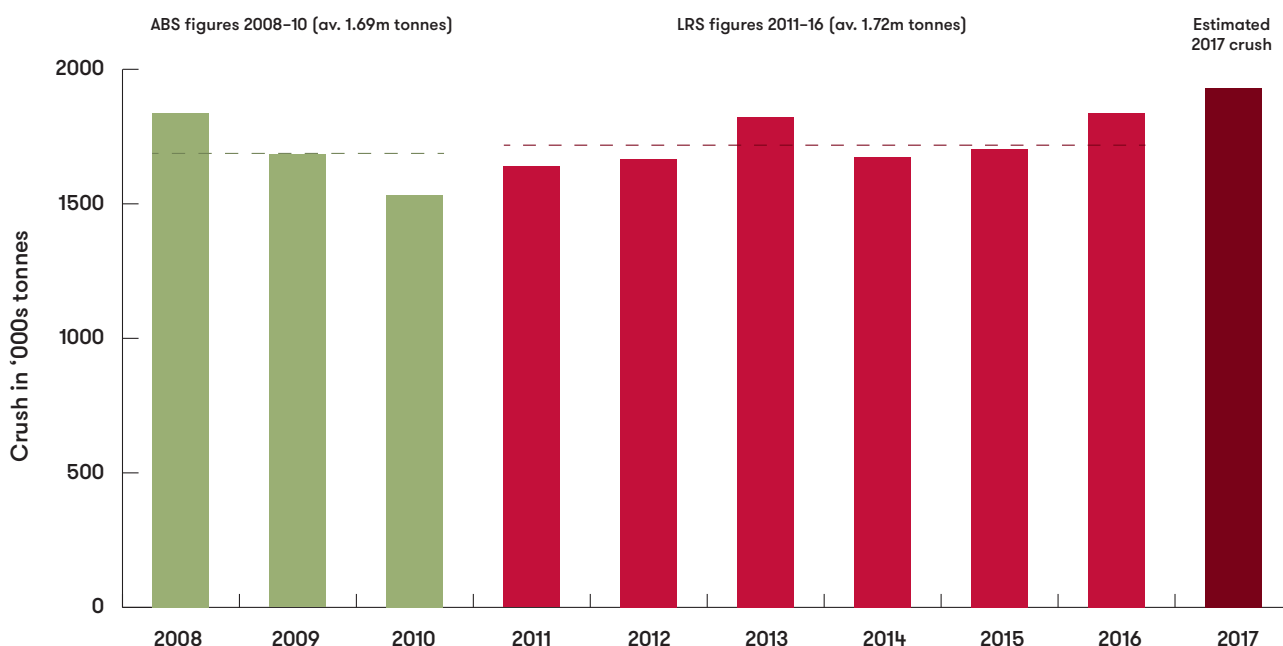


National Vintage Report 2017

At a glance summary

- Crush grew by 5 per cent to 1.93 million tonnes
- The total estimated value of the Australian winegrape crush is \$1.22 billion — an increase of 13 per cent from \$1.08 billion in 2016
- Average purchase price across all varieties increased 7 per cent to \$565 per tonne — the highest since 2008
- Red varieties crush grew by 12 per cent — increased its share from 52 per cent to 55 per cent of the total crush
- Shiraz tonnes crushed increased by 15 per cent, Cabernet Sauvignon by 8 per cent and Merlot by 10 per cent
- White varieties tonnes crushed fell 2 per cent overall
- Chardonnay crush down by 13 per cent — more than offsetting increased tonnes for Sauvignon Blanc (up by 4 per cent), Pinot Gris/Grigio (up by 2 per cent) and Muscat Gordo Blanco (up by 24 per cent)
- Crush in warmer inland regions grew by 3 per cent and cool/temperate regions increased by 9 per cent
- Average winegrape purchase prices paid increased across the board:
 - Warmer inland regions increased by 10 per cent to \$345 per tonne and cool/temperate regions increased by 3 per cent to \$1,232 per tonne
 - Red varieties increased by 6 per cent to \$691 per tonne
 - White varieties grew by 6 per cent to \$420 per tonne
 - Overall prices increased by 7 per cent, due to a higher proportion of reds in the mix
- The proportion of winery-owned fruit increased slightly from 32 per cent of the crush in 2016 to 33 per cent in 2017.

Total crush in Australia – past 10 years



Overview of the 2017 winegrape crush

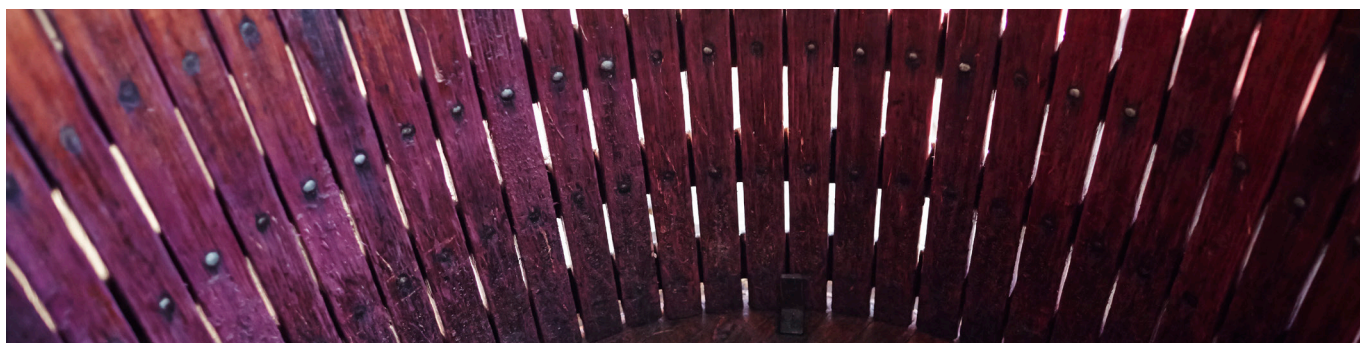
The 2017 winegrape crush is estimated to be 1.93 million tonnes, based on responses received by the Wine Sector Survey 2017. This crush is 5 per cent higher than the 2016 final crush figure of 1.84 million tonnes (Department of Agriculture and Water Resources — Levies recorded figure). It is the third consecutive vintage where the tonnes crushed have increased.

Additional tonnes this year came relatively equally from the cool and temperate regions of Australia and the warmer inland regions (Riverina, Murray Darling–Swan Hill and Riverland). However, the tonnes from the cool and temperate regions increased by 9 per cent compared to a 3 per cent increase in the warmer inland regions. The increase in the warmer inland regions was lower principally due to a decline in tonnes in Murray Darling–Swan Hill, where a substantial area of vineyards has been removed from the production base.

The warmer inland regions' share of the crush was down slightly to 69 per cent and the cool and temperate's share was 31 per cent.

Most regions recorded an increase in tonnes crushed including: Riverland, Riverina, Barossa Valley, McLaren Vale, Coonawarra, Clare Valley, Wrattenbully, Margaret River, King Valley, Eden Valley, Heathcote, Tasmania, Orange, Gundagai, Grampians, Hunter Valley, Hilltops, Alpine Valleys and Rutherglen.

Regions where the tonnes crushed declined in 2017 included Murray Darling–Swan Hill, Langhorne Creek, Padthaway, Adelaide Hills, Currency Creek, Goulburn Valley, Cowra, Swan District, Mount Benson, Robe and Mudgee.



Crush by variety

The 2017 red variety crush is estimated to be 1,062,660 tonnes — an increase of 112,000 tonnes (up 12 per cent) compared with 2016. The white variety crush is estimated to be 866,970 tonnes, a decrease of 19,000 tonnes (down 2 per cent) compared with 2016. Red varieties increased their share of the crush to 55 per cent, compared with 52 per cent in 2016.

The crush of most major red varieties increased this year. Shiraz grew by 15 per cent, Cabernet Sauvignon by 8 per cent, Merlot by 10 per cent, Pinot Noir by 2 per cent, Petit Verdot by 15 per cent and Grenache by 33 per cent.

The top three red varieties by volume were Shiraz, Cabernet Sauvignon and Merlot, together accounting for 85 per cent of the total red crush. Shiraz accounted for 47 per cent of the red crush (up slightly from 2016), while the Cabernet Sauvignon share fell from 27 per cent to 26 per cent and Merlot remained at 12 per cent.

