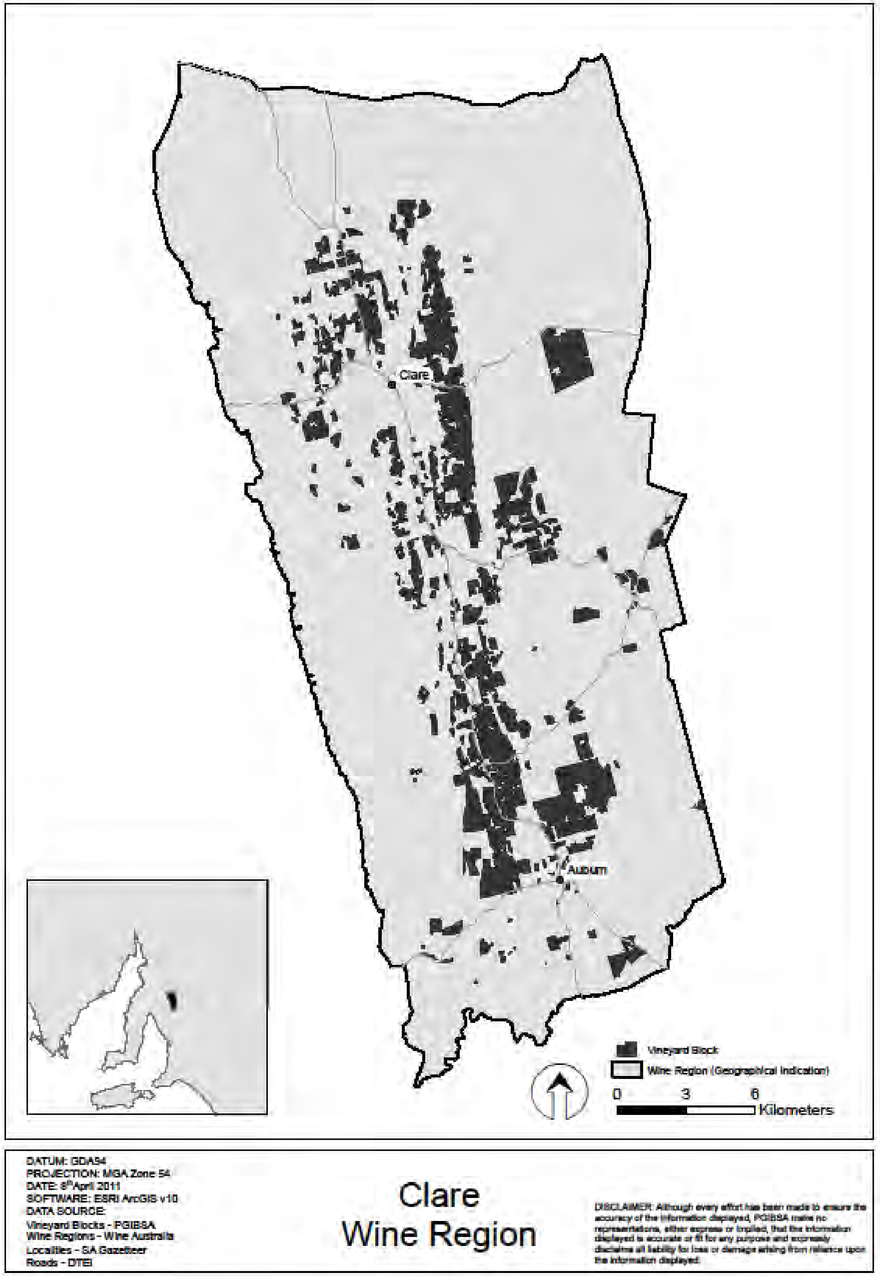


Clare Valley Wine Region

Regional summary report

2012

Explanations and Definitions

INTAKE (CURRENT VINTAGE) DATA

Definition of regions

Regions have been defined in accordance with Geographical Indication (GI) boundaries. If a GI region has not been declared, or produces less than 5,000 tonnes, then the data is aggregated into the relevant GI zone. Disaggregation of data into smaller regions such as Southern Fleurieu and Mount Benson is available on request from the Board's office.

