



AREA PLANTED PER CULTIVAR PER REGION (2016): DRY GRAPE REGIONS

| CULTIVAR | ORANGE RIVER | NAMAQUALAND |
|-----------------------------|---------------|--------------|
| THOMPSON SEEDLESS / SULTANA | 6 282 | 265 |
| MERBEIN SEEDLESS | 3 368 | 124 |
| PRIME | 1 301 | 16 |
| SUGRAONE | 1 120 | 45 |
| FLAME SEEDLESS | 929 | 104 |
| CRIMSON SEEDLESS | 278 | 201 |
| CURRANTS | 7 | 522 |
| REGAL SEEDLESS | 110 | 21 |
| SUNRED SEEDLESS | 2 | 12 |
| SELMA PETE | 53 | 20 |
| OTHER | 1 594 | 410 |
| TOTAL | 15 044 | 1 740 |

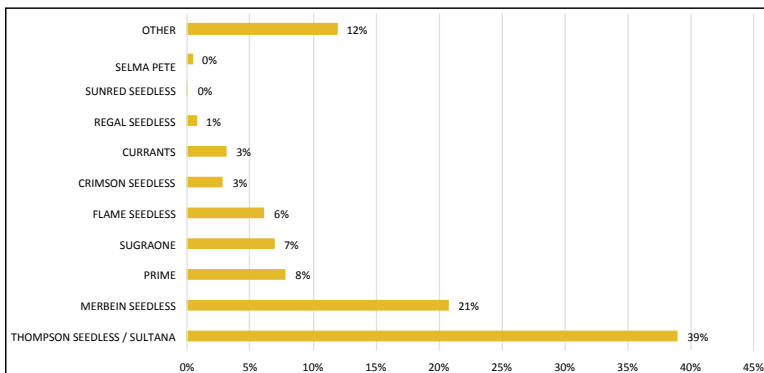
SOURCE: HORTGRO TREE CENSUS, 2014; OWK, 2016

AREA PLANTED PER CULTIVAR

| CULTIVAR | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| THOMPSON SEEDLESS / SULTANA | 6 450 | 6 093 | 6 268 | 6 144 | 6 135 | 6 547 |
| MERBEIN SEEDLESS | 2 483 | 2 864 | 3 136 | 3 244 | 3 418 | 3 492 |
| PRIME | 1 116 | 1 135 | 1 294 | 1 322 | 1 340 | 1 317 |
| SUGRAONE | 1 196 | 1 151 | 1 308 | 1 318 | 1 191 | 1 165 |
| FLAME SEEDLESS | 914 | 961 | 1 033 | 1 029 | 1 047 | 1 032 |
| CRIMSON SEEDLESS | 402 | 385 | 429 | 456 | 451 | 480 |
| CURRANTS | 370 | 386 | 404 | 402 | 400 | 529 |
| REGAL SEEDLESS | 161 | 127 | 136 | 133 | 135 | 131 |
| SUNRED SEEDLESS | 21 | 16 | 15 | 15 | 13 | 13 |
| SELMA PETE | 0 | 0 | 3 | 8 | 16 | 73 |
| OTHER | 1 581 | 1 617 | 1 685 | 1 911 | 1 983 | 2 004 |
| TOTAL | 14 695 | 14 734 | 15 711 | 15 982 | 16 130 | 16 784 |
| % CHANGE (YEAR-ON-YEAR) | | 0% | 7% | 2% | 1% | 4% |

SOURCE: HORTGRO TREE CENSUS, 2015; OWK, 2016

CONTRIBUTION TO TOTAL DRY GRAPE AREA



VINEYARD AGE DISTRIBUTION (HECTARES) ORANGE RIVER

| CULTIVAR | 0-3 YRS | 4-10 YRS | 11-15 YRS | 16-25 YRS | 25+YEARS |
|-----------------------------|------------|--------------|--------------|--------------|--------------|
| THOMPSON SEEDLESS / SULTANA | 119 | 495 | 518 | 2 784 | 2 366 |
| MERBEIN SEEDLESS | 286 | 1 675 | 340 | 1 007 | 60 |
| PRIME | 24 | 300 | 369 | 593 | 16 |
| SUGRAONE | 23 | 218 | 203 | 669 | 6 |
| FLAME SEEDLESS | 13 | 200 | 250 | 459 | 7 |
| CRIMSON SEEDLESS | 23 | 139 | 86 | 30 | 0 |
| CURRANTS | 0 | 0 | 6 | 1 | 0 |
| REGAL SEEDLESS | 0 | 1 | 10 | 99 | 0 |
| SUNRED SEEDLESS | 0 | 0 | 0 | 2 | 0 |
| SELMA PETE | 37 | 16 | 0 | 0 | 0 |
| OTHER | 287 | 604 | 201 | 407 | 95 |
| TOTAL | 811 | 3 648 | 1 984 | 6 051 | 2 550 |
| % OF TOTAL AREA (HA) | 5% | 24% | 13% | 40% | 17% |

