORANGE RIVER TOTAL 18 642 605

OLIFANTS RIVER

Black Seeded	126 357	Red Seeded	400 831
Black Seedless	501 897	Red Seedless	1 445 795
Experimental	2 863	White Seeded	12 171
Mixed	22 787	White Seedless	644 358

OLIFANTS RIVER TOTAL 3 157 059

BERG RIVER

VARIETY GROUPS	2015/2016
Black Seeded	1 117 385
Black Seedless	1 776 749
Experimental	14 181
Mixed	69 693
Red Seeded	1 466 667
Red Seedless	4 581 789
White Seeded	863 972
White Seedless	2 709 290

BERG RIVER TOTAL 12 599 726

HEX RIVER

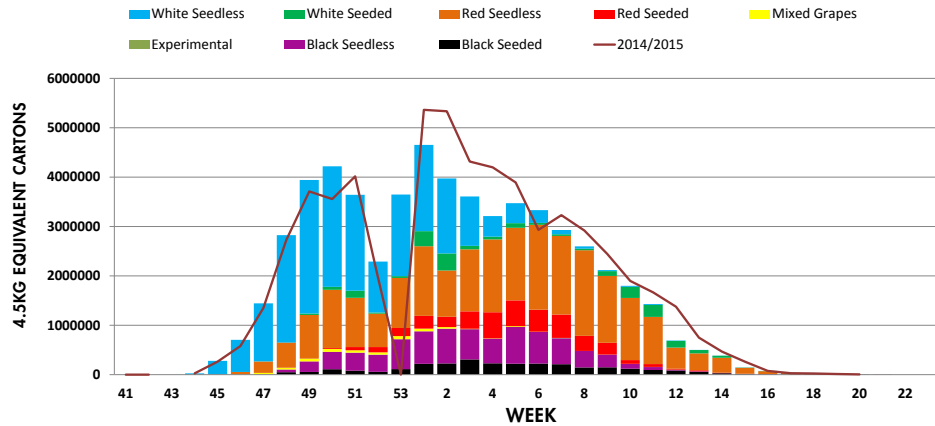
VARIETY GROUPS	2015/2016
Black Seeded	1 124 143
Black Seedless	2 910 874
Experimental	5 697
Mixed	73 472
Red Seeded	1 248 029
Red Seedless	10 540 278
White Seeded	954 238
White Seedless	1 992 487

HEX RIVER TOTAL 18 849 218

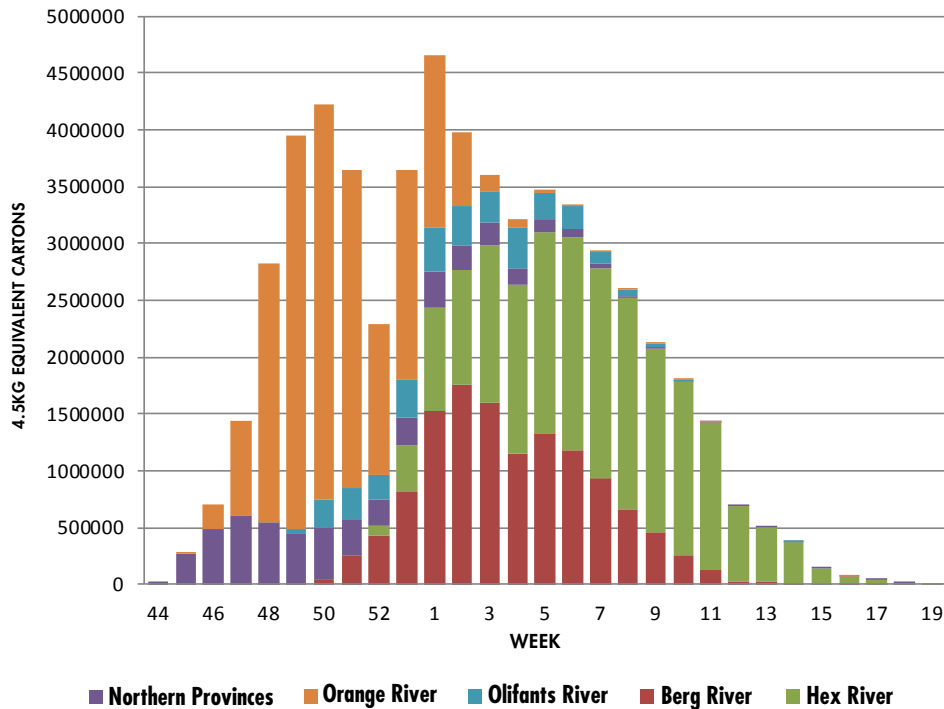
GRAND TOTAL

57 979 539

NATIONAL INTAKE GRAPH



WEEKLY REGIONAL INTAKE



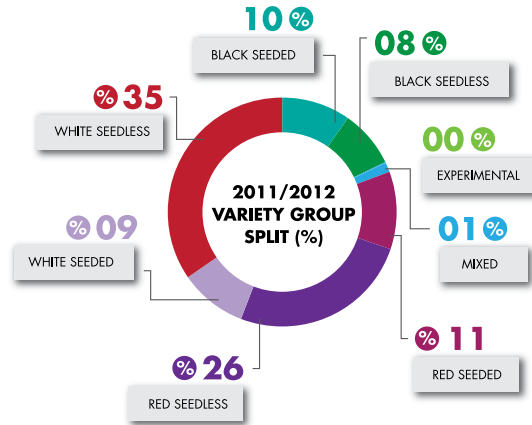
5 YEAR REGIONAL INTAKE (4.5KG EQUIVALENT CARTONS)

REGION NAME	VARIETY GROUP	2015/2016	2014/2015	2013/2014	2012/2013	2011/2012
NORTHERN PROVINCES	Black Seeded	381 919	378 032	400 312	472 838	646 917
	Black Seedless	283 863	314 536	314 088	274 797	238 465
	Experimental	7 000	1 333	182 823	188 086	85 328
	Mixed	99 551	41 032	73 010	45 737	78 380
	Red Seeded	362 856	605 540	592 959	706 962	817 795
	Red Seedless	2 189 378	1 754 278	1 426 018	1 368 965	1 256 251
	White Seeded	3 736	43	13 163	10 595	14 751
	White Seedless	1 402 628	1 415 931	1 081 226	1 087 668	1 116 288
TOTAL		4 730 931	4 510 726	4 083 599	4 155 648	4 254 175
ORANGE RIVER	Black Seeded	31 429	52 228	63 643	116 474	188 562
	Black Seedless	1 620 429	1 216 134	993 865	839 377	909 243
	Experimental	3 167	14 828	181 296	79 334	66 044
	Mixed	196 268	126 509	90 057	58 221	290 479
	Red Seeded	407 496	612 562	546 424	639 170	517 354
	Red Seedless	3 248 134	2 748 330	2 136 649	2 284 954	2 470 507
	White Seeded	259 520	370 900	453 647	430 423	544 762
	White Seedless	12 876 163	12 545 235	10 653 380	11 591 429	11 838 237
TOTAL		18 642 606	17 686 726	15 118 961	16 039 382	16 825 188
OLIFANTS RIVER	Black Seeded	126 357	191 770	186 442	180 194	145 210
	Black Seedless	501 897	560 846	448 460	463 503	283 037
	Experimental	2 863	90	65 508	43 689	11 063
	Mixed	22 787	6 237	127	15 422	26 454
	Red Seeded	400 831	615 803	648 129	440 012	389 978
	Red Seedless	1 445 795	1 636 387	1 202 854	976 330	915 506
	White Seeded	12 171	22 048	18 209	20 172	17 790
	White Seedless	644 358	755 106	551 327	586 619	482 608
TOTAL		3 157 059	3 788 287	3 121 056	2 725 942	2 271 646
BERG RIVER	Black Seeded	1 117 385	1 434 440	1 321 869	1 713 307	1 698 809
	Black Seedless	1 776 749	1 424 283	1 079 942	1 218 214	1 132 545
	Experimental	14 181	20 677	567 624	420 177	257 197
	Mixed	69 693	49 908	34 471	94 975	196 568
	Red Seeded	1 466 667	1 831 673	2 190 763	2 032 653	2 226 854
	Red Seedless	4 581 789	4 315 897	2 806 528	2 566 851	2 654 143
	White Seeded	863 972	986 941	1 083 086	1 347 977	1 508 228
	White Seedless	2 709 290	2 998 630	2 294 719	3 278 014	3 199 994
TOTAL		12 599 726	13 062 449	11 379 002	12 672 168	12 874 338
HEX RIVER	Black Seeded	1 124 143	1 714 402	1 712 921	2 425 283	2 631 146
	Black Seedless	2 910 874	2 829 166	1 990 439	2 114 045	1 839 644
	Experimental	5 697	20 936	335 795	190 821	134 271
	Mixed	73 472	144 666	77 474	90 821	146 271
	Red Seeded	1 248 029	1 601 957	1 735 531	1 763 371	2 035 883
	Red Seedless	10 540 278	9 905 126	7 131 282	6 624 292	6 243 523
	White Seeded	954 238	1 610 449	1 868 045	2 560 199	3 095 160
	White Seedless	1 992 487	2 504 389	1 994 709	2 517 893	2 306 150
TOTAL		18 849 218	20 331 091	16 846 196	18 286 725	18 432 048
GRAND TOTAL		57 979 539	59 379 280	50 548 814	53 879 865	54 657 395

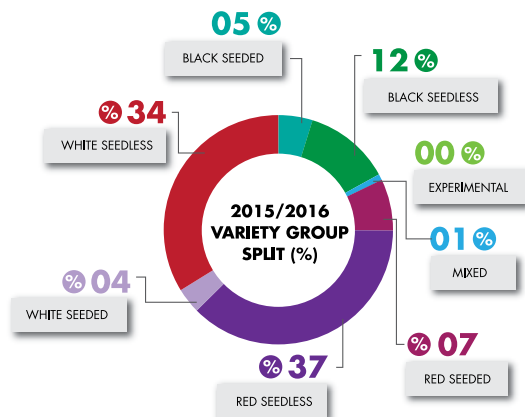
5 YEAR NATIONAL PRODUCTION PER VARIETY GROUP (4.5KG EQUIVALENT CARTONS)