Total crush

The **total crushed** is the total tonnes of grapes crushed from a particular source region, whether processed in that region, another region in SA or interstate. All wineries in Australia that are known to source fruit from South Australian vineyards are included in the survey collection process. However, not all wineries submit a survey form - therefore the total tonnage reported may underestimate the true crush. An estimate of the non-response rate for each region is provided below each intake summary report. Reported fruit is separated into fruit produced from the winery's own or associated vineyards ("own grown") and from independent vineyards ("purchased").

Crop value data

On the survey forms, wineries are asked to record **total purchase value.** This is the total amount paid for fruit of a particular variety at the point of receival – NOT including freight. It includes any penalties or bonuses (eg Baumé) applied at the weighbridge, but DOES NOT INCLUDE other bonuses or adjustments such as end use quality bonuses, which are not available at the time the survey is conducted.

The **calculated average purchase value per tonne** is the average amount paid per tonne of fruit across all wineries. Winery grown grapes are not included in the calculation of average purchase value; nor are grapes grown by companies connected with the winery or under lease arrangements. The **estimated total value of purchased grapes** is calculated by multiplying the average purchase value per tonne by the total tonnes purchased. The **estimated total value of total grapes** is calculated by multiplying the average purchase value per tonne by all tonnes crushed. If there is a variety where there are no purchases, then the average purchase value across all other varieties of the same colour in the same region is used to determine an estimated value for the own grown grapes.

Note: in small varieties there may sometimes be only one winery contributing towards a calculated average purchase value per tonne.

Important note on average purchase value
There is considerable variation in the pricing arrangements made by different wineries. For example, some wineries make adjustment payments based on the average value per tonne reported in this survey and some pay quality bonuses based on the end use of the product. These additional payments are not included in the reported figures. The average price also does not give any indication of the distribution of prices, or variables that go into individual contracts. Therefore the average price should not be compared directly with an individual grower's arrangement.

Highest and lowest price

Wineries are asked to report the highest and lowest prices paid for any parcel of fruit of a particular variety, of any size. The highest of all highest prices, and the lowest of all lowest prices are reported – provided that at least three wineries have provided this information for any particular variety. *Note: the highest or lowest price may be for a very small parcel of fruit - and/or reflect an unusual pricing arrangement - eg payment by the hectare rather than per tonne, "spot market" sales of excess fruit etc.*

FORECASTS

Estimated supply

Supply forecasts have been calculated independently using the planting information obtained from the PGIBSA vineyard register (see below). They are calculated by multiplying the area of vines by an estimated yield figure determined separately for each variety in each region, which takes into account industry practices and objectives as well as historical averages. However, the supply forecasts do not make any allowance for future vine removals or mothballing, yield capping or the effects of ongoing water restrictions or unusual seasonal conditions.

Committed intake

Committed intake is the amount of fruit that wineries are *already* committed to take in, for a given future year. It is made up of winery grown fruit and contract purchases. Only existing or ongoing contracts are included – not intended future signings or renewals.

Explanations and Definitions

Available supply

Available supply (uncommitted fruit) is the difference between estimated supply and committed intake. It is the amount of fruit estimated to be available on the open (spot) market. NB If the committed intake is higher than the estimated supply, this indicates a discrepancy between the independent supply forecasts and the wineries' estimates of future production. In this case, available supply is recorded as zero – rather than as a negative number.

Comparing supply and committed intake

In order to compare supply with committed intake, the latter figures are "raised" to compensate for non-respondents. There is no raising of supply figures because it is assumed that the PGIBSA vineyard planting information is close to 100% complete. The non-response rate is calculated separately for each region and is indicated below the relevant tables.

PLANTING DATA

Derivation of planting data tables

Planting data is **not** derived from the 2012 South Australian Crush Survey of wineries. The information is obtained from the vineyard register maintained by the Phylloxera and Grape Industry Board of South Australia.

The Board is required under the *Phylloxera and Grape Industry Act 1995* to maintain a complete and accurate register of grapegrowers in the state. All vineyard owners with more than 0.5 hectares are required by law to register with the Board, and to complete an accurate vineyard return each year, giving details of their plantings. This information is kept strictly confidential. An accurate vineyard register enables the Board to produce complete, up-to-date statistical information on vineyard plantings by variety, year planted and location.

For more information on registration of vineyards, please contact the Phylloxera and Grape Industry Board office on 08 8362 0488.