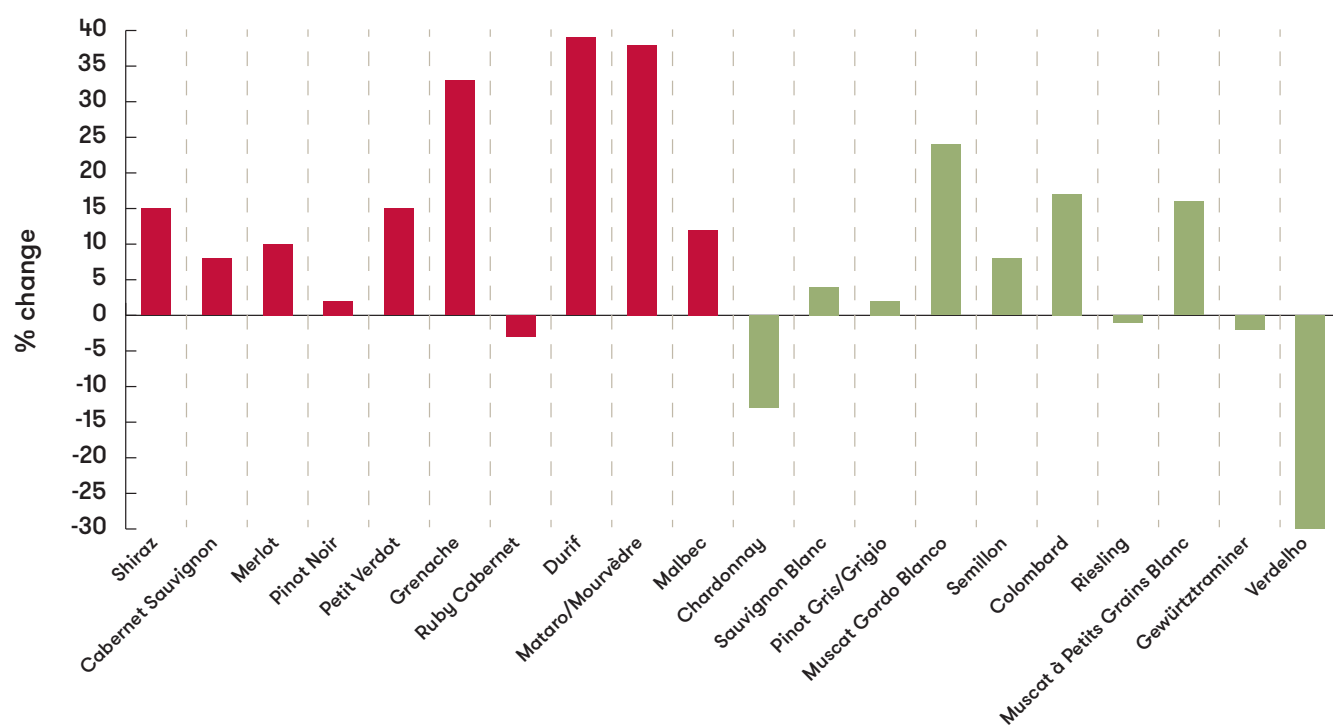
Among the whites, Chardonnay remains the dominant variety. However, its share fell from 47 per cent in 2016 to 42 per cent this year with the Chardonnay crush down 13 per cent.

The decline in the Chardonnay crush offset increases for most other white varieties. Sauvignon Blanc — second at 12 per cent of the white crush — had an increase of 4 per cent in tonnes crushed. Other top 10 white varieties with increased tonnes crushed included Pinot Gris/Grigio (up 2 per cent), Muscat Gordo Blanco (up 24 per cent), Semillon (up 8 per cent), Colombard (up 17 per cent) and Muscat à Petits Grains Blanc (up 16 per cent). The increase in Muscat Gordo Blanco reflects the increase in exports of Moscato in 2016–17.

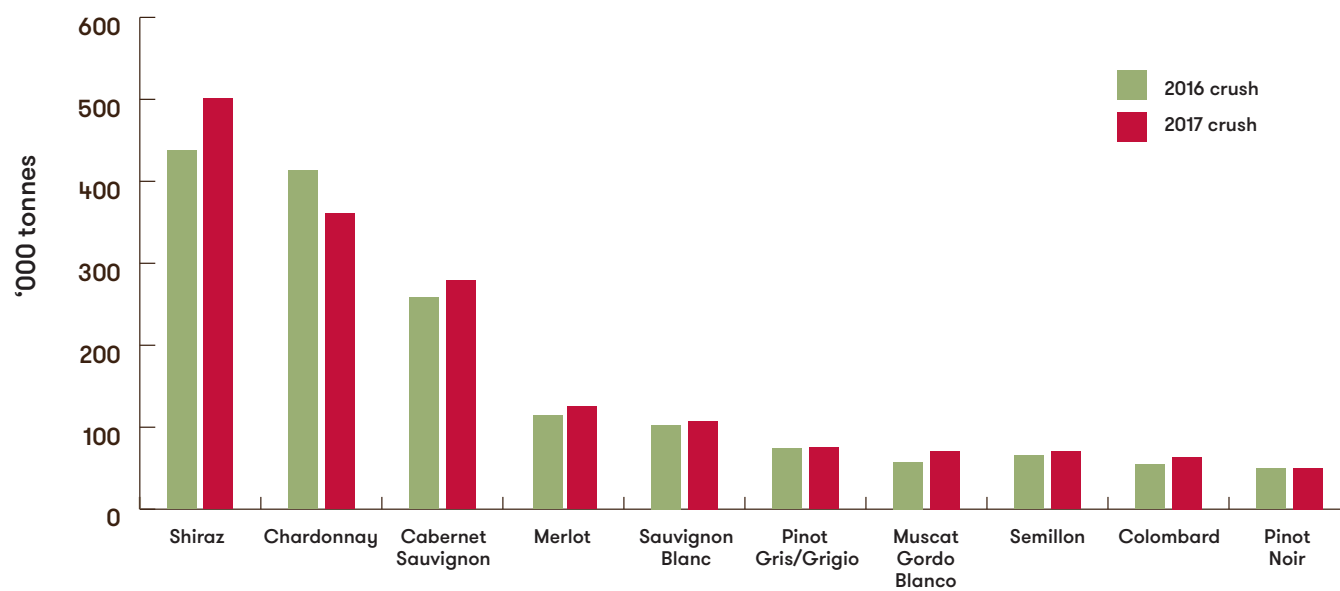
Overall, the top ten varieties did not change in 2017, although Muscat Gordo Blanco and Semillon swapped places. The two biggest movers outside the top ten were Mataro/Mourvèdre, which climbed from 26th to 20th place, and Prosecco, which jumped from 27th to 21st. The volume of Mataro/Mourvèdre increased by 38 per cent and Prosecco increased by 78 per cent.

Of the minor/alternative varieties, volumes increased significantly for Dolcetto, Pinot Meunier (most likely for use in sparkling wine), Montepulciano, Tarrango and Fiano.

Change in tonnes crushed 2016–2017 – reds and whites



Comparison of 2016 and 2017 crush – top 10 varieties



Crush by winery size

The Australian wine sector is made up of a small number of large wineries and a large number of small wineries. The Wine Sector Survey results demonstrate this.

There were 26 companies that crushed more than 10,000 tonnes and they accounted for 88 per cent of the crush, while the smallest group (crush less than 50 tonnes) accounted for 30 per cent of the respondents and less than 1 per cent of the crush.

Crush by winery size

Size of reported crush	# of respondents	% of crush
10,000 tonnes +	26	87.9%
5,000–10,000 tonnes	5	2.1%
1,000–5,000 tonnes	46	5.8%
500–1,000 tonnes	48	1.9%
50–500 tonnes	188	2.1%
Under 50 tonnes	145	0.2%
Total	458	100%



Analysis of grape purchase value

The winegrape purchases collected in the Wine Sector Survey 2017 totalled 1,135,333 tonnes, valued at \$641,246,737. Over 35,000 transactions were collected and they form the basis of this analysis.