VARIETY GROUPS	2011/2012	2012/2013	2013/2014	2014/2015	2015/2016
BLACK SEEDED	5 310 644	4 938 159	3 685 187	3 770 872	2 781 233
BLACK SEEDLESS	4 402 934	4 932 839	4 826 794	6 344 965	7 093 812
EXPERIMENTAL	553 903	922 107	1 333 046	57 863	32 908
MIXED	738152	305176	275139	368 351	461 771
RED SEEDED	5 987 864	5 519 309	5 713 806	5 267 536	3 885 880
RED SEEDLESS	13 539 930	13 951 449	14 703 331	20 360 019	22 005 374
WHITE SEEDED	5 180 691	4 410 595	3 436 150	2 990 382	2 093 636
WHITE SEEDLESS	18 943 277	18 875 499	16 575 361	20 219 291	19 624 925
GRAND TOTAL	54 657 395	53 879 865	50 548 814	59 379 279	57 979 539

2011/2012 VARIETY GROUP SPLIT



2015/2016 VARIETY GROUP SPLIT



10 YEAR PRODUCTION PER REGION (4.5KG EQUIVALENT CARTONS)



FIVE YEAR EXPORT MARKET SPLIT

(4.5KG EQUIVALENT CARTONS)

	2015/2016	2014/2015	2013/2014	2012/2013	2011/2012
AFRICA					
BLACK SEEDED	19 052	5 517	6 404	19 832	11 840
BLACK SEEDLESS	5 868	18 382	3 938	10 693	8 160
EXPERIMENTAL	0	25 220	28 862	29 440	13 440
MIXED	1 108	3 297	3 778	3 040	0
RED SEEDED	303 600	307 539	373 446	328 248	257 659
RED SEEDLESS	357 498	315 462	145 998	178 999	136 667
WHITE SEEDED	1 236	4 740	7 503	7 328	4 420
WHITE SEEDLESS	26 050	25 375	18 282	32 486	20 960
AFRICA TOTAL	714 413	705 532	588 211	610 066	453 146
CANADA					
BLACK SEEDED	4 674	3 476	3 260	16 296	1 600
BLACK SEEDLESS	60 864	42 502	65 367	57 271	0
EXPERIMENTAL	0	0	3 260	0	0
MIXED	0	12 008	3 260	19 423	2 880
RED SEEDED	1 714	3 160	805	20 800	8 320
RED SEEDLESS	533 766	117 236	52 816	94 838	31 360
WHITE SEEDED	0	0	0	0	320
WHITE SEEDLESS	424 358	220 546	196 413	105 096	111 040
CANADA TOTAL	1 025 376	398 928	325 181	313 724	155 520
EUROPEAN UNION					
BLACK SEEDED	1 972 224	2 451 715	2 367 564	3 211 259	3 538 052
BLACK SEEDLESS	2 577 521	2 510 754	1 950 157	1 669 577	1 397 955
EXPERIMENTAL	34 615	136 079	774 509	580 396	346 720
MIXED	509 203	386 471	410 363	662 948	543 200
RED SEEDED	1 344 586	2 142 789	1 945 944	2 268 037	2 069 262
RED SEEDLESS	9 884 367	10 001 890	7 017 449	5 844 963	6 034 380
WHITE SEEDED	1 551 919	2 297 212	2 719 352	3 384 286	4 044 960
WHITE SEEDLESS	12 688 468	13 938 812	11 332 570	11 339 471	11 782 428
EUROPEAN TOTAL	30 562 903	33 865 721	28 517 908	28 960 937	29 756 957
FAR EAST					
BLACK SEEDED	11 529	17 696	25 928	51 044	110 400
BLACK SEEDLESS	906 215	880 920	615 665	820 867	832 064
EXPERIMENTAL	779	9 480	105 084	160	160
MIXED	46 030	42 818	11 397	92 640	9 760
RED SEEDED	15 923	102 677	92 902	88 346	236 640
RED SEEDLESS	1 067 610	1 235 497	1 036 426	1 269 989	1 741 536
WHITE SEEDED	2 292	3 318	0	3 200	0
WHITE SEEDLESS	304 950	355 676	379 666	665 725	880 160
FAR EAST TOTAL	2 355 329	2 648 082	2 267 068	2 991 971	3 810 720
INDIAN OCEAN ISLANDS					
BLACK SEEDED	15 837	23 828	33 000	23 777	26 240
BLACK SEEDLESS	23 547	22 760	22 752	32 540	26 400
EXPERIMENTAL	0	0	3 789	800	1 600
MIXED	3 761	882	1 630	6 942	2 720
RED SEEDED	98 137	93 503	98 102	80 436	75 680
RED SEEDLESS	155 205	131 136	126 547	97 715	117 600
WHITE SEEDED	8 337	12 591	18 270	14 240	12 320
WHITE SEEDLESS	44 454	53 779	36 548	63 111	36 480
INDIAN OCEAN ISLANDS TOTAL	349 277	338 479	340 638	319 561	299 040

	2015/2016	2014/2015	2013/2014	2012/2013	2011/2012
MIDDLE EAST					
BLACK SEEDED	333 198	397 559	418 463	495 299	530 880
BLACK SEEDLESS	99 411	118 506	52 754	43 805	47 360
EXPERIMENTAL	1 091	12 798	42 385	5 436	9 600
MIXED	22 934	7 402	28 466	54 214	26 080
RED SEEDED	710 536	1 084 729	1 196 894	1 000 917	1 187 040
RED SEEDLESS	303 001	308 322	182 236	182 797	186 240
WHITE SEEDED	45 338	42 782	28 688	80 101	47 200
WHITE SEEDLESS	970 040	786 847	634 924	873 519	906 880
MIDDLE EAST TOTAL	2 485 549	2 758 945	2 584 810	2 736 088	2 941 280
RUSSIAN FEDERATION					
BLACK SEEDED	200 190	271 173	305 101	320 502	201 920
BLACK SEEDLESS	60 047	160 452	48 932	71 434	34 400
EXPERIMENTAL	0	0	16 657	6 400	0
MIXED	6 858	3 160	10 758	17 508	3 200
RED SEEDED	98 455	176 449	155 540	256 930	122 720
RED SEEDLESS	71 956	143 919	129 056	136 317	70 400
WHITE SEEDED	108 043	195 447	301 909	400 698	390 400
WHITE SEEDLESS	387 664	265 938	343 868	248 277	253 280
RUSSIAN FEDERATION TOTAL	933 214	1 216 539	1 311 821	1 458 066	1 076 320
UNITED KINGDOM					
BLACK SEEDED	23 954	28 766	46 863	39 967	89 600
BLACK SEEDLESS	2 256 979	1 656 071	1 407 040	1 124 656	896 800
EXPERIMENTAL	14 667	40 888	378 948	165 834	81 040
MIXED	167 979	80 056	158 897	179 646	219 520
RED SEEDED	173 821	182 168	166 645	83 676	124 800
RED SEEDLESS	8 689 033	7 506 748	5 500 404	4 774 972	4 487 520
WHITE SEEDED	24 504	15 165	16 626	33 443	66 880
WHITE SEEDLESS	4 387 979	4 327 555	3 841 580	4 673 658	4 888 240
UNITED KINGDOM TOTAL	15 738 916	13 837 417	11 517 003	11 075 852	10 854 400
SOUTH EAST ASIA					
BLACK SEEDED	70 267	106 924	88 203	158 718	300 342
BLACK SEEDLESS	850 976	976 593	743 084	883 263	828 662
EXPERIMENTAL	8 092	5 688	41 952	0	0
MIXED	41 461	58 593	35 193	106 975	42 262
RED SEEDED	512 018	598 158	976 313	672 569	950 262
RED SEEDLESS	648 450	631 572	652 582	881 665	931 702
WHITE SEEDED	3 920	2 054	3 423	17 378	64 182
WHITE SEEDLESS	338 119	381 368	288 741	427 797	577 148
SOUTH EAST ASIA TOTAL	2 473 303	2 760 950	2 829 491	3 148 365	3 694 560
USA					
BLACK SEEDED	3 116	6 004	6 520	12 800	
BLACK SEEDLESS	0	0	2 445	0	
EXPERIMENTAL	0	0	0	0	
MIXED	0	0	815	0	
RED SEEDED	0	0	0	0	
RED SEEDLESS	9 348	3 476	0	9 600	
WHITE SEEDED	0	0	163	0	
WHITE SEEDLESS	9 136	4 920	19 234	6 400	
USA TOTAL	21 600	14 400	29 177	28 800	
GRAND TOTAL	56 659 880	58 544 992	50 311 308	51 643 430	53 061 143