Explanatory notes for planting data tables

1. Planting data tables are current as at April 2011 and include all plantings from the 2010 planting season. Vines planted in a particular year may include topworked or replaced vines, as well as new plantings in virgin ground. Where vines have been replaced or topworked, the old variety record is removed. This explains why the area planted for earlier years may be different in the 2011 report compared with previous reports.

2. Vineyard plantings are recorded by Geographical Indication. Planting details for smaller regions not included in the survey report are available on request from the Board.

3. Where a 0 appears in a table, this may indicate the presence of a planting of less than 0.5 hectares, or it may indicate zero plantings. Rounding may produce a slight error in totals or percentages.

Clare Valley

Vintage overview

Vintage report

Growing conditions leading up to Vintage 2012 were relatively mild, with regular Spring rains favouring good canopy growth. Budburst was approximately 10 days earlier than 'average', and this followed through until harvest time, with most varieties coming in 1-2 weeks earlier than in a 'typical' year, starting in mid to late February, with most varieties harvested by early April. Harvest conditions were excellent, and the one substantial rain during harvest occurred after most whites were already picked, and appeared to freshen up the reds, particularly the dry-grown blocks.

The mild conditions and regular rainfall after budburst did create some fungal disease pressure, made worse by the level of carryover spores from the previous year.

Vigilance with crop protection paid off; however, very little fruit was rejected on the basis of disease. Two hail events caused significant crop loss in some areas of the valley, particularly the North

Overall, yields were light in comparison to long term averages, but some varieties were exceptions. Riesling and Merlot, in particular seem to have been the most consistent bearers this season, with average to above average yields, and early winemaker reports indicate very good quality Riesling, thanks to the mild growing conditions. Shiraz and Cabernet have been the most variable varieties in terms of yield, with significant differences between the Northern and Southern end of the Valley, and also between clones and different aged vines. Overall, Shiraz and Cabernet Sauvignon yields have been lower than average. The lower yield expectations, coupled with lower Shiraz intake in 2011, appears to have reduced oversupply issues in the short term, and growers have reported steady demand and slightly better prices for Shiraz in 2012.

At this early stage, winemakers are indicating that Shiraz, Cabernet Sauvignon and Grenache quality is outstanding, with intense colour and excellent flavour development. White wine quality, in particular Riesling, is also being reported as consistently good across the region.

Kate Strachan
Clare Region Winegrape Growers Association

Overview of vintage statistics

The harvest from the Clare Valley was 19,847 tonnes in 2012, up by 5.3% compared with 2011. The total value of grapes crushed in the region also increased by $2.5 million to $19 million. The average purchase value increased for the major varieties – with Shiraz up by $76 to $1,119; Cabernet Sauvignon up by $147 per tonne to $1,029 per tonne, and Riesling up by $60 per tonne to $910 per tonne..

There were 14 hectares of new plantings in the Clare Valley in spring 2011 (including top-working and replacements), with 42.8% Riesling and Cabernet Sauvignon respectively.

The estimated production from the Clare Valley for 2013 is 27,750 tonnes. The wineries' committed intake is 21,800 tonnes, leaving 5,950 tonnes (21.5%) of uncommitted fruit.

By 2017, the estimated production will remain unchanged at 27,800 tonnes, of which 60% (16,700 tonnes) is already under contract or winery grown fruit. This leaves around 11,100 tonnes as yet uncontracted.