Dividing the total value by total tonnes purchased results in an average purchase price of \$565 per tonne, up by 7 per cent on the average of \$526 calculated in 2016. This figure is the highest since 2008 and above the average price across the previous five years of \$477 per tonne. It is the third consecutive vintage where the average purchase price for winegrapes increased. Winegrape prices have been on an upward trend since 2011. Prior to that, prices had been on downward trend from 1999.

The average purchase price in the warmer inland regions increased by 10 per cent to \$345 per tonne, while the cool/temperate regions grew at a lower rate of 3 per cent to \$1232 per tonne.

The average purchase price of red grapes increased by 6 per cent from \$651 per tonne to \$691 per tonne, while the average price of white grapes also increased by 6 per cent from \$398 to \$420 per tonne. (The overall increase in price is higher than either the red or white increases because there was also an increase in the proportion of reds in the mix.)

All but two of the top ten varieties showed increases in the national average purchase price. Shiraz and Colombard had the greatest increases (each grew by 12 per cent) followed by Muscat Gordo Blanco (up 10 per cent), Pinot Gris/Grigio (up 9 per cent) and Chardonnay (up 7 per cent). The two exceptions were Cabernet Sauvignon (fell by 1 per cent) and Pinot Noir (down 0.3 per cent).

There was an increase in the proportion of A and B grades purchased (i.e. \$1500 and above per tonne) from 6.4 per cent to 7.4 per cent, which has contributed to the overall increase in average purchase values. Red varieties have been responsible for this increase, with the share of reds purchased at \$1500 per tonne or above increasing from 10.6 per cent to 11.8 per cent while there was no significant change for whites.

An analysis of the dispersion of prices by variety indicates that 12 per cent of reds were purchased at \$1500 per tonne or above in 2017, while 71 per cent were purchased at below \$600 per tonne.

Shiraz was the biggest driver in the overall increase in the average purchase price as the share of Shiraz purchased at A and B grades increased from 13.3 per cent in 2016 to 15.5 per cent in 2017 and double the proportion from five years ago.

Whites are more heavily weighted to the lower end of the price scale, with 87 per cent of white varieties purchased at below \$600 per tonne (D and E grades) and 3 per cent at A and B grades. For both reds and whites, the proportion purchased in the lowest price categories reduced slightly compared with 2016.

Extrapolating to the total crush by assigning the same average price to own-grown fruit at a variety and region level gives an estimated total value of the 2017 Australian winegrape harvest of \$1.22 billion, compared with \$1.08 billion in 2016 — an increase of 13 per cent.

The increase in the estimated value of the crush is due to the increased tonnes crushed as well as the increase in the price paid for purchased winegrapes.

Average winegrape purchase value 1999–2016



Crush value by variety

Major varieties	2017 tonnes	% change in tonnes	2017 weighted average price	% change in price
Red				
Shiraz	500,938	15%	\$765	12%
Cabernet Sauvignon	279,041	8%	\$647	-1%
Merlot	125,487	10%	\$455	5%
Pinot Noir	50,108	2%	\$884	0%
PetitsVerdot	23,647	15%	\$362	5%
Grenache	17,911	33%	\$859	-3%
Ruby Cabernet	12,594	-3%	\$320	2%
Durif	9,189	39%	\$537	12%
Mataro/Mourvèdre	7,494	38%	\$766	0%
Malbec	6,553	12%	\$656	-14%
Other red	29,697			
Red total	1,062,660	12%	\$691	6%
White				
Chardonnay	361,047	-13%	\$411	7%
Sauvignon Blanc	107,423	4%	\$568	3%
Pinot Gris/Grigio	75,338	2%	\$674	9%
Muscat Gordo Blanco	71,231	24%	\$239	10%
Semillon	70,495	8%	\$361	5%
Colombard	63,506	17%	\$230	12%
Riesling	28,288	-1%	\$871	13%
Muscat à PetitsGrains Blanc	25,836	16%	\$313	2%
Gewürztraminer	14,176	-2%	\$369	1%
Verdelho	7,755	-30%	\$467	19%
Other white	41,877			
White total	866,970	-2%	\$420	6%
Grand total	1,929,630	5%	\$565	7%

Method

The Wine Sector Survey is a single annual crush and price survey conducted by Wine Australia on behalf of the Australian wine sector. This report has been prepared by Wine Australia based on an analysis of the survey results. The National Vintage Report is released jointly by Wine Australia, the Winemakers' Federation of Australia and Australian Vignerons. Wine Australia wine grape levy payers (approximately 2,000 businesses) were surveyed. Wine Tasmania conducted the survey in Tasmania. We thank them for their contribution.

Respondents were asked to provide individual transaction data by variety and region for grape purchases and a summary of their own-grown fruit by variety and region. This enables accurate reporting of crush (production) and price dispersion data by variety and GI region, as well as at a national and state level.

The response rate overall was 27 per cent of businesses surveyed; it includes all wineries known to have crushed over 10,000 tonnes, and is estimated to account for 88 per cent of all winegrapes crushed in 2017.

At a national level, the data collected has been scaled up to provide an estimate of the actual crush by variety. However, individual regional and state reports prepared based on these results use the reported raw figures and are therefore likely to underestimate their actual crush but do not build in any assumptions, which would be less reliable at a variety-region level of detail.

Calculating the national crush estimate

To estimate the total crush for 2017, wineries that responded to both the 2016 and 2017 surveys were compared and the crush difference for these businesses was found to be 5 per cent. This percentage increase was then applied to the crush figure for 2016 provided by Department of Agriculture and Water Resources – Levies, which collects levies based on crush and is the most accurate crush figure available (once it is finalised in approximately November each year). The Levies figure for 2016 is 1,836,372 tonnes. This figure should be considered the final crush figure for 2016 and replaces the estimate of 1,807,207 tonnes reported in the 2016 National Vintage Report.

To estimate the total crush for each variety, the proportion that each contributed to the reported (raw) numbers in each year is calculated and then applied to the total crush figure for that year. It should be noted that the 2016 figures reported in this report will vary slightly from those reported last year, as they have been adjusted for the actual Department of Agriculture and Water Resources – Levies recorded figure.

Please direct any questions on the method and data to Peter Bailey at Wine Australia: peter.bailey@wineaustralia.com



National Vintage Report 2017: Appendix

This appendix contains price dispersion tables by region and variety. The information includes tonnes purchased and the breakdown of pricing by grade, tonnes of own grown fruit and an estimated total value of all grapes. It is important to note that these tables utilise raw collected data and therefore tonnes and total value will differ from figures quoted in the National Vintage Report 2017. For purchased grapes, if a regional/varietal combination did not contain three or more responses, it was excluded for the sake of privacy of those respondents.

Contents

Summary	A2-6	Padthaway	A31
Tonnes by variety	A2-3	Riverland	A32-33
Tonnes by region	A4-6	Wrattonbully	A34
Murray Darling – Swan Hill	A7-8	Tasmania	A35
Murray Darling – Swan Hill	A7-8	Tasmania	A35
New South Wales	A9-17	Victoria	A36-48
Cowra	A9	Alpine Valleys	A36
Gundagai	A10	Bendigo	A37
Hilltops	A11	Geelong	A38
Hunter	A12	Glenrowan	A39
Mudgee	A13	Goulburn Valley	A40
Orange	A14	Grampians	A41
Riverina	A15-16	Heathcote	A42
Tumbarumba	A17	King Valley	A43
Queensland	A18	Mornington Peninsula	A44
Queensland	A18	Pyrenees	A45
South Australia	A19-34	Rutherglen	A46
Adelaide Hills	A19	Strathbogie Ranges	A47
Adelaide Plains	A20	Yarra Valley	A48
Barossa Valley	A21-22	Western Australia	A49-53
Clare Valley	A23	Geographe	A49
Coonawarra	A24	Great Southern	A50
Currency Creek	A25	Margaret River	A51
Eden Valley	A26	Pemberton	A52
Langhorne Creek	A27	Swan District	A53
McLaren Vale	A28-29		
Mount Benson	A30		

Small discrepancies between the total tonnes and the sum of winery grown plus purchases are a result of purchased fruit where no pricing data has been provided. These are omitted from the purchased column but are included in the total and in the estimated total value of all grapes.