GLOBAL PERCENTAGES

1%

AFRICA

2%

CANADA

54%

EUROPEAN UNION

4%

FAR EAST

1%

INDIAN OCEAN ISLANDS

4%

MIDDLE EAST

2%

RUSSIAN FEDERATION

28%

UNITED KINGDOM

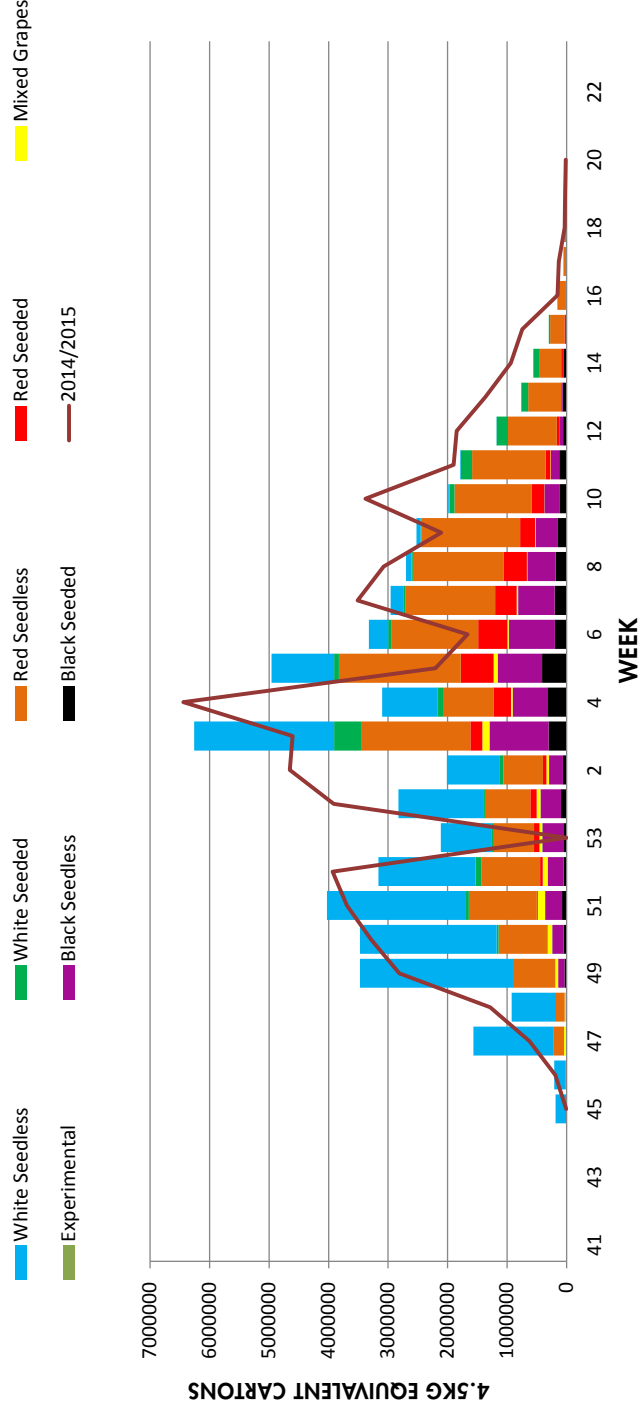
4%

SOUTH EAST ASIA

0.01%

USA

NATIONAL EXPORT GRAPH



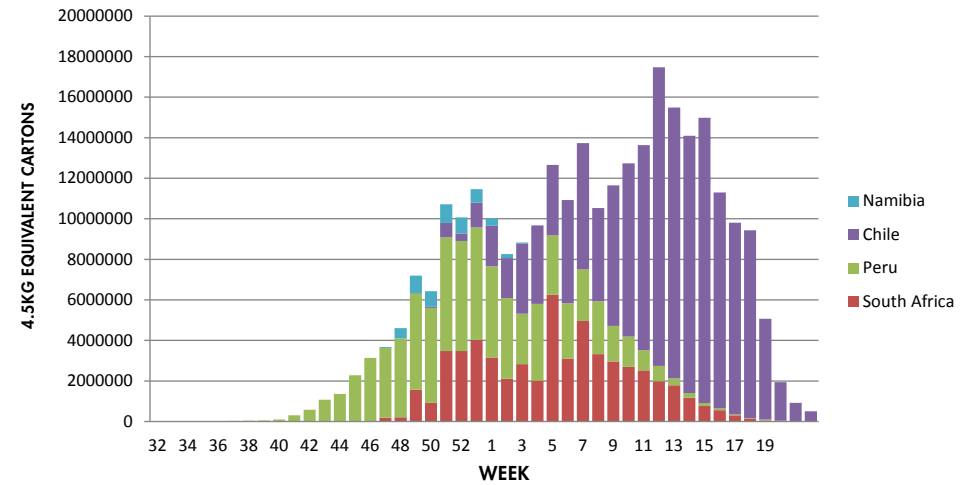
WEEKLY AVERAGE UK RETAIL PRICE COMPARISON DURING THE 2015/2016 SEASON

WEEKS	POUND STERLING (£) PRICE			HISTORICAL EXCHANGE RATE RAND/POUND	RAND PRICE		
	WHITE VARIETIES	RED VARIETIES	BLACK VARIETIES		WHITE VARIETIES	RED VARIETIES	BLACK VARIETIES
40	£3.59	£3.71	£3.63	21.08	R 75.66	R 78.27	R 76.59
41	£3.77	£3.79	£3.70	20.51	R 77.34	R 77.73	R 75.89
42	£3.77	£3.77	£4.10	20.33	R 76.66	R 76.66	R 83.35
43	£3.77	£3.79	£4.10	21.04	R 79.34	R 79.74	R 86.26
44	£3.92	£3.93	£4.13	21.19	R 83.02	R 83.37	R 87.59
45	£3.93	£3.93	£4.30	21.30	R 83.60	R 83.74	R 91.58
46	£3.93	£3.94	£4.37	21.67	R 85.21	R 85.33	R 94.64
47	£3.93	£3.92	£4.30	21.49	R 84.36	R 84.20	R 92.41
48	£3.99	£4.08	£4.55	21.43	R 85.48	R 87.43	R 97.50
49	£3.93	£3.93	£4.37	21.65	R 85.12	R 84.98	R 94.61
50	£4.21	£4.08	£4.21	22.93	R 96.44	R 93.55	R 96.58
51	£4.11	£4.09	£4.36	22.60	R 92.89	R 92.39	R 98.52
52	N/A	N/A	N/A	22.63	R 0.00	R 0.00	R 0.00
53	£3.88	£3.86	£4.04	22.80	R 88.51	R 88.10	R 92.11
1	£3.80	£3.97	£4.11	23.27	R 88.53	R 92.43	R 95.65
2	£3.74	£3.81	£4.09	23.89	R 89.44	R 91.05	R 97.82
3	£3.93	£3.87	£3.93	23.66	R 92.88	R 91.54	R 92.91
4	£3.84	£3.85	£3.91	23.13	R 88.81	R 89.09	R 90.31
5	£3.85	£3.78	£3.87	23.15	R 89.17	R 87.54	R 89.58
6	£3.84	£3.67	£3.69	23.07	R 88.59	R 84.69	R 85.23
7	£3.83	£3.67	£3.56	22.34	R 85.45	R 82.00	R 79.46
8	£3.99	£3.74	£3.59	21.87	R 87.23	R 81.89	R 78.62
9	£3.92	£3.86	£3.71	21.95	R 86.10	R 84.77	R 81.42
10	£3.93	£3.86	£3.72	21.81	R 85.73	R 84.16	R 81.14
11	£3.84	£3.90	£3.86	22.18	R 85.20	R 86.56	R 85.50
12	£3.83	£3.90	£3.73	21.81	R 83.48	R 84.95	R 81.34
13	£3.90	£3.90	£3.57	21.37	R 83.27	R 83.42	R 76.25
14	£3.81	£3.90	£3.56	21.20	R 80.81	R 82.57	R 75.52
15	£3.84	£3.85	£3.57	20.76	R 79.76	R 80.01	R 74.07
16	£3.83	£3.86	£3.49	20.61	R 78.88	R 79.63	R 71.98
17	£3.59	£3.74	£3.56	20.88	R 74.90	R 78.15	R 74.32
18	£3.82	£3.85	£3.56	21.34	R 81.41	R 82.21	R 75.90
19	£3.77	£3.76	£3.94	21.86	R 82.47	R 82.16	R 86.13

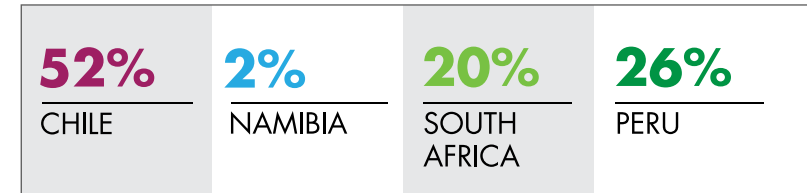
WEEKLY AVERAGE EUROPEAN WHOLESALE PRICE COMPARISON DURING THE 2015/2016 SEASON

WEEKS	EURO (€) PRICE			HISTORICAL EXCHANGE RATE RAND/EURO	RAND PRICE		
	UK AVERAGE PER KG	NETHERLANDS AVERAGE PER KG	GERMANY AVERAGE PER KG		UK AVERAGE PER KG	NETHERLANDS AVERAGE PER KG	GERMANY AVERAGE PER KG
40	€ 1.85	€ 2.00	€ 1.86	R 15.53	R 28.77	R 30.99	R 28.84
41	€ 2.16	€ 2.25	€ 1.93	R 15.13	R 32.68	R 33.98	R 29.24
42	€ 2.41	€ 2.09	€ 2.10	R 14.94	R 35.99	R 31.27	R 31.44
43	€ 2.53	€ 2.16	€ 2.05	R 14.89	R 37.73	R 32.23	R 30.52
44	€ 2.49	€ 2.35	€ 2.10	R 15.09	R 37.52	R 35.43	R 31.72
45	€ 2.45	€ 2.30	€ 2.13	R 15.17	R 37.14	R 34.82	R 32.24
46	€ 2.47	€ 2.18	€ 2.05	R 15.36	R 38.00	R 33.53	R 31.42
47	€ 3.02	€ 2.59	€ 2.12	R 15.05	R 45.39	R 38.93	R 31.90
48	€ 2.82	€ 2.71	€ 2.09	R 15.08	R 42.51	R 40.84	R 31.52
49	€ 2.93	€ 3.56	€ 2.29	R 15.42	R 45.24	R 54.88	R 35.27
50	€ 2.94	N/A	€ 2.51	R 16.57	R 48.70	R 0.00	R 41.52
51	€ 2.82	€ 2.48	€ 2.72	R 16.43	R 46.28	R 40.81	R 44.76
52	N/A	€ 2.13	€ 2.65	R 16.54	R 0.00	R 35.18	R 43.87
53	N/A	N/A	€ 2.79	R 16.81	R 0.00	R 0.00	R 46.83
1	€ 2.61	€ 2.14	€ 2.84	R 17.29	R 45.05	R 37.07	R 49.16
2	€ 2.31	€ 2.06	€ 2.56	R 18.15	R 41.85	R 37.36	R 46.42
3	€ 2.41	€ 2.16	€ 2.48	R 18.07	R 43.51	R 38.99	R 44.80
4	€ 2.48	€ 2.29	€ 2.78	R 17.60	R 43.68	R 40.26	R 48.92
5	€ 2.68	€ 2.34	€ 2.81	R 17.68	R 47.45	R 41.41	R 49.64
6	€ 3.01	€ 2.55	€ 2.99	R 17.92	R 53.96	R 45.65	R 53.48
7	€ 2.82	€ 2.51	€ 3.14	R 17.32	R 48.92	R 43.41	R 54.36
8	€ 2.68	€ 2.51	€ 3.23	R 17.21	R 46.13	R 43.24	R 55.61
9	€ 2.73	N/A	€ 3.29	R 17.04	R 46.45	R 0.00	R 56.03
10	€ 2.77	€ 2.23	€ 3.17	R 16.91	R 46.78	R 37.76	R 53.64
11	€ 2.63	€ 2.09	€ 3.03	R 17.33	R 45.54	R 36.14	R 52.51
12	€ 2.55	€ 2.01	€ 2.99	R 17.20	R 43.88	R 34.65	R 51.37
13	€ 2.56	€ 2.08	€ 2.90	R 16.94	R 43.34	R 35.24	R 49.06
14	€ 2.24	€ 2.08	€ 2.70	R 17.07	R 38.17	R 35.59	R 46.16
15	€ 2.05	€ 2.12	€ 2.86	R 16.56	R 33.90	R 35.08	R 47.41
16	€ 2.33	€ 2.07	€ 2.90	R 16.22	R 37.84	R 33.62	R 47.02
17	€ 2.42	€ 2.09	€ 3.25	R 16.27	R 39.37	R 33.95	R 52.88
18	€ 2.77	€ 2.06	€ 3.15	R 16.85	R 46.70	R 34.71	R 53.09
19	€ 2.57	€ 2.22	€ 3.27	R 17.25	R 44.41	R 38.29	R 56.38