Clare Valley

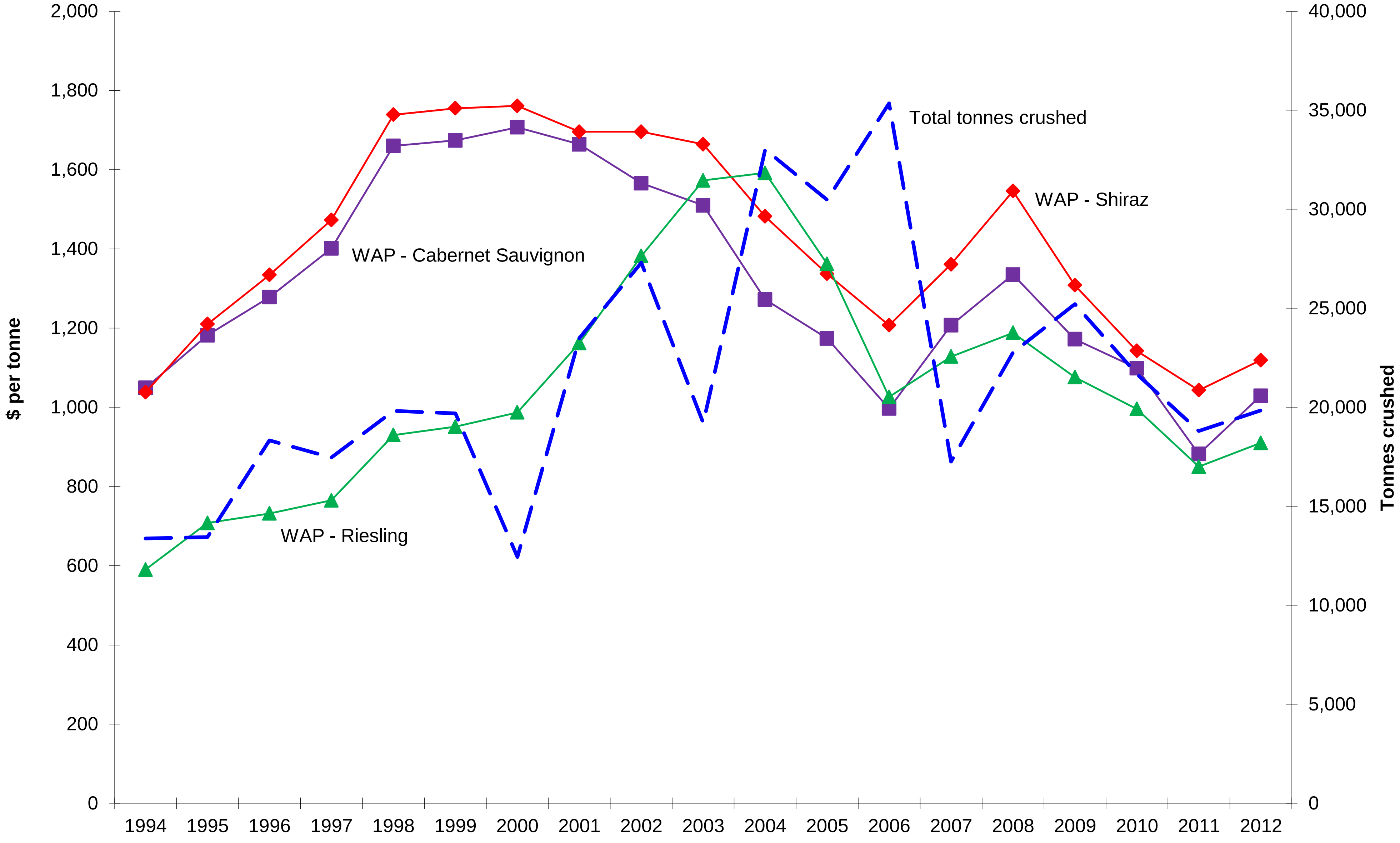
Winegrape intake summary - vintage 2012

Variety	Tonnes purchased	Lowest price[1]	Highest price[1]	Total value purchased grapes	Calc avg. purch. value per tonne	Winery grown fruit	Total crushed[2]	Est total value ALL grapes
RED								
Barbera	0			$0	$0	9	9	$9,509
Cabernet Franc	2			$2,500	$1,250	44	46	$57,850
Cabernet Sauvignon	1,386	$600	$2,000	$1,425,846	$1,029	1,889	3,275	$3,369,788
Grenache	57	$650	$1,500	$71,150	$1,251	100	157	$196,044
Malbec	74	$650	$1,600	$72,141	$980	90	164	$160,790
Mataro	92			$72,488	$786	48	140	$110,289
Merlot	781	$500	$1,100	$525,984	$674	686	1,467	$988,070
Muscat a Petit Grains Rouge	0			$0	$0	3	3	$3,400
Nebbiolo	0			$0	$0	8	8	$8,446
Other Red	27			$24,570	$897	25	53	$47,400
Petit Verdot	4			$4,400	$1,100	33	37	$40,480
Pinot Noir	2			$1,600	$800	39	41	$32,544
Ruby Cabernet	0			$0	$0	5	5	$5,296
Sangiovese	80			$52,000	$650	38	118	$76,980
Shiraz	3,143	$600	$3,000	$3,515,200	$1,119	2,513	5,656	$6,326,268
Tempranillo	37	$650	$1,400	$43,968	$1,200	61	98	$117,192
Touriga	0			$0	$0	5	5	$5,204
Zinfandel	0			$0	$0	3	3	$3,067
Total Red winegrapes	**5,684**			**$5,811,847**		**5,602**	**11,286**	**$11,558,618**
WHITE								
Chardonnay	626	$600	$900	$401,722	$642	411	1,037	$665,563
Chenin Blanc	0			$0	$0	5	5	$4,552
Muscadelle	0			$0	$0	10	10	$8,589
Muscat a Petit Grains Blanc	0			$0	$0	4	4	$3,811
Muscat Gordo Blanco	0			$0	$0	6	6	$4,796
Other White	32			$37,256	$1,164	24	56	$65,588
Pedro Ximenes	0			$0	$0	13	13	$11,075
Pinot Gris	106			$113,544	$1,069	156	262	$279,908
Riesling	3,844	$250	$2,000	$3,498,412	$910	2,612	6,456	$5,875,829
Sauvignon Blanc	4			$4,800	$1,200	55	59	$70,632
Semillon	233	$600	$1,000	$177,211	$762	249	482	$366,799