Only defined GI regions where the total collected tonnage exceeds 1000 tonnes have been included. Information for smaller regions and ‘zones – other’ can be obtained on request. Please contact 8228 2000 or info@wineaustralia.com

Variety summary

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Barbera	364	3%	78%	10%	6%	4%	\$188,020	\$516	-10%	82	18%	446	\$297,044
Cabernet Franc	436	1%	32%	52%	4%	10%	\$493,562	\$1,132	29%	714	62%	1,150	\$1,238,312
Cabernet Sauvignon	156,641	1%	68%	23%	5%	3%	\$101,366,698	\$647	-2%	88,165	36%	244,886	\$178,359,847
Cienna	332									896	73%	1,228	\$829,740
Dolcetto	297	65%	27%	7%		1%	\$104,575	\$352	-45%	783	73%	1,080	\$628,630
Durif	6,364		74%	24%	2%	0%	\$3,417,879	\$537	12%	1,700	21%	8,064	\$4,723,037
Grenache	10,328	23%	36%	14%	20%	8%	\$8,874,602	\$859	-3%	5,391	34%	15,719	\$14,921,282
Lagrein	56	16%		78%		6%	\$54,531	\$971	27%	117	68%	173	\$107,298
Malbec	3,396	18%	42%	35%	4%	1%	\$2,226,505	\$656	-16%	2,355	41%	5,751	\$4,337,049
Mataro/Mourvèdre	4,672	27%	36%	15%	14%	9%	\$3,577,347	\$766	-2%	1,905	29%	6,577	\$6,137,775
Merlot	66,605	1%	82%	15%	1%	0%	\$30,273,157	\$455	5%	43,508	40%	110,127	\$53,136,121
Montepulciano	271		59%	25%	4%	12%	\$229,632	\$848	-4%	446	62%	717	\$551,407
Muscat à Petits Grains Blanc	792	21%	69%	5%	5%		\$370,767	\$468	13%	624	44%	1,416	\$683,646
Nero d'Avola	359	72%		14%	10%	4%	\$204,689	\$570	-9%	437	55%	796	\$504,170
Petits Verdot	12,343	14%	84%	2%	0%	0%	\$4,470,748	\$362	4%	8,410	41%	20,753	\$8,130,597
Pinot Meunier	456			45%	38%	17%	\$713,116	\$1,562	9%	441	49%	898	\$1,483,126
Pinot Noir	30,386	0%	58%	23%	9%	10%	\$26,872,962	\$884	0%	13,556	31%	43,975	\$48,880,796
Roussanne	328	3%	75%	15%	7%		\$178,776	\$545	-22%	281	46%	609	\$526,910
Ruby Cabernet	6,962	27%	73%				\$2,227,533	\$320	2%	4,090	37%	11,053	\$3,654,143
Sangiovese	1,980	2%	57%	34%	6%	1%	\$1,386,384	\$700	-16%	1,918	49%	3,897	\$2,746,859
Shiraz	296,171	1%	66%	18%	6%	10%	\$226,620,253	\$765	12%	143,144	33%	439,623	\$377,973,489
Tarrango	247									95	28%	342	\$126,938
Tempranillo	2,491	0%	51%	19%	25%	5%	\$2,305,774	\$926	1%	2,631	51%	5,129	\$4,139,277
Other red	3,470	5%	67%	19%	5%	4%	\$2,190,517	\$631	-10%	4,711	58%	8,181	\$5,565,717
Red total	605,746	2%	67%	19%	5%	6%	\$418,632,028	\$691	6%	326,401	35%	932,590	\$719,683,210

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Variety summary

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
White													
Canada Muscat	3,115		100%				\$1,403,527	\$451	0%	1,071	26%	4,186	\$1,884,996
Chardonnay	230,389	12%	77%	9%	2%	1%	\$94,598,126	\$411	7%	86,455	27%	316,855	\$141,968,230
Chenin blanc	3,150	75%	1%	23%	0%		\$1,189,512	\$378	-6%	1,248	28%	4,398	\$1,932,792
Colombard	45,906	98%	2%				\$10,546,503	\$230	12%	9,827	18%	55,733	\$12,858,790
Doradillo	38									95	71%	133	\$29,033
Fiano	454		66%	24%	7%	3%	\$350,720	\$773	-9%	2,187	83%	2,641	\$1,567,490
Gewurztraminer	7,097	20%	68%	11%	0%	0%	\$2,621,238	\$369	1%	5,344	43%	12,441	\$4,811,679
Marsanne	1,157	32%	67%	1%	0%	1%	\$404,994	\$350	-16%	1,033	47%	2,190	\$1,132,097
Moscato Giallo	2,372	65%	33%	2%			\$708,353	\$299	1%	478	17%	2,850	\$899,718
Muscadelle (Tokay)	33		42%	58%			\$21,372	\$651	-44%	388	92%	420	\$334,452
Muscat à Petits Grains Blanc	16,667	30%	68%	2%	0%	0%	\$5,217,712	\$313	2%	6,007	26%	22,674	\$7,348,780
Muscat Gordo Blanco	52,090	89%	10%	0%			\$12,473,351	\$239	10%	10,422	17%	62,512	\$14,986,187
Pinot Gris/Grigio	34,824	2%	72%	22%	3%	2%	\$23,487,398	\$674	9%	31,273	47%	66,116	\$45,439,514
Prosecco	3,741		61%	38%	1%		\$2,635,588	\$705	-6%	2,476	40%	6,217	\$4,896,267
Riesling	11,358	13%	22%	54%	8%	4%	\$9,889,643	\$871	13%	13,418	54%	24,825	\$23,000,598
Sauvignon Blanc	65,476	0%	74%	22%	4%	1%	\$37,190,436	\$568	3%	28,796	31%	94,274	\$58,354,539
Semillon	39,915	78%	10%	12%	1%	0%	\$14,420,414	\$361	5%	21,946	35%	61,866	\$23,226,413
Sultana	427	100%					\$84,966	\$199	-8%			427	\$84,966
Verdelho	3,577	60%	16%	24%	0%		\$1,671,595	\$467	19%	3,229	47%	6,806	\$3,352,927
Vermentino	1,263	4%	72%	18%	5%	0%	\$728,111	\$577	8%	1,095	46%	2,358	\$1,276,617
Viognier	4,566	31%	49%	16%	2%	1%	\$2,183,659	\$478	-4%	1,532	25%	6,098	\$3,262,194
Other white	1,972	65%	21%	8%	4%	1%	\$779,160	\$395	-18%	2,860	59%	4,832	\$2,500,733
White total	529,587	32%	55%	11%	2%	1%	\$222,614,710	\$420	6%	231,178	30%	760,853	\$355,149,012
Grand total	1,135,333	16%	61%	15%	4%	4%	\$641,246,737	\$565	7%	557,580	33%	1,693,443	\$1,074,832,222