SOUTHERN HEMISPHERE EXPORTS*



SOUTHERN HEMISPHERE EXPORT MARKET SHARE



*Only Selected Table Grape Producing Countries



TOP 20 EXPORTED VARIETIES DURING THE 2015/2016 SEASON

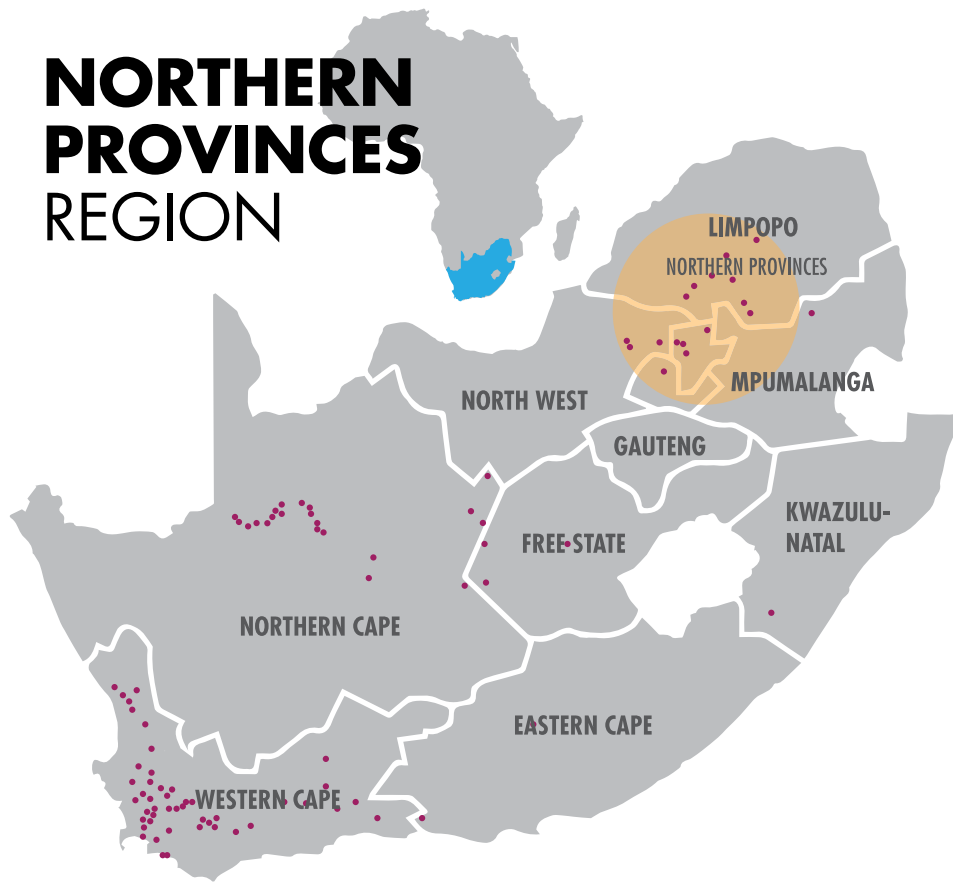
VARIETY	VARIETY GROUP	DESCRIPTION
CRIMSON SEEDLESS	Red Seedless	Attractive pink elongated berries, crispy excellent flavour.
PRIME	White Seedless	The earliest South African cultivar, seedless, good berry size, crisp new season taste.
THOMPSON SEEDLESS	White Seedless	White, elongated berries, good bunches, fleshy, melting taste, outstanding quality and appearance.
FLAME SEEDLESS	Red Seedless	Red, attractive in colour, firm, pleasant taste, crispy eating experience.
SUGRAONE	White Seedless	White, Seedless, large berries, good shelf life, slight muscat flavour when mature.
REDGLOBE	Red Seeded	Large berries, deep, wine red colour, fleshy, melting and sweet flavour.
AUTUMN ROYAL	Black Seedless	The Autumn Royal is a large, elongated purple-black berry with a crunchy skin, firm texture and a pleasant, distinctive flavour.
SUGRATHIRTEEN	Black Seedless	Early mid-season, large berry, black seedless variety. Excellent taste and flavour.
SUGRANINETEEN	Red Seedless	This distinct grape variety is characterized by late ripening berries that are crisp, juicy, and elliptical in shape.
GRAPAES	White Seedless	White seedless table grape, with medium sized bunches, firm, consistent grapes, excellent, distinct "muscat" flavour.
REGAL SEEDLESS	White Seedless	Early mid-season white, seedless, large crisp berries, good shelf life.
STARLIGHT	Red Seedless	Starlight is a mutation of Prime. It is a large berry red seedless variety that ripens early season.
BLAGRATWO (MELODY)	Black Seedless	Melody is a highly productive grape variety and has large, fully flavoured berries and crisp texture.
SUGRASIXTEEN	Black Seedless	This black seedless variety has berries with a unique, fruity, muscat-type flavor; juicy, moderately firm flesh; and tough skin.
DAN BEN HANNAH	Black Seeded	Large oval berries. Also known as Black Emperor in the Far East. Mid-season variety with very good taste.
RALLI SEEDLESS	Red Seedless	The berries are crisp and firm, short to long elliptical and seedless with a thick, slightly tough skin, and firm crisp flesh with a neutral flavour.
VICTORIA	White Seeded	The earliest white seeded variety available from South Africa. Large berries, good shelf life, crisp berries.
DAUPHINE	White Seeded	Late seeded white grape, attractive bunches and berries, excellent late maturing flavour.
SUNRED SEEDLESS	Red Seedless	Mid-season, round berries, deep maroon colour, crispy, firm and crunchy.
IFG THREE (SWEET CELEBRATION)	Red Seedless	This naturally large berry variety is highly productive with wonderful flavors.

FIVE YEAR EXPORT OF THE 2015/2016 TOP 20 VARIETIES (4.5KG EQUIVALENT CARTONS)

VARIETY	2011/2012	2012/2013	2013/2014	2014/2015	2015/2016
CRIMSON SEEDLESS	6 970 402	7 361 120	8 948 985	10 480 704	10 935 948
PRIME	5 978 674	7 002 497	5 670 998	7 048 640	7 321 330
THOMPSON SEEDLESS	5 574 936	5 041 147	4 845 413	5 685 990	4 584 681
FLAME SEEDLESS	4 342 968	4 119 986	3 357 505	4 319 214	4 243 418
SUGRAONE	4 303 973	3 638 921	3 137 593	4 203 884	3 615 032
REDGLOBE	5 822 236	5 460 665	5 512 613	4 621 778	3 241 393
AUTUMN ROYAL	2 029 571	2 224 380	1 718 446	3 021 918	2 385 630
SUGRATHIRTEEN	1 675 007	1 730 628	1 576 922	2 098 524	2 183 407
SUGRANINETEEN	432 185	691 087	621 134	1 385 297	1 533 604
GRAPAES	319 200	600 949	782 563	1 196 241	1 523 530
REGAL SEEDLESS	2 368 490	2 194 129	1 661 152	1 620 184	1 473 833
STARLIGHT	319 846	525 622	369 368	787 167	1 007 489
BLAGRATWO (MELODY)	9 920	35 224	198 307	381 008	949 245
SUGRASIXTEEN	495 456	744 719	740 841	831 788	928 622
DAN BEN HANNAH	1 211 439	1 346 249	1 078 567	1 063 558	869 959
RALLI SEEDLESS	689 504	714 737	629 625	803 536	811 595
VICTORIA	1 490 762	1 340 745	1 059 720	905 392	745 207
DAUPHINE	2 752 330	2 239 814	2 280 983	1 204 523	711 550
SUNRED SEEDLESS	1 096 570	1 042 419	928 196	1 049 740	694 335
IFG THREE (SWEET CELEBRATION)	2 880	2 080	53 867	170 094	522 363
OTHER	4 121 032	3 586 312	5 138 510	5 665 812	6 377 708
TOTAL	52 007 381	51 643 430	50 311 308	58 544 992	56 659 880



NORTHERN PROVINCES REGION



REGIONAL INTAKE

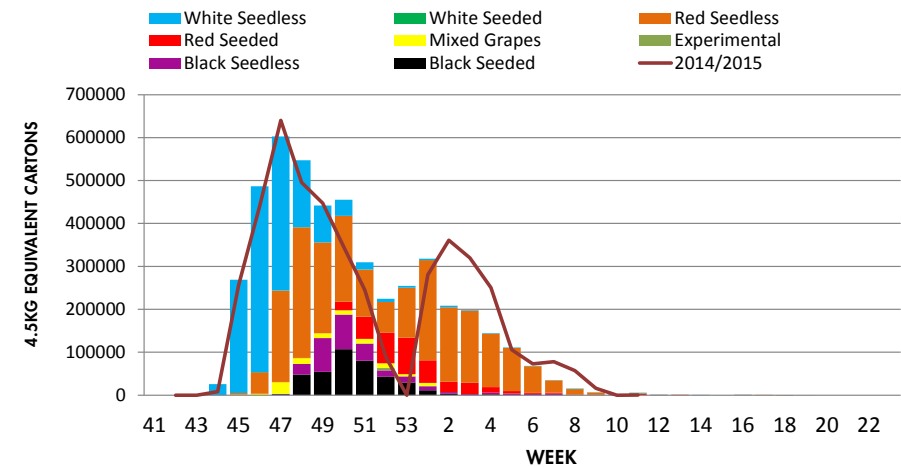


REGIONAL INTAKE PER VARIETY GROUP (4.5KG EQUIVALENT CARTONS)

VARIETY GROUP	2011/2012	2012/2013	2013/2014	2014/2015	2015/2016
BLACK SEEDED	646 917	472 838	400 312	378 032	388 919
BLACK SEEDLESS	238 465	274 797	314 088	314 536	283 863
EXPERIMENTAL	85 328	188 086	182 823	1 333	0
MIXED	78 380	45 737	73 010	41 032	99 736
RED SEEDED	817 795	706 962	592 959	605 540	362 856
RED SEEDLESS	1 256 251	1 368 965	1 426 018	1 754 278	2 189 421
WHITE SEEDED	14 751	10 595	13 163	43	3 734
WHITE SEEDLESS	1 116 288	1 087 668	1 081 226	1 415 931	1 402 729
GRAND TOTAL	4 254 175	4 155 648	4 083 599	4 510 726	4 731 258

INTAKE PER VARIETY GROUP (%)