Traminer	74	$600	$1,400	$55,575	$747	26	101	$75,157
Verdelho	0			$0	$0	8	8	$6,601
Viognier	6			$5,940	$1,000	59	65	$64,640
Total White winegrapes	**4,925**			**$4,294,460**		**3,637**	**8,562**	**$7,503,541**
Total All winegrapes	**10,609**			**$10,106,307**		**9,239**	**19,847**	**$19,062,158**

1 Lowest and highest prices are only reported when there are at least three purchasers. Very low prices may relate to extremely small parcels of fruit or fruit delivered that was over the contract amount or penalised for other reasons.

2 It is estimated that the non-response rate for Clare Valley is 22.4%.

Clare Valley **Historical Weighted Average Price vs tonnes crushed**



Current plantings by variety and year planted

	Current area in hectares					
Variety	*Pre-2009*	*2009*	*2010*	*2011*	*Total area*	*% planted in 2011*
Red winegrapes						
Cabernet Franc	16	0	0	0	16	*0%*
Cabernet Sauvignon	1,147	6	5	6	1,164	*0%*
Grenache	64	0	0	0	64	*0%*
Malbec	62	0	0	1	64	*2%*
Mataro (Mourvedre)	31	0	0	0	31	*0%*
Merlot	296	0	0	0	296	*0%*
Nebbiolo	4	0	0	0	4	*0%*
Other red	36	0	0	0	36	*0%*
Sangiovese	33	0	0	0	33	*0%*
Shiraz	1,881	0	1	0	1,881	*0%*
Tempranillo	27	0	4	0	31	*0%*
Total red varieties	**3,597**	**6**	**10**	**7**	**3,620**	***0%***
White winegrapes						
Chardonnay	252	0	0	0	252	*0%*
Other white	18	5	1	2	26	*7%*
Pinot Gris	39	2	0	0	41	*0%*
Riesling	1,216	3	5	6	1,229	*0%*
Sauvignon Blanc	23	0	1	0	24	*0%*
Semillon	157	0	1	0	159	*0%*
Traminer (Gewurztraminer)	28	0	1	0	29	*0%*
Verdelho	4	0	0	0	4	*0%*
Viognier	23	0	0	0	23	*0%*
Total white varieties	**1,759**	**10**	**9**	**7**	**1,786**	***0%***
Unknown variety	29	0	0	0	29	*0%*
Rootstock block	1	0	0	0	1	*0%*
Total all varieties	**5,387**	**16**	**19**	**14**	**5,436**	***0%***