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Region summary

Region	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Murray Darling – Swan Hill	254,160	19%	80%	1%			\$90,743,668	\$357	15%	105,454	29%	359,613	\$129,832,427
New South Wales													
Big Rivers zone other	1,647									6,234	79%	7,881	\$2,413,451
Canberra District	64				58%	42%	\$120,067	\$1,883	2%	289	82%	352	\$670,667
Central Ranges zone other	5,202		92%	8%	0%		\$2,246,434	\$432	-24%			5,202	\$2,246,434
Cowra	3,890	18%	78%	4%			\$1,477,876	\$380	-8%	124	3%	4,014	\$1,524,127
Gundagai	4,847		63%	37%			\$2,837,867	\$585	40%	62	1%	4,909	\$2,876,134
Hastings River										29	100%	29	\$22,124
Hilltops	1,524		19%	70%	10%	2%	\$1,361,185	\$893	13%	1,107	42%	2,631	\$2,326,263
Hunter	1,617	0%	8%	71%	15%	6%	\$1,943,301	\$1,202	1%	1,620	50%	3,238	\$4,030,388
Hunter Valley zone other	235			100%			\$297,550	\$1,264		190	45%	426	\$520,655
Mudgee	410		66%	34%			\$292,128	\$713	-4%	909	69%	1,319	\$1,069,368
New England Australia	19									11	36%	29	\$57,227
Northern Slopes zone other	2											2	\$3,195
Orange	4,398		19%	75%	5%	1%	\$4,119,406	\$937	-5%	1,658	27%	6,056	\$5,787,592
Perricoota	299		100%				\$141,907	\$474	9%	34	10%	333	\$159,367
Riverina	221,291	29%	70%	1%			\$73,787,697	\$333	5%	90,019	29%	311,310	\$104,425,822
Shoalhaven Coast										0		0	\$0
Southern Highlands										44	100%	44	\$32,787
Southern NSW zone other	371											371	\$120,627
Tumbarumba	1,201			39%	49%	12%	\$1,918,791	\$1,598	3.20%			1,201	\$1,918,791
Queensland													
Granite Belt	58			37%	48%	15%	\$89,136	\$1,547	8%	570	91%	628	\$941,436
Queensland zone other	3				63%	37%	\$5,800	\$1,841	14%	73	96%	76	\$146,855
South Burnett										10	100%	10	\$14,985
South Australia													
Adelaide Hills	19,687	0%	2%	62%	27%	9%	\$26,891,130	\$1,366	1%	7,628	28%	27,335	\$37,496,179
Adelaide Plains	3,416		3%	94%	3%	0%	\$2,959,020	\$866	3%	80	2%	3,496	\$3,028,021
Barossa Valley	42,443	0%	3%	18%	23%	57%	\$82,799,609	\$1,951	7%	27,715	39%	70,166	\$141,617,831
Barossa zone other	385		4%	10%	69%	18%	\$685,464	\$1,780	46%	2,623	87%	3,008	\$5,500,928
Clare Valley	14,510	0%	1%	85%	10%	3%	\$16,804,027	\$1,158	1%	13,183	48%	27,752	\$32,287,487
Coonawarra	10,005	3%	5%	70%	18%	4%	\$11,318,463	\$1,131	-23%	26,503	73%	36,509	\$41,095,452
Currency Creek	2,592	15%	19%	78%	2%		\$2,069,346	\$798	-7%	6,246	68%	9,211	\$7,006,099

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Region summary

Region	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Eden Valley	5,980	0%	1%	43%	24%	33%	\$10,559,053	\$1,766	3%	5,995	50%	11,975	\$21,227,929
Fleurieu zone other	1,929	4%	6%	89%	0%	1%	\$1,549,575	\$803	7%	638	25%	2,567	\$2,067,322
Kangaroo Island	40			10%	90%		\$58,544	\$1,459	-20%	59	60%	99	\$146,458
Langhorne Creek	31,569	3%	12%	84%	0%	0%	\$24,581,127	\$779	2%	27,572	47%	59,141	\$45,964,564
Limestone Coast zone other	5,717	0%	19%	81%			\$4,217,094	\$738	-12%	11,988	68%	17,706	\$12,944,572
Lower Murray zone other	3,720	11%	89%	1%			\$1,371,262	\$369	11%			3,720	\$1,371,262
McLaren Vale	25,928		2%	37%	42%	20%	\$41,375,972	\$1,596	0%	18,359	41%	44,287	\$70,837,959
Mount Benson	1,011	0%	5%	66%	29%		\$1,061,123	\$1,050	-10%	848	46%	1,858	\$1,943,351
Mount Gambier	763	0%	6%	93%			\$716,906	\$939	9%	6	1%	769	\$724,029
Mount Lofty Ranges zone other	1,912			92%	5%	2%	\$2,355,892	\$1,232	9%	132	6%	2,044	\$2,526,414
Padthaway	28,785	0%	15%	84%	0%	1%	\$24,808,453	\$862	1%	12,356	30%	41,142	\$35,814,710
Riverland	368,155	18%	81%	0%	0%	0%	\$126,371,553	\$343	11%	101,968	22%	470,123	\$162,386,363
Robe	35			100%			\$20,808	\$600	-53%	1,786	98%	1,821	\$1,301,409
Southern Fleurieu	437		26%	59%		15%	\$476,022	\$1,088	-17%	37	8%	474	\$536,312
Southern Flinders Ranges	543			83%	17%		\$556,327	\$1,025	-6%	454	46%	997	\$1,030,563
The Peninsulas	166			49%		51%	\$380,784	\$2,288	33.00%	48	22%	214	\$476,481
Wrattonbully	9,704	1%	7%	82%	9%	1%	\$10,105,591	\$1,041	0.00%	17,669	65%	27,374	\$28,525,758
Tasmania													
Tasmania	2,398	1%		0%	0%	99%	\$6,886,138	\$2,871	6.10%	7,357	75%	9,768	\$27,890,960
Victoria													
Alpine Valleys	2,342	2%	9%	89%		0%	\$2,041,356	\$872	6%	271	10%	2,613	\$2,267,543
Beechworth	243			27%	19%	54%	\$494,340	\$2,031	30%	26	10%	270	\$553,256
Bendigo	1,365		47%	49%	1%	3%	\$1,080,352	\$791	-16%	218	14%	1,583	\$1,255,500
Central Victoria zone other	3,108	1%	3%	97%			\$1,877,840	\$604	40%	725	19%	3,855	\$2,328,041
Geelong	302	3%		21%	38%	41%	\$543,515	\$1,801	-2%	931	75%	1,243	\$2,351,135
Gippsland										201	100%	201	\$221,592
Glenrowan	7									1,225	99%	1,232	\$1,111,879
Goulburn Valley	1,748		37%	63%			\$1,144,048	\$654	-9%	6,899	80%	8,647	\$5,632,012
Grampians	1,432			68%	25%	7%	\$1,761,238	\$1,230	12%	1,955	58%	3,387	\$4,191,337
Heathcote	4,726		3%	89%	5%	3%	\$5,239,701	\$1,109	-2%	6,137	56%	10,863	\$13,255,477
Henty	152			10%	33%	58%	\$294,031	\$1,937	41%	347	70%	498	\$919,403
King Valley	7,726	0%	22%	71%	7%	0%	\$7,035,637	\$911	18%	8,281	52%	16,027	\$14,954,796
Macedon Ranges	107	1%				100%	\$301,427	\$2,810	26%	179	62%	288	\$684,267

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Region summary

Region	Tonnes purchased	E ¹ (less than \$300)	D (\$300-\$600)	C (\$600-\$1,500)	B (\$1,500-\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Mornington Peninsula	360				2%	98%	\$1,158,176	\$3,218	25%	1,051	74%	1,411	\$4,687,897
North East Victoria zone other	26											26	\$38,661
North West Victoria zone other	4,534	16%	76%	8%		0%	\$1,461,051	\$322	14%	4,329	49%	8,863	\$3,917,933
Port Phillip zone other	7											7	\$15,730
Pyrenees	224			58%	22%	20%	\$351,135	\$1,571	-22%	1,450	87%	1,673	\$2,449,257
Rutherglen	766		11%	73%	14%	2%	\$769,112	\$1,005	-15%	1,303	63%	2,069	\$2,093,309
Strathbogie Ranges	210	10%	1%	95%	4%		\$211,118	\$1,008	-2%	2,218	91%	2,448	\$2,821,758
Sunbury	13											13	\$20,579
Upper Goulburn	421			37%	63%	0%	\$630,966	\$1,500	8.30%	11	2%	431	\$644,483
Western Victoria zone other	68									23	25%	91	\$159,995
Yarra Valley	3,680	0%	0%	21%	32%	47%	\$6,911,121	\$1,878	16.30%	4,710	56%	8,391	\$15,786,588
Western Australia													
Blackwood Valley	854		10%	67%	22%	1%	\$908,162	\$1,063	-27%	76	8%	930	\$1,002,462
Central Western Australia										1	100%	1	\$1,395
Geographe	1,685		1%	97%	2%	0%	\$1,626,457	\$965	52%	744	31%	2,430	\$2,370,600
Great Southern	4,116		4%	65%	25%	6%	\$5,436,804	\$1,321	2%	2,245	35%	6,361	\$8,354,855
Greater Perth zone other										14	100%	14	\$20,680
Manjimup	103											103	\$132,495
Margaret River	10,876	0%	1%	55%	34%	10%	\$15,425,206	\$1,418	9%	9,705	47%	20,585	\$29,748,305
Peel										18	100%	18	\$24,640
Pemberton	602			85%	13%	1%	\$721,650	\$1,199	-5%	444	42%	1,046	\$1,351,727
Perth Hills	10			100%			\$12,594	\$1,251		23	69%	33	\$41,366
Swan District	406			99%	1%		\$337,814	\$832	2.20%	2,119	84%	2,525	\$2,186,994