46.27% RED SEEDLESS	29.65% WHITE SEEDLESS	6% BLACK SEEDLESS	7.67% RED SEEDED
8.22% BLACK SEEDED	2.11% MIXED	0.08% WHITE SEEDED	



2016 NORTHERN PROVINCES VINE CENSUS INFORMATION

NORTHERN PROVINCES REGION						
VARIETY	NO OF VINES	TOTAL HECTARES	HECTARES			
			AGE 0-3	AGE 4-9	AGE 10-15	AGE 16+
CRIMSON SEEDLESS	550 528	279	62	95	112	10
PRIME	466 447	257		12	180	65
FLAME SEEDLESS	280 139	162	2	44	53	64
TAWNY SEEDLESS	277 513	155	122	31	2	
GRAPAES (EARLY SWEET)	239 302	128	31	82	15	
RED GLOBE	207 071	117	5	8	63	40
STARLIGHT	216 630	117	65	44	7	
SUGRATHIRTEEN	140 440	82	28	21	33	
THOMPSON SEEDLESS	71 768	47			5	42
SUGRANINETEEN	54 453	29	24	5		
SUGRAONE	52 119	21			5	15
SUGRASIXTEEN	33 638	17	3	13	1	
AUTUMN ROYAL	12 850	15	2	13		
REGAL SEEDLESS	11 843	14			6	8
SUGRATHIRTYFOUR	27 000	14	14			
BLAGRATWO (MELODY)	12 699	10	10			
OTHER	212 563	114	26	19	28	41
TOTAL	2 867 003	1 578	394	389	510	285
% SPLIT PER AGE TIER		100%	25%	25%	32%	18%

TOTAL NUMBER OF JOBS

2015/2016	PERMANENT	SEASONAL*
	2 814	12 816

* This figure represents the number of job opportunities created in this region

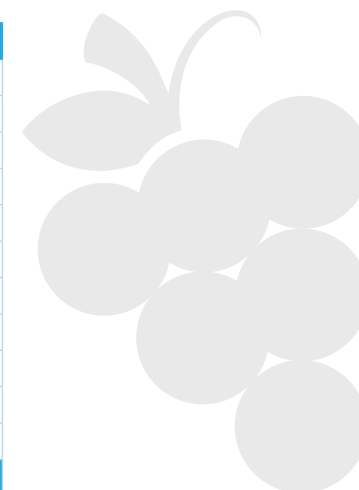
REGIONAL CALENDAR

WEEKS	40	42	44	45	46	47	48	49	50	51	52	53	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20				
GRAPAES (EARLY SWEET)																																				
PRIME																																				
FLAME SEEDLESS																																				
STARLIGHT																																				
TAWNY SEEDLESS																																				
BLACK GEM																																				
SUGRATHIRTEEN																																				
DAN BEN HANNAH																																				
REDGLOBE																																				
CRIMSON SEEDLESS																																				

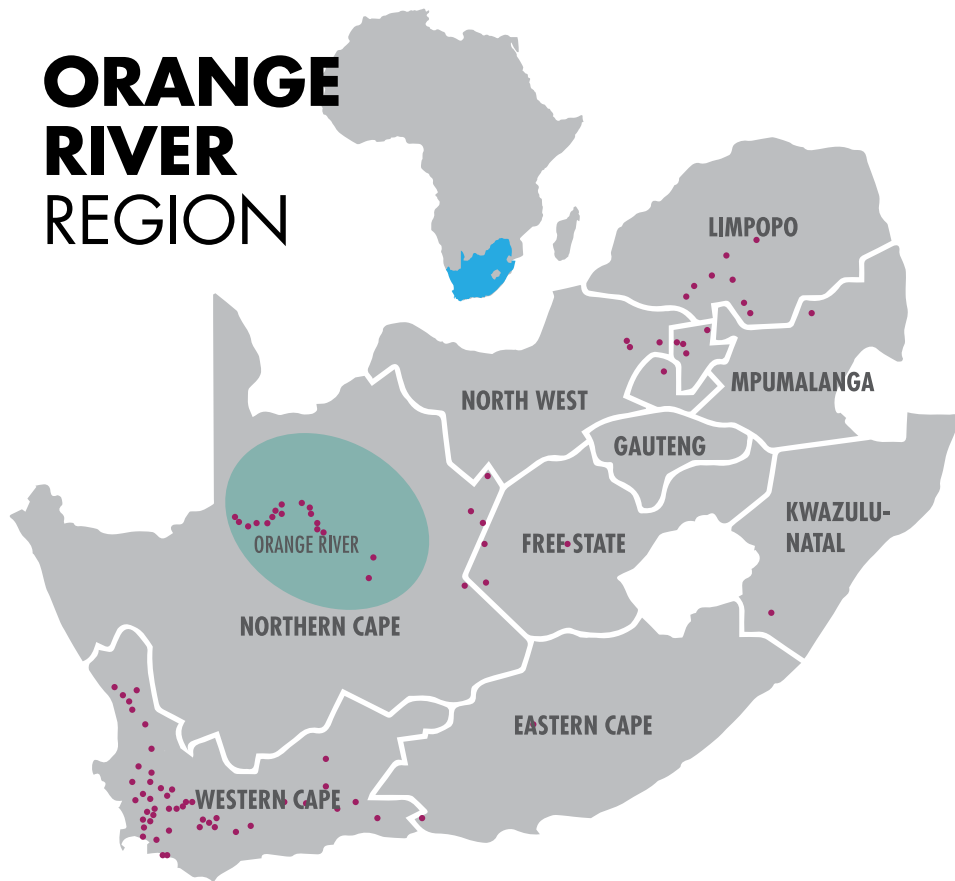


TOP VARIETIES 4.5 KG EQUIVALENT CARTONS PACKED

VARIETY	2015/2016	2014/2015
CRIMSON SEEDLESS	1 021 683	861 812
PRIME	977 612	1 010 318
FLAME SEEDLESS	584 136	622 822
REDGLOBE	362 848	605 537
TAWNY SEEDLESS	278 367	22 775
STARLIGHT	277 454	219 305
GRAPAES (EARLY SWEET)	384 542	383 313
BLACK GEM	236 807	263 742
SUGRATHIRTEEN	184 613	253 453
DAN BEN HANNAH	143 694	114 282
OTHER	279 502	153 367
TOTAL	4 731 258	4 510 726



ORANGE RIVER REGION



INTAKE PER VARIETY GROUP (%)

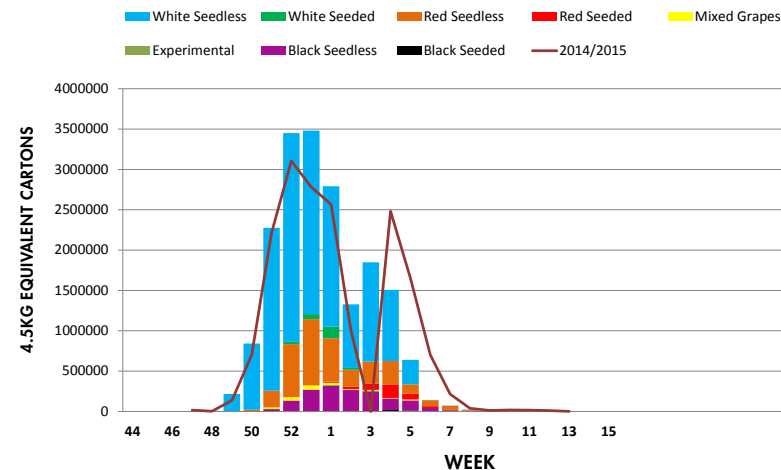
17.42% RED SEEDLESS	69.09% WHITE SEEDLESS	8.69% BLACK SEEDLESS	2.19% RED SEEDED
0.17% BLACK SEEDED	1.05% MIXED	1.39% WHITE SEEDED	

REGIONAL INTAKE

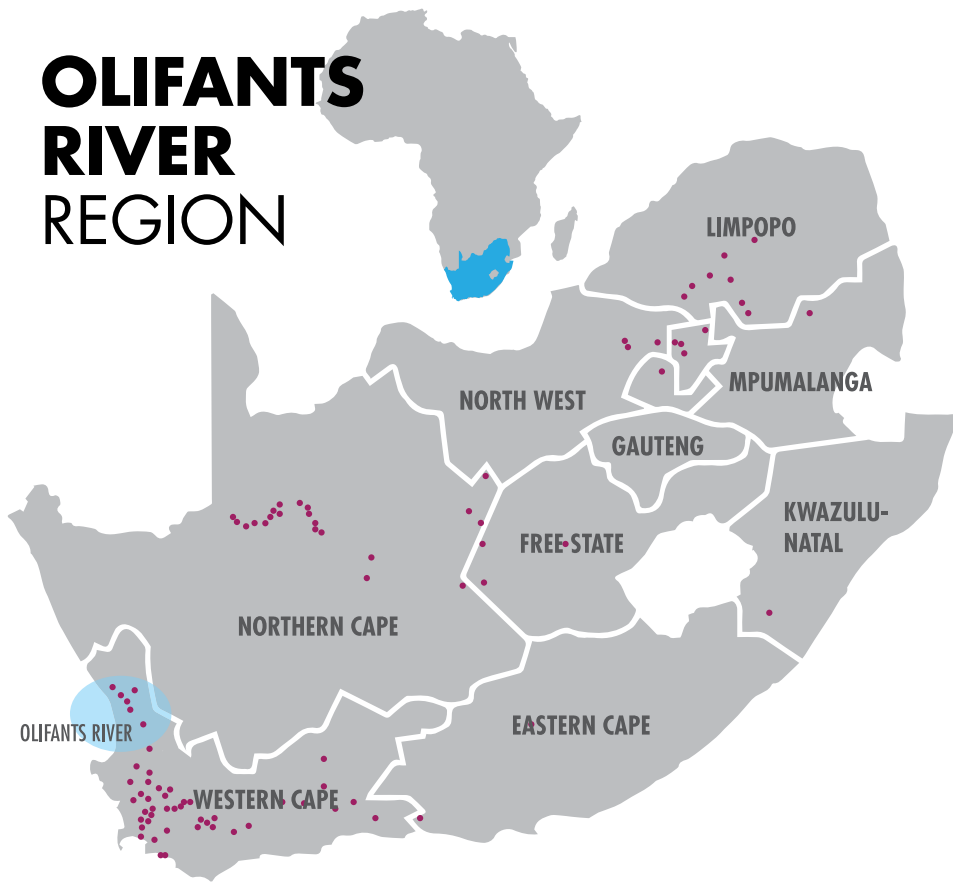


REGIONAL INTAKE PER VARIETY GROUP (4.5KG EQUIVALENT CARTONS)