SOURCE: HORTGRO TREE CENSUS, 2016

VINEYARD AGE DISTRIBUTION (HECTARES) NAMAQUALAND

| CULTIVAR | 0-3 YRS | 4-10 YRS | 11-15 YRS | 16-25 YRS | 25+YEARS |
|-----------------------------|------------|------------|------------|------------|------------|
| CURRANTS | 80 | 71 | 143 | 125 | 103 |
| THOMPSON SEEDLESS / SULTANA | 35 | 51 | 17 | 73 | 88 |
| CRIMSON SEEDLESS | 1 | 154 | 30 | 16 | 0 |
| FLAME SEEDLESS | 0 | 52 | 21 | 30 | 0 |
| MERBEIN SEEDLESS | 14 | 93 | 5 | 10 | 2 |
| SUGRAONE | 0 | 34 | 5 | 5 | 1 |
| REGAL SEEDLESS | 0 | 2 | 3 | 17 | 0 |
| PRIME | 0 | 4 | 4 | 9 | 0 |
| SUNRED SEEDLESS | 0 | 0 | 0 | 11 | 1 |
| SELMA PETE | 20 | 0 | 0 | 0 | 0 |
| OTHER | 43 | 247 | 27 | 78 | 14 |
| TOTAL | 193 | 709 | 256 | 373 | 209 |
| % OF TOTAL AREA (HA) | 11% | 41% | 15% | 21% | 12% |

SOURCE: HORTGRO TREE CENSUS, 2016

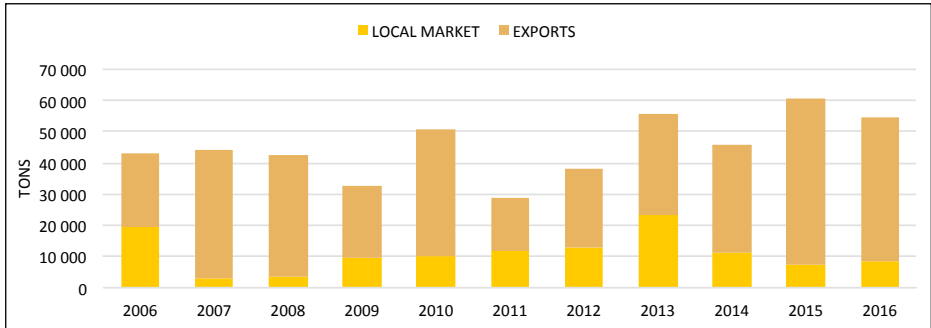
PRODUCTION OF RAISINS (TON)

| RAISINS | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | (Ton) | (Ton) | (Ton) | (Ton) | (Ton) | (Ton) | (Ton) | (Ton) |
| SULTANAS | 1 800 | 7 269 | 3 637 | 4 479 | 4 978 | 3 610 | 5 368 | 12 237 |
| GOLDENS | 12 800 | 17 734 | 7 021 | 15 800 | 17 382 | 12 350 | 20 028 | 11 593 |
| THOMPSON SEEDLESS | 15 315 | 23 273 | 15 507 | 14 788 | 30 391 | 27 773 | 31 502 | 28 364 |
| CURRANTS | 2 740 | 2 300 | 2 500 | 2 820 | 3 020 | 2 306 | 3 625 | 2 400 |
| RAISIN MUSCAT | 64 | 52 | 35 | 20 | 18 | 12 | 14 | 35 |
| TOTAL | 32 719 | 50 628 | 28 700 | 37 907 | 55 789 | 46 051 | 60 537 | 54 629 |
| % CHANGE (YEAR-ON-YEAR) | | 55% | -43% | 32% | 47% | -17% | 31% | -10% |

SOURCE: DFTS, 2016



RAISIN CROP DISTRIBUTION



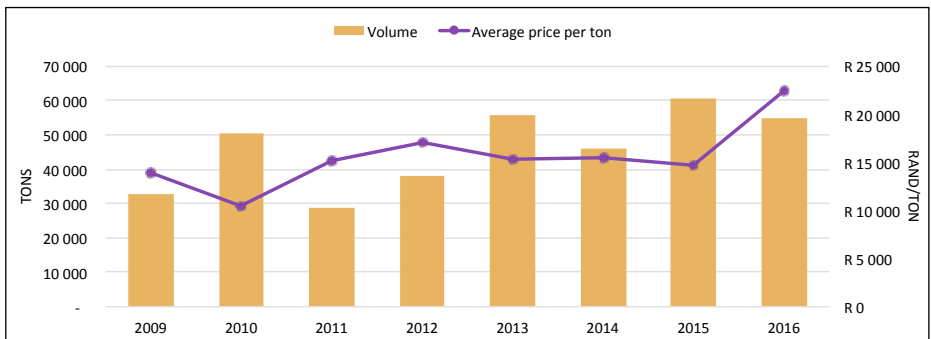
SOURCE: DFTS, 2016

HISTORICAL PRICE TRENDS: RAISIN PRODUCER PRICES

| | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| RAISINS | (R/Ton) | (R/Ton) | (R/Ton) | (R/Ton) | (R/Ton) | (R/Ton) | (R/Ton) | (R/Ton) |
| GOLDENS | 17 000 | 12 700 | 19 300 | 19 800 | 17 600 | 18 000 | 17 200 | 24 430 |
| OR | 11 500 | 10 400 | 16 000 | 16 900 | 16 000 | 16 200 | 15 300 | 22 200 |
| THOMPSON SEEDLESS | 11 500 | 8 800 | 13 000 | 14 200 | 13 800 | 14 150 | 13 120 | 21 730 |
| WEIGHTED AVERAGE | 13 853 | 10 474 | 15 108 | 17 068 | 15 260 | 15 406 | 14 762 | 22 440 |
| % CHANGE (YEAR-ON-YEAR) | | -24% | 44% | 13% | -11% | 1% | -4% | 52% |

SOURCE: DFTS, 2016

HISTORICAL RAISIN VOLUME VS. PRICE



SOURCE: DFTS, 2016