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Murray Darling – Swan Hill

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Sauvignon	33,070		98%	2%			\$13,320,205	\$403	22%	9,423	22%	42,493	\$17,115,459
Dolcetto	217	86%	14%				\$52,088	\$240		2	1%	219	\$52,487
Durif	432		100%				\$228,834	\$530	13%			432	\$228,834
Grenache	362		100%				\$130,968	\$362	28%	95	21%	457	\$165,258
Malbec	749		100%				\$371,189	\$496	-10%	217	22%	966	\$478,567
Mataro/Mourvèdre	177		100%				\$62,368	\$353		120	40%	297	\$104,711
Merlot	19,226		100%				\$7,019,793	\$365	14%	11,235	37%	30,462	\$11,122,051
Montepulciano										165	100%	165	\$64,669
Muscat à Petits Grains Blanc	243		95%	5%			\$123,668	\$508	2%	35	13%	278	\$141,447
Nero d'Avola	236	100%					\$64,955	\$275	-39%	40	14%	276	\$75,937
Petits Verdot	2,374	0%	100%				\$844,080	\$355	12%	1,400	37%	3,774	\$1,341,598
Pinot Noir	4,998		100%				\$1,965,063	\$393	14%	1,568	24%	6,565	\$2,581,420
Ruby Cabernet	356		100%				\$128,108	\$359	20%	2,117	86%	2,473	\$888,919
Sangiovese	781		100%				\$275,356	\$353	-17%	296	27%	1,077	\$379,798
Shiraz	50,534	0%	99%	1%			\$19,975,603	\$395	24%	15,419	23%	65,953	\$26,070,499
Tempranillo	717		100%				\$237,558	\$331	-16%	1,144	61%	1,861	\$616,533
Other red	920	2%	50%	47%			\$481,989	\$524	-21%	1,357	60%	2,277	\$1,193,059
Red total	115,394	0%	98%	1%			\$45,281,824	\$392	19%	44,631	28%	160,025	\$62,621,291

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Murray Darling – Swan Hill (continued)

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
White													
Canada Muscat										26	100%	26	\$8,446
Chardonnay	59,227	20%	79%	2%			\$18,340,310	\$310	10%	22,260	27%	81,487	\$25,233,483
Chenin blanc	255											255	\$52,765
Colombard	12,456	93%	7%				\$2,970,751	\$238	7%	4,364	26%	16,820	\$4,011,483
Fiano	40		92%	8%			\$20,776	\$522	21%	2,075	98%	2,115	\$1,103,485
Gewurztraminer	171											171	\$79,389
Moscato Giallo	1,977	74%	26%				\$548,441	\$277	4%	291	13%	2,268	\$629,164
Muscadelle (Tokay)	12											12	\$5,220
Muscat à Petits Grains Blanc	1,555	47%	52%	1%			\$462,091	\$297	-7%	924	37%	2,479	\$736,718
Muscat Gordo Blanco	16,150	91%	8%	0%			\$3,702,998	\$229	-1%	3,462	18%	19,613	\$4,496,864
Pinot Gris/Grigio	13,544		99%	1%			\$6,836,934	\$505	4%	13,803	50%	27,347	\$13,804,601
Prosecco	2,191		98%	2%			\$1,051,692	\$480	1%	733	25%	2,924	\$1,403,555
Riesling	272	6%	94%				\$122,380	\$450	3%	264	49%	536	\$241,138
Sauvignon Blanc	22,917	0%	100%				\$9,113,915	\$398	14%	5,274	19%	28,191	\$11,211,283
Semillon	5,753	87%	13%				\$1,456,953	\$253	15%	6,095	51%	11,848	\$3,000,642
Sultana	295											295	\$56,777
Verdelho										263	100%	263	\$86,052
Vermentino	205		76%	24%			\$95,668	\$466	25%	644	76%	850	\$395,683
Viognier	1,086	17%	83%				\$370,649	\$341	13%	242	18%	1,328	\$453,202
Other white	660	69%	31%				\$174,135	\$264	-35%	102	13%	762	\$201,189
White total	138,766	34%	66%	1%			\$45,461,844	\$328	10%	60,823	30%	199,589	\$67,211,136
Grand total	254,160	19%	80%	1%			\$90,743,668	\$357	15%	105,454	29%	359,613	\$129,832,427

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Cowra													NSW
Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Franc	14											14	\$6,305
Cabernet Sauvignon	450											450	\$148,260
Malbec	121											121	\$45,966
Merlot	442											442	\$142,874
Pinot Noir	175											175	\$87,425
Shiraz	906											906	\$321,409
Other red	17											17	\$7,619
Red total	2,126											2,126	\$759,857
White													
Chardonnay	1,574	2%	89%	9%			\$648,579	\$412	19%	12	1%	1,586	\$653,597
Pinot Gris/Grigio	61											61	\$29,037
Sauvignon Blanc										51	100%	51	\$20,921
Semillon	111		100%				\$37,214	\$336	24%	61	35%	171	\$57,526
Verdelho	18											18	\$3,190
White total	1,764	3%	89%	8%			\$718,019	\$407	15%	124	7%	1,888	\$764,270
Grand total	3,890	18%	78%	4%			\$1,477,876	\$380	-8%	124	3%	4,014	\$1,524,127

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Gundagai

NSW

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Sauvignon	1,126		55%	45%			\$716,047	\$636	36%	29	3%	1,155	\$734,453
Durif	81											81	\$44,600
Merlot	287											287	\$114,872
Pinot Noir	60											60	\$29,895
Shiraz	2,722		54%	46%			\$1,728,965	\$635	53%	29	1%	2,751	\$1,747,527
Tempranillo	12											12	\$11,740
Other red	12											12	\$8,640
Red total	4,299		58%	42%			\$2,654,759	\$618	40%	58	1%	4,357	\$2,691,726
White													
Chardonnay	549		100%				\$183,109	\$334	11%	4	1%	552	\$184,407
White total	549		100%				\$183,109	\$334	11%	4	1%	552	\$184,407
Grand total	4,847		63%	37%			\$2,837,867	\$585	40%	62	1%	4,909	\$2,876,134

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Hilltops													NSW
Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Barbera	13											13	\$21,318
Cabernet Sauvignon	538		16%	79%	6%		\$489,314	\$909	10%	230	30%	769	\$698,591
Merlot	51			100%			\$41,172	\$815	55%	64	56%	114	\$93,138
Pinot Noir										61	100%	61	\$58,398
Sangiovese	12											12	\$18,000
Shiraz	617		15%	68%	13%	4%	\$586,718	\$951	7%	451	42%	1,068	\$1,015,758
Tempranillo	45			78%	22%		\$54,214	\$1,201	-9%			45	\$54,214
Other red	6									9	60%	15	\$20,857
Red total	1,282		14%	73%	11%	2%	\$1,218,993	\$951	7%	816	39%	2,098	\$1,980,275
White													
Chardonnay	62		100%				\$25,247	\$408	410%	204	77%	265	\$108,283
Pinot Gris/Grigio	9											9	\$9,844
Riesling	5				100%		\$7,697	\$1,500		67	93%	72	\$107,657
Sauvignon Blanc	155											155	\$88,404
Semillon	11									21	65%	32	\$31,800
White total	242		45%	53%	2%		\$142,192	\$588	-7%	291	55%	533	\$345,988
Grand total	1,524		19%	70%	10%	2%	\$1,361,185	\$893	13%	1,107	42%	2,631	\$2,326,263