VARIETY GROUP	2011/2012	2012/2013	2013/2014	2014/2015	2015/2016
BLACK SEEDED	188 562	116 474	63 643	52 228	31 429
BLACK SEEDLESS	909 243	839 377	993 865	1 216 134	1 620 429
EXPERIMENTAL	66 044	79 334	181 296	14 828	3 167
MIXED	290 479	58 221	90 057	126 509	196 268
RED SEEDED	517 354	639 170	546 424	612 562	407 496
RED SEEDLESS	2 470 507	2 284 954	2 136 649	2 748 330	3 248 134
WHITE SEEDED	544 762	430 423	453 647	370 900	259 520
WHITE SEEDLESS	11 838 237	11 591 429	10 653 380	12 545 235	12 876 162
GRAND TOTAL	16 825 188	16 039 382	15 118 961	17 686 725	18 642 605



OLIFANTS RIVER REGION



REGIONAL INTAKE

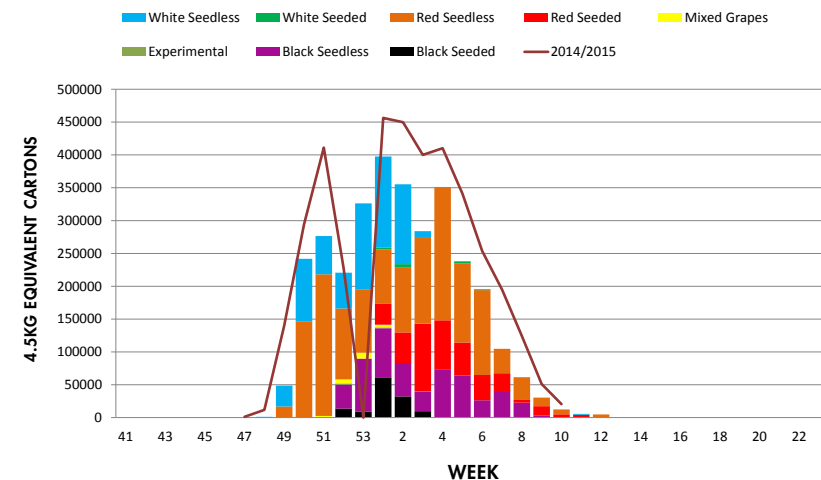


REGIONAL INTAKE PER VARIETY GROUP (4.5KG EQUIVALENT CARTONS)

VARIETY GROUP	2011/2012	2012/2013	2013/2014	2014/2015	2015/2016
BLACK SEEDED	145 210	180 194	186 442	191 770	129 220
BLACK SEEDLESS	283 037	463 503	448 460	560 846	501 897
EXPERIMENTAL	11 063	43 689	65 508	90	0
MIXED	26 454	15 422	127	6 237	22 787
RED SEEDED	389 978	440 012	648 129	615 803	400 831
RED SEEDLESS	915 506	976 330	1 202 854	1 636 387	1 445 795
WHITE SEEDED	17 790	20 172	18 209	22 048	12 171
WHITE SEEDLESS	482 608	586 619	551 327	755 106	644 358
GRAND TOTAL	2 271 646	2 725 942	3 121 056	3 788 287	3 157 059

INTAKE PER VARIETY GROUP (%)

45.79% RED SEEDLESS	20.41% WHITE SEEDLESS	15.90% BLACK SEEDLESS	12.70% RED SEEDED
4.09% BLACK SEEDED	0.72% MIXED	0.39% WHITE SEEDED	



BERG RIVER REGION



INTAKE PER VARIETY GROUP (%)

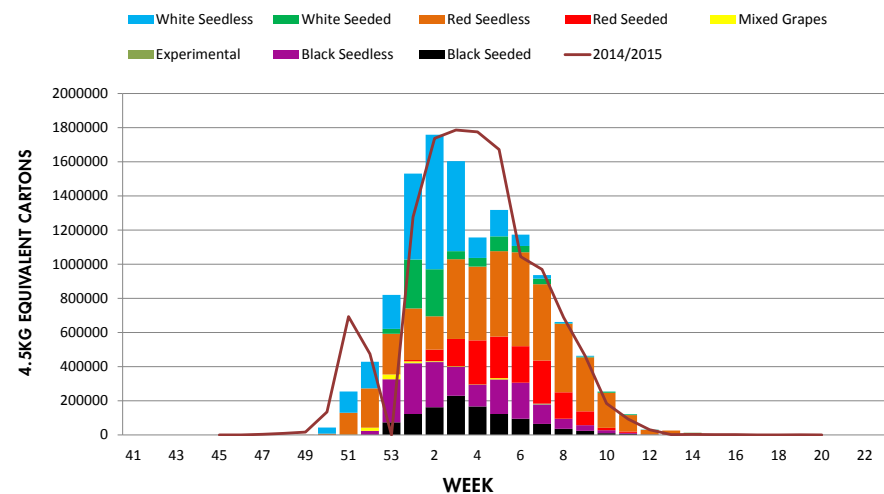
36.36% RED SEEDLESS	21.51% WHITE SEEDLESS	14.10% BLACK SEEDLESS	11.64% RED SEEDED
8.87% BLACK SEEDED	0.55% MIXED	6.86% WHITE SEEDED	0.11% EXPERIMENTAL

REGIONAL INTAKE



REGIONAL INTAKE PER VARIETY GROUP (4.5KG EQUIVALENT CARTONS)

VARIETY GROUP	2011/2012	2012/2013	2013/2014	2014/2015	2015/2016
BLACK SEEDED	1 698 809	1 713 307	1 321 869	1 434 440	1 117 385
BLACK SEEDLESS	1 132 545	1 218 214	1 079 942	1 424 283	1 776 749
EXPERIMENTAL	257 197	420 177	567 624	20 677	14 181
MIXED	196 568	94 975	34 471	49 908	69 693
RED SEEDED	2 226 854	2 032 653	2 190 763	1 831 673	1 466 667
RED SEEDLESS	2 654 143	2 566 851	2 806 528	4 315 897	4 581 789
WHITE SEEDED	1 508 228	1 347 977	1 083 086	986 941	863 972
WHITE SEEDLESS	3 199 994	3 278 014	2 294 719	2 998 630	2 709 290
GRAND TOTAL	12 874 338	12 672 168	11 379 002	13 062 449	12 599 726



HEX RIVER REGION



INTAKE PER VARIETY GROUP (%)

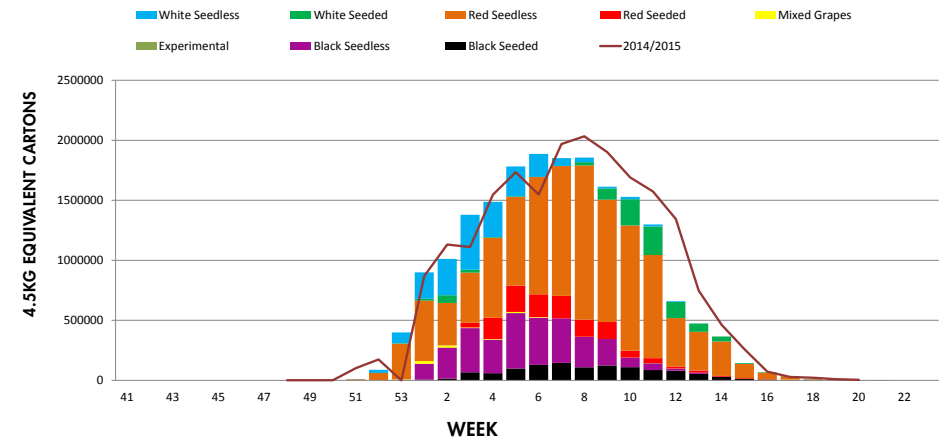
55.93% RED SEEDLESS	10.57% WHITE SEEDLESS	15.44% BLACK SEEDLESS	6.62% RED SEEDED
5.96% BLACK SEEDED	0.39% MIXED	5.06% WHITE SEEDED	0.03% EXPERIMENTAL

REGIONAL INTAKE



REGIONAL INTAKE PER VARIETY GROUP (4.5KG EQUIVALENT CARTONS)

VARIETY GROUP	2011/2012	2012/2013	2013/2014	2014/2015	2015/2016
BLACK SEEDED	2 631 146	2 425 283	1 712 921	1 714 402	1 124 143
BLACK SEEDLESS	1 839 644	2 114 045	1 990 439	2 829 166	2 910 874
EXPERIMENTAL	134 271	190 821	335 795	20 936	5 697
MIXED	146 271	90 821	77 474	144 666	73 472
RED SEEDED	2 035 883	1 763 371	1 735 531	1 601 957	1 248 029
RED SEEDLESS	6 243 523	6 624 292	7 131 282	9 905 126	10 540 278
WHITE SEEDED	3 095 160	2 560 199	1 868 045	1 610 449	954 238
WHITE SEEDLESS	2 306 150	2 517 893	1 994 709	2 504 389	1 992 487
GRAND TOTAL	18 432 048	18 286 725	16 846 196	20 331 091	18 849 218



2016 NATIONAL VINE CENSUS

VARIETY	NO OF VINES	TOTAL HECTARES	HECTARES			
			AGE 0-3	AGE 4-9	AGE 10-15	AGE 16+
CRIMSON SEEDLESS	6 839 761	3 816	1 158	1 420	986	251
PRIME	2 934 928	1 536	95	357	778	305
THOMPSON SEEDLESS	2 518 815	1 495	153	279	248	815
FLAME SEEDLESS	2 306 263	1 206	45	340	478	344
SUGRAONE	1 797 703	993	102	328	240	324
RED GLOBE	1 540 920	852	17	262	167	406
AUTUMN ROYAL	1 643 565	840	72	686	75	7
SUGRATHIRTEEN	1 229 789	699	197	326	176	
SUGRANINETEEN	1 166 222	653	364	278	7	4
TAWNY SEEDLESS	992 725	555	515	36	3	1
GRAPAES (EARLY SWEET)	855 277	443	146	278	19	
STARLIGHT	731 481	376	137	226	13	
RALLI SEEDLESS	668 591	371	88	177	105	
BLAGRATWO (MELODY)	662 435	365	300	60	3	3
REGAL SEEDLESS	712 226	360	15	27	119	200
SUGRASIXTEEN	618 826	337	148	155	29	5
IFG 3 (SWEET CELEBRATION)	588 715	311	267	37		7
DAUPHINE	573 518	260	2	11	71	176
SUNRED SEEDLESS	358 966	192	2	3	8	179
SUGRATHIRTYFOUR	315 448	178	168	8		2
OTHER	5 196 528	2 740	1 230	686	293	531
TOTAL	34 245 039	18 575	5 219	5 978	3 818	3 560
% SPLIT PER AGE TIER		100%	28%	32%	21%	19%