Clare Valley

Estimated supply and committed intake 2013 - 2017

Variety	2013 Est Supply [1]	2013 Committed intake[2] Winery grapes	2013 Committed intake[2] Contract purchases	2013 Committed intake[2] Total committed intake	2015 Est Supply [1]	2015 Committed intake[2] Winery grapes	2015 Committed intake[2] Contract purchases	2015 Committed intake[2] Total committed intake	2017 Est Supply [1]	2017 Committed intake[2] Winery grapes	2017 Committed intake[2] Contract purchases	2017 Committed intake[2] Total committed intake
Red winegrapes												
Barbera	17	12	23	35	17	12	0	12	17	12	0	12
Cabernet Franc	79	70	3	73	79	70	3	73	79	70	3	73
Cabernet Sauvignon	4,614	2,887	1,051	3,938	4,636	3,160	316	3,475	4,636	3,194	316	3,510
Grenache	321	106	58	164	321	107	14	121	321	107	14	121
Malbec	312	127	104	231	316	128	96	224	316	128	96	224
Mataro	157	38	12	50	157	38	12	50	157	38	12	50
Merlot	1,480	688	373	1,061	1,480	688	164	852	1,480	688	87	775
Muscat a Petit Grains Rouge / Rose	0	5	0	5	0	5	0	5	0	5	0	5
Nebbiolo	19	12	26	37	19	12	0	12	19	12	0	12
Other Red	134	35	26	61	134	38	26	63	134	42	26	67
Petit Verdot	42	50	6	56	42	50	6	56	42	50	6	56
Pinot Noir	60	70	5	74	61	70	5	74	61	70	5	74
Ruby Cabernet	6	7	0	7	6	7	0	7	6	7	0	7
Sangiovese	165	28	102	130	166	34	0	34	166	34	0	34
Shiraz	9,405	3,664	2,382	6,046	9,406	3,833	911	4,744	9,406	3,856	894	4,750
Tempranillo	145	94	45	139	149	121	20	140	149	127	20	146
Touriga	0	12	0	12	0	12	0	12	0	12	0	12
Zinfandel	0	3	0	3	0	3	0	3	0	3	0	3
Total red winegrapes	**16,958**	**7,907**	**4,216**	**12,123**	**16,989**	**8,385**	**1,572**	**9,957**	**16,989**	**8,453**	**1,478**	**9,931**

[1] *Supply forecast produced by PGIBSA based on the South Australian vineyard register*

[2] *A raising factor of 1.161 has been applied to committed intake to allow for non-respondents*

Clare Valley

Estimated supply and committed intake 2013 - 2017

	2013				2015				2017			
	Est Supply [1]	Committed intake[2]			Est Supply [1]	Committed intake[2]			Est Supply [1]	Committed intake[2]		
Variety		*Winery grapes*	*Contract purchases*	*Total committed intake*		*Winery grapes*	*Contract purchases*	*Total committed intake*		*Winery grapes*	*Contract purchases*	*Total committed intake*
White winegrapes												
Chardonnay	1,509	641	705	1,346	1,509	641	100	741	1,509	641	100	741
Chenin Blanc	14	10	0	10	14	10	0	10	14	10	0	10
Muscadelle	0	15	0	15	0	15	0	15	0	15	0	15
Muscat a Petit Grains Blanc	7	8	0	8	7	8	0	8	7	8	0	8
Muscat Gordo Blanco	8	6	0	6	8	6	0	6	8	6	0	6
Other White	196	39	23	63	212	45	0	45	212	50	0	50
Pedro Ximenes	0	14	0	14	0	14	0	14	0	14	0	14
Pinot Gris	240	221	58	279	244	255	70	325	244	267	87	354
Riesling	7,320	3,165	3,929	7,095	7,347	3,261	2,363	5,624	7,347	3,261	1,585	4,845
Sauvignon Blanc	141	79	51	130	142	67	0	67	142	67	0	67
Semillon	1,026	384	156	540	1,028	403	53	456	1,028	409	53	462
Traminer	172	50	23	74	174	50	23	74	174	50	23	74
Verdelho	24	23	0	23	24	23	0	23	24	23	0	23
Viognier	136	80	7	87	136	80	7	87	136	80	7	87
Total white winegrapes	**10,794**	**4,738**	**4,952**	**9,690**	**10,845**	**4,880**	**2,616**	**7,497**	**10,845**	**4,902**	**1,855**	**6,757**
All winegrapes	**27,751**	**12,645**	**9,168**	**21,812**	**27,833**	**13,266**	**4,188**	**17,454**	**27,833**	**13,356**	**3,333**	**16,688**

[1] *Supply forecast produced by PGIBSA based on the South Australian vineyard register*
[2] *A raising factor of 1.161 has been applied to committed intake to allow for non-respondents*