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Hunter Valley including Hunter and Hunter zone other													NSW
Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Barbera										11	100%	11	\$16,993
Cabernet Franc										10	100%	10	\$16,683
Cabernet Sauvignon										67	100%	67	\$88,687
Dolcetto	4											4	\$3,750
Durif										9	100%	9	\$14,735
Malbec										4	100%	4	\$5,646
Merlot	5			100%			\$5,614	\$1,075	0%	34	87%	40	\$42,649
Montepulciano										0	100%	0	\$122
Petits Verdot										1	100%	1	\$1,590
Pinot Noir	16				100%		\$28,498	\$1,800	9%	12	43%	28	\$49,572
Sangiovese										4	100%	4	\$5,678
Shiraz	406			46%	34%	20%	\$648,707	\$1,598	8%	531	57%	937	\$1,482,838
Tempranillo	17			6%	80%	14%	\$26,643	\$1,558	-5%	57	77%	74	\$115,070
Other red	5			100%			\$6,698	\$1,400	17%	9	65%	14	\$19,228
Red total	453			45%	37%	19%	\$719,909	\$1,590	8%	749	61%	1,202	\$1,863,240
White													
Chardonnay	314	0%		83%	14%	3%	\$379,462	\$1,208	1%	312	50%	626	\$762,093
Chenin blanc	4											4	\$5,898
Fiano										2	100%	2	\$1,636
Gewürztraminer	5			100%			\$7,462	\$1,401	12%	16	75%	21	\$29,705
Muscat à Petits Grains Blanc	4									10	72%	14	\$15,483
Pinot Gris/Grigio										33	100%	33	\$34,491
Sauvignon Blanc	1											1	\$1,297
Semillon	556		23%	72%	3%	1%	\$569,485	\$1,025	-9%	488	47%	1,043	\$1,072,796
Verdelho	507	0%		100%			\$539,787	\$1,065	0%	181	26%	688	\$723,522
Vermentino	4											4	\$6,453
Viognier	4			100%			\$5,200	\$1,300	0%	6	59%	10	\$12,122
Other white	1									15	93%	17	\$22,307
White total	1,400	0%	11%	81%	6%	1%	\$1,520,942	\$1,050	-7%	1,062	44%	2,462	\$2,687,802
Grand total	1,852	0%	8%	71%	15%	6%	\$2,240,851	\$1,210	1%	1,810	50%	3,664	\$4,551,043

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Mudgee													NSW
Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Barbera										9	100%	9	\$5,489
Cabernet Sauvignon	208		96%	4%			\$120,575	\$580	-16%	224	52%	432	\$250,864
Lagrein										7	100%	7	\$4,095
Merlot	70		100%				\$24,626	\$350	-65%	73	51%	143	\$50,104
Pinot Noir	19											19	\$22,566
Sangiovese										11	100%	11	\$6,231
Shiraz	16			100%			\$15,980	\$1,000	-15%	312	95%	328	\$327,990
Tempranillo										10	100%	10	\$5,940
Other red	5									14	75%	19	\$19,110
Red total	318		85%	15%			\$188,457	\$593	-20%	660	68%	978	\$692,390
White													
Chardonnay	41			100%			\$45,470	\$1,111		132	76%	173	\$191,706
Pinot Gris/Grigio	13									4	23%	17	\$17,035
Riesling	11			100%			\$13,632	\$1,200		18	61%	29	\$35,196
Sauvignon Blanc	19											19	\$22,998
Semillon	7			100%			\$7,400	\$1,057		76	92%	83	\$88,171
Vermentino										10	100%	10	\$11,006
Viognier	1											1	\$1,096
Other white										9	100%	9	\$9,770
White total	92			100%			\$103,671	\$1,123	-20%	248	73%	341	\$376,979
Grand total	410		66%	34%			\$292,128	\$713	-4%	909	69%	1,319	\$1,069,368

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Orange													NSW
Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Barbera	3									11	77%	14	\$24,703
Cabernet Franc										24	100%	24	\$21,876
Cabernet Sauvignon	690		37%	63%			\$528,973	\$767	-33%	241	26%	931	\$714,214
Grenache	18									30	63%	48	\$47,853
Malbec										65	100%	65	\$58,234
Merlot	425		8%	92%			\$436,622	\$1,028	35%	128	23%	553	\$568,661
Petits Verdot										4	100%	4	\$3,847
Pinot Noir	126			31%	46%	24%	\$205,811	\$1,630	-13%	53	30%	180	\$292,618
Sangiovese	8									16	67%	24	\$35,329
Shiraz	1,369		21%	78%	1%		\$1,164,300	\$851	-12%	335	20%	1,704	\$1,449,341
Tempranillo	11			75%	25%		\$15,500	\$1,462	-3%	5	31%	15	\$22,441
Other red										21	100%	21	\$18,716
Red total	2,649		22%	74%	3%	1%	\$2,386,255	\$901	-8%	934	26%	3,583	\$3,257,833
White													
Chardonnay	1,005		26%	65%	7%	2%	\$886,096	\$882	4%	117	10%	1,122	\$989,631
Gewürztraminer	64			98%	2%		\$64,037	\$1,008	1%	6	8%	69	\$69,639
Marsanne										19	100%	19	\$19,047
Pinot Gris/Grigio	267			91%	9%		\$295,993	\$1,107	-15%	113	30%	380	\$420,634
Prosecco										40	100%	40	\$39,789
Riesling	23		9%	29%	62%		\$33,327	\$1,460	43%	45	66%	67	\$98,534
Sauvignon Blanc	327			95%	5%		\$376,028	\$1,149	-16%	342	51%	669	\$768,919
Semillon										19	100%	19	\$19,153
Verdelho	44									19	30%	62	\$68,684
Vermentino	8											8	\$11,874
Viognier	10									4	31%	14	\$20,359
Other white	2											2	\$3,496
White total	1,749		15%	76%	8%	1%	\$1,733,151	\$991	0%	724	29%	2,473	\$2,529,759
Grand total	4,398		19%	75%	5%	1%	\$4,119,406	\$937	-5%	1,658	27%	6,056	\$5,787,592

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Riverina													NSW
Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Barbera	273											273	\$81,765
Cabernet Franc	71											71	\$28,938
Cabernet Sauvignon	16,971	4%	93%	3%			\$6,206,484	\$366	-0.60%	8,482	33%	25,452	\$9,308,393
Dolcetto	49									356	88%	405	\$141,852
Durif	5,110		75%	25%			\$2,487,987	\$487	14.20%	615	11%	5,725	\$2,787,404
Grenache	145									87	38%	232	\$81,148
Lagrein										93	100%	93	\$32,836
Malbec	903									361	29%	1,264	\$396,028
Mataro/Mourvèdre	386	62%	38%				\$109,300	\$283	20.00%	27	7%	413	\$116,928
Merlot	13,235	4%	96%				\$4,286,648	\$324	-9.80%	8,767	40%	22,002	\$7,126,011
Montepulciano	91		100%				\$45,075	\$496	-4.80%	145	62%	236	\$117,117
Muscat à Petitss Grains Rouge	339	49%	51%				\$104,538	\$309	-6.30%	475	58%	814	\$251,297
Nero d'Avola	55	43%		57%			\$28,734	\$520	-35.00%	311	85%	366	\$190,448
Petits Verdot	2,575	63%	37%				\$789,449	\$307	20.60%	1,152	31%	3,727	\$1,142,530
Pinot Noir	4,913		100%				\$2,106,276	\$429	0.90%	789	14%	5,702	\$2,444,618
Roussanne	248											248	\$74,250
Ruby Cabernet	5,599	33%	67%				\$1,746,120	\$312	-2.10%	1,168	17%	6,766	\$2,110,298
Sangiovese	218	8%	92%				\$65,048	\$298	13.40%	247	53%	465	\$138,754
Shiraz	48,953	2%	97%	1%			\$16,857,084	\$344	-3.30%	14,665	23%	63,617	\$21,906,918
Tempranillo	7									319	98%	326	\$106,242
Other red	828	13%	84%	3%			\$317,298	\$383	2.90%	1,364	62%	2,193	\$839,906
Red total	100,967	6%	91%	2%			\$35,687,863	\$353	-1.80%	39,423	28%	140,390	\$49,423,681

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Riverina (continued)