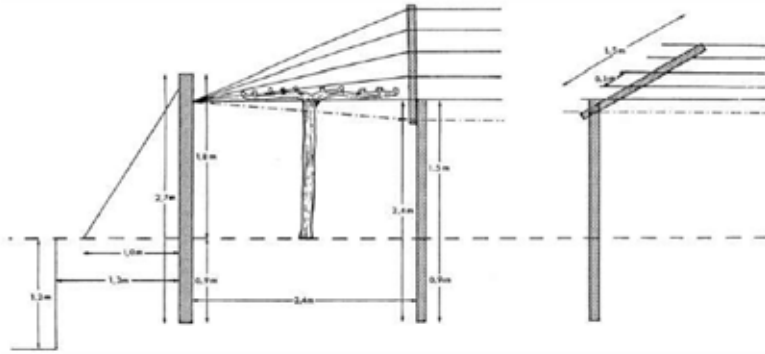
COST OF SOIL PREPARATION

TYPE OF ACTION	DRY COST (R / HA)		DIESEL USAGE	
	CATERPILLAR D8/ KOMATSU D155	CATERPILLAR D9/ KOMATSU D275	CATERPILLAR D8/ KOMATSU D155	CATERPILLAR D9/ KOMATSU D275
Rip easy soil (wide furrow width)	R8800/ha	R8100/ha	37%	45%
Rip difficult terrain and soil (narrow furrow widths)	R8900/ha	R10600/ha	48%	55%
Rip and cross easy soil (wide furrow width)	R12000/ha	R14400/ha	44%	48%
Rip and cross difficult terrain and soil (narrow furrow width)	R16500/ha	R19800/ha	43%	48%
Deep mix and delve plough (without rip)	R14500/ha	R17400/ha	44%	48%
Rip and cross delve (narrow furrow width)	R19500/ha	R23400/ha	45%	48%
Single blade rip and 3 blade cross-mix rip	R10500/ha	R12600/ha	50%	55%
Spit delve full area (25 ton excavator)	R20100/ha		35%	
Spit delve only on rows and ridging (25 ton excavator)	R10900/ha		40%	
Ridging of rows with bulldozer (D5-D6 Cat)	R9800/ha		26%	
Deforestation (D8 Cat)	R4200-6300/ha		30%	
Remove vines with wing (D8 Cat)	R3150/ha		40%	
Diggerloader (Cat 22 ton) - work tempo dependent on soil type	R 525 / hour		25L / hour	

*Source: Vinpro

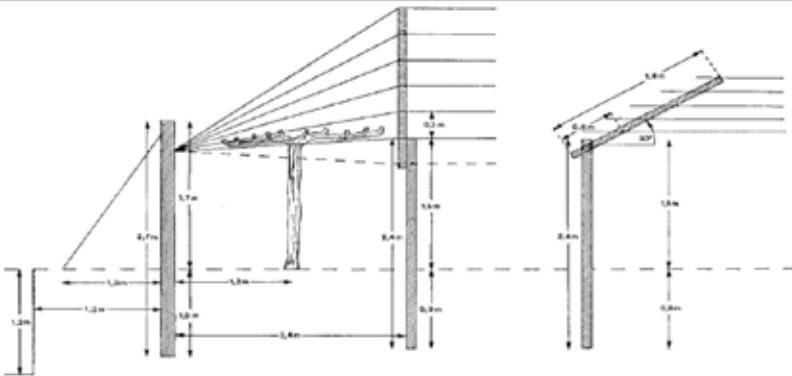
SLANTING TRELLIS 1.5 M SLANTING POLE (R/HA)

SLANTING TRELLIS 1.5 M SLANTING POLE



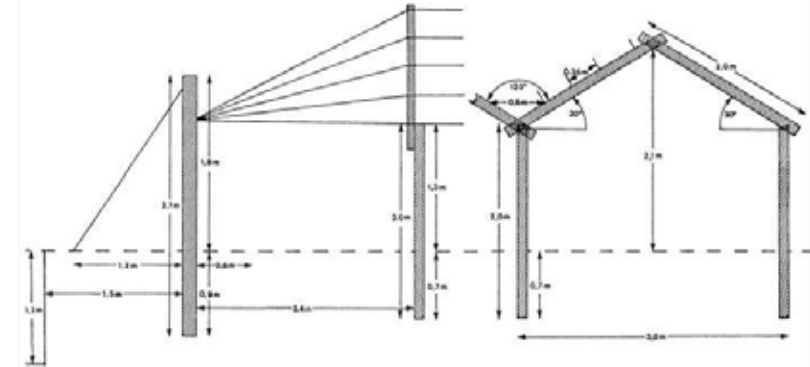
Type of system	Pole	Row-spacing				
		2.1	2.5	2.75	3	3.3
Slanting trellis - 1.5 m slanting pole	2.4m (50 - 75)			R54 454	R48 601	R44 194

SLANTING TRELLIS 1.8 M SLANTING POLE (R/HA)



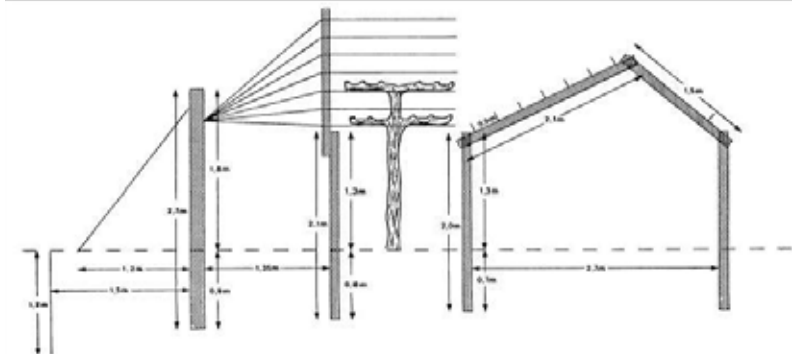
Type of system	Pole	Row-spacing				
		2.1	2.5	2.75	3	3.3
Slanting trellis - 1.8 m slanting pole	2.4m (50 - 75)			R58 440	R53 581	R48 721

GABLE SYSTEM (R/HA)



Type of system	Pole	Row-spacing				
		2.1	2.5	2.75	3	3.3
Gable system	2.1m (75 - 100)			R86 417	R79 512	R72 169

FACTORY ROOF (R/HA)



Type of system	Pole	Row-spacing				
		2.1	2.5	2.75	3	3.3
Factory roof	2.1m (75 - 100)			R71 524	R64 744	R60 142

COST OF IRRIGATION SYSTEMS (R/HA)

System	Row spacing (m)											
	1.80	1.90	2.00	2.10	2.20	2.30	2.40	2.50	2.60	2.75	3.00	3.30
Drip 0.6m Compensated	45 281	42 811	41 164	38 694	37 048	35 401	33 755	32 931	31 285	29 638	27 168	24 698
Drip 0.6m Non - Compensated	32 632	30 852	29 665	27 886	26 699	25 512	24 326	23 732	22 546	21 359	19 579	17 799
Drip 0.75m Compensated	40 757	38 534	37 052	34 829	33 347	31 865	30 382	29 641	28 159	26 677	24 454	22 231
Drip 0.75m Non - Compensated	30 314	28 660	27 558	25 904	24 802	23 700	22 598	22 046	20 944	19 842	18 188	16 535
Drip 1.0m Compensated	36 233	34 257	32 939	30 963	29 645	28 328	27 010	26 352	25 034	23 716	21 740	19 764
Drip 1.0m Non - Compensated	29 155	27 564	26 504	24 914	23 854	22 794	21 733	21 203	20 143	19 083	17 493	15 903
Micro (jet spray) Direct on poly pipe	44 432	42 009	40 393	37 969	36 354	34 738	33 122	32 314	30 699	29 083	26 659	24 236
Micro (Rotate) on pen with soft pipe	51 838	49 010	47 125	44 298	42 413	40 528	38 643	37 700	35 815	33 930	31 103	28 275
Permanent sprinklers (12m x 12.5m)	27 032	27 032	27 032	27 032	27 032	27 032	27 032	27 032	27 032	27 032	27 032	27 032

*Source: Vimpro

2015 PRODUCTION COST FOR TABLE GRAPES (R/HA)

COST STRUCTURE	2015	2014	2013	2012
DIRECT PRODUCTION COST				
Fertiliser & Organic Material	R 8 543.00	R 7 374.00	R 6 099.00	R 6 034.00
Pesticide & Herbicide	R 19 384.00	R 14 682.00	R 10 630.00	R 10 930.00
Supervision, Permanent, Seasonal & Contract Labour	R 118 072.00	R 117 918.00	R 96 242.00	R 91 932.00
Fuel, Oil, Repairs, Parts & Maintenance	R 20 940.00	R 20 040.00	R 17 628.00	R 17 828.00
Licences & Insurance	R 701.00	R 253.00	R 1 411.00	R 1 723.00
Hired Transport	R 1 079.00	R 479.00	R 566.00	R 629.00
Electricity	R 8 253.00	R 7 343.00	R 7 465.00	R 6 491.00
Water	R 1 137.00	R 1 061.00	R 1 167.00	R 1 008.00
Land -, Property -, Municipal Taxes, Administration and Miscellaneous	R 6 344.00	R 5 502.00	R 3 906.00	R 3 622.00
TOTAL CASH EXPENDITURE	R 184 453.00	R 174 652.00	R 145 114.00	R 140 197.00
DEPRECIATION	R 25 221.00	R 23 943.00	R 22 596.00	R 21 539.00
TOTAL EXPENDITURE	R 209 674.00	R 198 595.00	R 167 710.00	R 161 736.00

*Source: Various Table Grape Produces

10 YEAR TABLE GRAPE DISTRIBUTION TREND

SEASON	PRODUCTION GROWTH	TOTAL PRODUCTION (TON)	TOTAL EXPORTS (TON)	DOMESTIC MARKET (TON)	EXPORTS AS % OF PRODUCTION	DOMESTIC AS % OF PRODUCTION
2006/7	-	260 678	227 265	33 413	87%	13%
2007/8	-1%	258 773	224 123	34 650	87%	13%
2008/9	-1%	255 284	217 875	37 409	85%	15%
2009/10	7%	273 372	234 579	38 794	86%	14%
2010/11	10%	245 112	202 500	42 612	83%	17%
2011/12	17%	285 810	245 797	40 013	86%	14%
2012/13	-9%	261 883	234 463	27 420	89%	11%
2013/14	-10%	251 477	226 401	25 076	90%	10%
2014/15	16%	291 442	263 452	27 990	90%	10%
2015/16	-2%	284 739	254 969	29 770	90%	10%
10 Year Average		266 857	233 142	33 714	87%	13%

Source: SATI, NDA & Retailers 2005/6 - 2009/10, NAMC 2010/11 - 2015/16

TOP GLOBAL IMPORTERS OF TABLE GRAPES BY VOLUME

IMPORTERS	Share of Partner Countries in World Imports (%)	Imported quantity, Tons 2015	Imported value in 2015 (USD Thousand)	Imported quantity, Tons 2014	Imported value in 2014 (USD Thousand)	Imported quantity, Tons 2013	Imported value in 2013 (USD Thousand)	Imported quantity, Tons 2012	Imported value in 2012 (USD Thousand)	Imported quantity, Tons 2011	Imported value in 2011 (USD Thousand)
WORLD	100	4 923 324	10 069 284	4 952 513	10 807 017	4 943 099	10 464 940	4 813 709	9 740 666	4 721 175	9 556 510
UNITED STATES OF AMERICA	12.08	594 993	1 572 624	511 283	1 377 050	578 601	1 401 278	554 922	1 238 085	593 193	1 234 658
NETHERLANDS *	8.32	409 818	936 054	409 254	1 128 821	419 438	1 086 076	404 116	981 368	381 870	1 038 617
GERMANY	8.32	406 125	820 572	389 798	908 084	399 192	897 061	371 767	818 104	381 467	883 487
UNITED KINGDOM	7.41	364 829	894 091	370 587	1 021 087	365 677	947 112	353 699	917 473	350 716	932 843
RUSSIAN FEDERATION	5.48	269 828	304 231	359 555	451 372	401 377	576 934	425 427	607 390	445 431	598 674
CHINA	5.09	250 718	637 007	233 606	641 106	205 300	552 703	168 409	425 205	143 533	359 105
HONG KONG, CHINA	4.24	208 936	447 352	197 719	462 668	169 871	412 758	159 313	378 334	145 558	323 704
CANADA	4.20	206 781	496 384	201 201	500 103	212 479	512 302	204 801	495 457	206 087	483 028
FRANCE	3.45	169 910	262 899	165 980	295 346	172 476	298 359	172 145	291 254	181 892	298 159
KAZAKHSTAN	2.89	142 141	96 088	87 885	109 227	36 546	40 957	93 405	97 391	66 925	78 764
THAILAND	2.68	131 748	145 686	90 555	122 166	85 892	117 454	83 104	109 270	59 398	75 385
POLAND	2.50	123 180	174 922	135 997	218 397	145 991	221 102	127 288	195 354	132 458	212 810
MEXICO	1.76	86 572	161 230	89 818	170 209	89 050	164 991	83 559	154 100	89 340	140 833
VIET NAM	1.53	75 540	201 278	20 412	46 268	20 668	44 795	No Quantity	34 878	16 292	31 738
BELGIUM	1.51	74 161	144 896	69 531	158 181	79 136	167 183	68 766	149 518	65 181	152 321
KOREA, REPUBLIC OF	1.44	70 938	215 505	64 142	201 928	62 964	188 313	58 532	150 760	49 118	124 861
SAUDI ARABIA	1.28	63 152	86 225	54 957	70 929	55 273	69 839	49 385	60 608	40 942	48 815
BRAZIL	1.15	56 653	90 569	57 484	115 400	57 538	116 596	57 908	111 078	58 377	103 018
JAPAN	1.09	53 853	151 064	49 311	140 022	53 133	157 240	50 100	151 839	45 000	134 237
CZECH REPUBLIC	1.06	52 390	74 868	50 030	77 209	51 918	86 503	46 625	76 493	52 491	88 640
UNITED ARAB EMIRATES	1.05	51 521	90 844	76 993	136 030	79 533	130 540	66 222	105 823	62 357	97 984
INDONESIA	1.05	51 518	118 076	53 101	154 776	39 464	105 193	61 391	126 866	58 069	117 775
SPAIN	1.01	49 792	100 332	59 881	127 479	49 951	105 524	46 382	101 049	52 971	114 463
AUSTRIA	0.97	47 951	94 452	45 155	101 214	51 002	109 263	56 451	112 988	59 049	119 054
OTHER	18.49	910 476	1 754 035	1 109 278	2 071 945	1 060 629	1 954 864	1 049 992	1 869 981	983 260	1 743 557

* Re-distributed in Europe

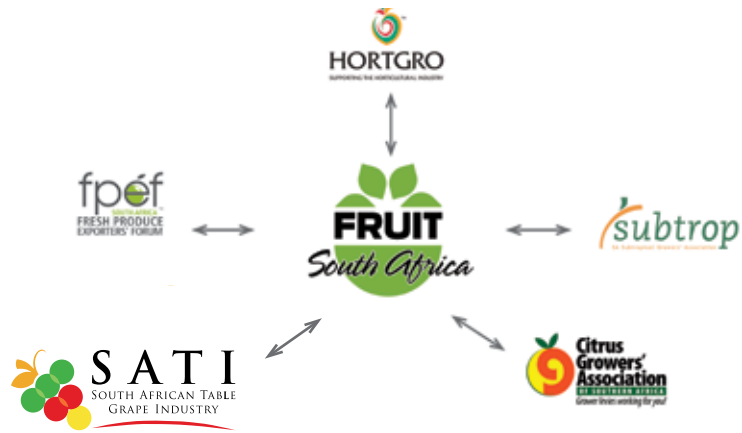
Source : Trade Map. Product: 080610 Grapes Fresh

TOP GLOBAL EXPORTERS OF TABLE GRAPES BY VOLUME

EXPORTERS	Exported quantity, Tons 2015	Exported value in 2015 (USD Thousand)	Exported quantity, Tons 2014	Exported value in 2014 (USD Thousand)	Exported quantity, Tons 2013	Exported value in 2013 (USD Thousand)	Exported quantity, Tons 2012	Exported value in 2012 (USD Thousand)	Exported quantity, Tons 2011	Exported value in 2011 (USD Thousand)
WORLD	4 958 733	9 322 655	5 001 532	9 957 404	5 051 701	9 686 223	4 890 898	9 081 556	5 329 353	8 909 712
CHILE	813 159	1 486 108	797 919	1 690 159	923 867	1 795 993	886 156	1 632 449	924 147	1 630 123
UNITED STATES OF AMERICA	512 816	1 246 414	597 351	1 438 796	607 298	1 470 770	1 358 858	565 575	1 308 769	1 308 769
ITALY	468 841	719 670	453 201	760 220	511 049	818 648	492 485	774 814	506 674	811 918
TURKEY	399 615	570 691	483 379	679 423	419 417	677 958	434 557	683 073	453 663	681 825
SOUTH AFRICA	376 919	593 130	333 466	580 469	315 433	519 269	292 427	500 474	270 090	470 761
PERU	308 388	690 813	266 204	643 207	177 605	442 940	149 216	366 455	122 065	287 623
NETHERLANDS *	287 275	675 187	280 481	792 276	300 979	836 393	286 385	743 495	277 166	731 520
CHINA	235 733	828 437	156 098	433 168	141 157	351 951	152 292	336 056	154 437	264 340
UZBEKISTAN	170 514	130 020	86 595	121 440	38 352	52 103	148 368	160 448	139 114	179 324
HONG KONG, CHINA	167 551	345 270	153 216	322 528	147 867	282 342	117 966	262 505	110 938	230 895
MEXICO	165 518	161 179	154 462	154 752	151 935	152 011	169 616	161 467	140 015	142 438
SPAIN	149 969	334 250	146 247	347 491	141 097	318 066	128 814	273 867	139 120	317 659
GREECE	102 528	176 004	111 737	237 869	114 074	231 898	96 866	197 758	116 141	254 708
INDIA	97 635	149 702	152 420	246 627	183 391	235 978	147 562	184 625	85 179	89 699
AUSTRALIA	95 675	192 514	88 693	212 830	81 251	183 008	45 224	109 027	33 041	84 833
EGYPT	80 755	205 245	113 644	245 504	88 306	183 730	116 424	225 185	623 548	210 413
IRAN, ISLAMIC REPUBLIC OF	61 266	94 783	129 638	266 119	223 289	223 289	197 213	125 195	291 465	291 465
REPUBLIC OF MOLDOVA	45 409	16 819	50 397	20 123	37 497	17 028	31 180	14 497	32 988	17 554
ARGENTINA	42 945	67 991	34 116	67 621	52 987	102 849	75 715	137 142	86 442	147 380
GERMANY	38 906	86 961	38 339	102 123	45 127	119 465	43 063	107 856	46 700	122 191
MACEDONIA, THE FORMER YUGOSLAV REPUBLIC OF	38 211	16 110	27 489	14 471	36 591	18 210	36 677	15 732	34 742	16 570
BRAZIL	34 398	72 349	28 369	66 835	43 182	103 000	52 018	121 898	59 394	135 792
AFGHANISTAN	29 386	67 270	44 611	88 393	40 293	43 488	25 892	41 691	48 168	64 009
NAMIBIA	26 367	68 380	25 282	32 714	24 537	33 877	24 611	35 748	23 365	32 209
OTHERS	208 954	336 758	248 178	392 046	428 409	473 259	384 577	439 743	217 446	385 694

* Re-distributed in Europe

STRUCTURE OF THE SOUTH AFRICAN FRUIT INDUSTRY



Fruit South Africa (FSA) is a non-profit organisation formed by the Citrus Growers' Association of Southern Africa (CGA); HORTGRO (representing pome and stone fruit); South African Table Grape Industry (SATI); SUBTROP (representing the avocado, litchi, mango and macadamia industries) and the Fresh Produce Exporters' Forum (FPEF) to address common issues in relation to all aspects of the fruit industry of South Africa.

SATI

The South African Table Grape Industry (SATI) is the industry association representing table grape producers in South Africa. SATI is dedicated to maintaining South Africa's position as the preferred country for taste around the world, as well as to ensure that the industry remains progressive, equitable and sustainable. SATI's leadership consists of elected regional representatives as the Board of Directors.

SATI'S SEVEN KEY AREAS OF INTERVENTION

- Technical Market Access
- Research and Technology Transfer
- Information and Knowledge Management
- Transformation
- Communication and Stakeholder Engagement
- Human Capacity and Skills Development
- Technical Support

SATI is funded by a grower levy. SATI is a co-founder and a key supporter in the Sustainability Initiative of South Africa (SIZA).

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