NSW

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
White													
Canada Muscat	3,080									990	24%	4,070	\$1,831,505
Chardonnay	36,958	28%	72%				\$11,881,058	\$321	13.00%	19,161	34%	56,119	\$18,040,671
Chenin blanc	376	100%					\$85,505	\$227	13.70%	270	42%	646	\$146,903
Colombard	8,475	100%					\$2,031,973	\$240	30.50%	1,393	14%	9,868	\$2,365,917
Fiano	105											105	\$52,335
Gewürztraminer	5,106	28%	72%				\$1,487,760	\$291	14.50%	2,226	30%	7,331	\$2,136,278
Marsanne	1,134	33%	67%				\$375,412	\$331	2.80%	240	17%	1,375	\$454,989
Moscato Giallo	299	10%	90%				\$113,558	\$380	-26.90%	94	24%	393	\$149,257
Muscadelle (Tokay)										29	100%	29	\$9,126
Muscat à Petits Grains Blanc	10,475	39%	61%				\$2,975,828	\$284	7.80%	3,333	24%	13,808	\$3,922,571
Muscat Gordo Blanco	6,673	99%	1%				\$1,755,963	\$263	14.70%	1,033	13%	7,707	\$2,027,866
Pinot Gris/Grigio	9,946	6%	94%	0%			\$4,714,009	\$474	10.90%	7,832	44%	17,779	\$8,426,104
Prosecco	53											53	\$15,825
Riesling	1,591	82%	18%				\$405,627	\$255	18.70%	1,022	39%	2,613	\$666,131
Sauvignon Blanc	9,723		100%				\$3,771,551	\$388	5.00%	4,320	31%	14,043	\$5,447,269
Semillon	22,911	94%	6%				\$6,122,761	\$267	25.40%	6,469	22%	29,380	\$7,851,672
Verdelho	1,327	100%					\$301,923	\$228	24.20%	1,552	54%	2,879	\$655,226
Vermentino	217		100%				\$102,508	\$473	4.20%			217	\$102,508
Viognier	1,442	61%	39%				\$394,893	\$274	10.60%	191	12%	1,633	\$447,149
Other white	433	47%	48%	5%			\$125,364	\$289	14.10%	441	50%	874	\$252,840
White total	120,324	48%	52%	0%			\$38,099,834	\$317	9.90%	50,596	30%	170,919	\$55,002,140
Grand total	221,291	29%	70%	1%			\$73,787,697	\$333	4.60%	90,019	29%	311,310	\$104,425,822

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Tumbarumba													NSW
Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Pinot Noir	316			9%	83%	8%	\$551,063	\$1,744	10%			316	\$551,063
Red total	316			9%	83%	8%	\$551,063	\$1,744	9%			316	\$551,063
White													
Chardonnay	625			36%	48%	17%	\$1,015,749	\$1,625	5%			625	\$1,015,749
Pinot Gris/Grigio	136											136	\$195,532
Prosecco	29											29	\$38,765
Riesling	6											6	\$10,800
Sauvignon Blanc	89			73%	27%		\$106,882	\$1,205	7%			89	\$106,882
White total	885			49%	37%	14%	\$1,367,728	\$1,546	2%			885	\$1,367,728
Grand total	1,201			39%	49%	12%	\$1,918,791	\$1,598	3%			1,201	\$1,918,791

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Queensland

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Franc										3	100%	3	\$4,974
Cabernet Sauvignon	4			53%	16%	31%	\$5,915	\$1,573	-1.90%	48	93%	52	\$81,759
Durif										9	100%	9	\$14,500
Grenache										0	100%	0	\$422
Malbec	1									4	88%	4	\$6,525
Mataro/Mourvèdre	1									1	61%	2	\$3,243
Merlot	5			30%	70%		\$6,940	\$1,472	0.90%	67	93%	72	\$109,050
Petits Verdot	3					100%	\$6,116	\$2,000	14.30%	28	90%	31	\$62,186
Pinot Noir	1			100%			\$900	\$1,498		10	94%	11	\$15,776
Sangiovese	2									2	49%	5	\$8,295
Shiraz	13			10%	90%		\$20,172	\$1,510	22.80%	110	89%	123	\$198,034
Tempranillo	0									1	57%	1	\$1,391
Other red	2			100%			\$2,870	\$1,335		57	96%	59	\$93,242
Red total	32			27%	55%	18%	\$50,307	\$1,572	16%	341	91%	373	\$599,398
White													
Chardonnay	7			53%	47%		\$10,216	\$1,427	1.90%	93	93%	101	\$144,924
Chenin blanc										1	100%	1	\$2,231
Fiano										3	100%	3	\$4,768
Muscat à Petits Grains Blanc	1				100%		\$1,470	\$1,500		26	96%	27	\$42,750
Pinot Gris/Grigio										62	100%	62	\$94,403
Riesling	4											4	\$6,785
Sauvignon Blanc	3			100%			\$4,684	\$1,450	31.50%	18	85%	21	\$31,673
Semillon	1				100%		\$1,422	\$1,500	147.60%	11	92%	12	\$17,495
Verdelho	5			35%	65%		\$7,550	\$1,495	-1.10%	51	91%	56	\$75,336
Vermentino	3											3	\$6,544
Viognier	1			100%			\$1,650	\$1,500	7.10%	43	98%	44	\$66,618
Other white	3			100%			\$4,310	\$1,500		4	58%	7	\$10,352
White total	28			47%	40%	12%	\$41,129	\$1,469	3.50%	312	92%	341	\$503,878
Grand total	60			37%	48%	15%	\$94,936	\$1,582	8%	653	91%	714	\$1,103,276

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Adelaide Hills

SA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Barbera	13				41%	59%	\$25,942	\$1,981	10%			13	\$25,942
Cabernet Franc										26	100%	26	\$39,347
Cabernet Sauvignon	302			65%	24%	11%	\$460,222	\$1,526	-6%	263	47%	565	\$862,298
Dolcetto	4									3	39%	7	\$16,726
Malbec	3											3	\$4,040
Merlot	711		1%	98%	1%		\$566,490	\$797	18%	46	6%	757	\$603,153
Montepulciano	17				56%	44%	\$34,790	\$2,048	5%			17	\$34,790
Pinot Meunier	208			40%	50%	10%	\$306,514	\$1,475	11%			208	\$306,514
Pinot Noir	4,249	0%	0%	46%	39%	14%	\$6,632,955	\$1,561	0%	671	14%	4,941	\$7,713,325
Sangiovese	37			95%	5%		\$41,598	\$1,132	-14%			37	\$41,598
Shiraz	764			38%	17%	44%	\$1,428,218	\$1,869	-7%	810	51%	1,575	\$2,942,134
Tempranillo	91			16%	73%	10%	\$147,649	\$1,619	-1%	56	38%	147	\$238,584
Other red	47				65%	35%	\$92,621	\$1,960	-5%	39	45%	86	\$168,786
Red total	6,446	0%	0%	51%	32%	16%	\$9,751,254	\$1,513	0%	1,915	23%	8,382	\$12,997,237
White													
Chardonnay	4,949	0%		70%	19%	12%	\$6,877,268	\$1,390	6%	1,003	17%	5,952	\$8,278,232
Fiano	9											9	\$17,016
Gewürztraminer	139			93%	7%		\$106,885	\$770	4%	6	4%	145	\$111,792
Muscat à Petits Grains Blanc	16											16	\$12,400
Pinot Gris/Grigio	1,621		2%	59%	33%	6%	\$2,323,519	\$1,433	-1%	1,228	43%	2,849	\$4,083,886
Prosecco										51	100%	51	\$65,500
Riesling	262			78%	20%	1%	\$271,340	\$1,034	18%	38	13%	301	\$311,116
Sauvignon Blanc	5,897	0%	5%	67%	26%	2%	\$7,184,775	\$1,218	-3%	3,129	35%	9,026	\$10,997,907
Semillon	201		41%	52%	7%		\$155,020	\$771	9%	139	41%	340	\$262,066
Vermentino	13											13	\$10,208
Viognier	30			99%	1%		\$30,615	\$1,010	12%	8	21%	38	\$38,773
Other white	104			37%	47%	16%	\$150,830	\$1,455	3%	109	51%	213	\$310,045
White total	13,241	0%	3%	67%	24%	6%	\$17,139,876	\$1,294	1%	5,713	30%	18,953	\$24,498,942
Grand total	19,687	0%	2%	62%	27%	9%	\$26,891,130	\$1,366	1%	7,628	28%	27,335	\$37,496,179

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Adelaide Plains

SA

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Sauvignon	341			92%	8%		\$323,406	\$947	1%	13	4%	354	\$335,534
Grenache	110											110	\$74,818
Mataro/Mourvèdre	56											56	\$56,715
Merlot	284			100%			\$209,054	\$737	6%			284	\$209,054
Shiraz	1,845		1%	95%	3%	1%	\$1,638,373	\$888	7%	13	1%	1,858	\$1,650,274
Tempranillo	7											7	\$6,560
Red total	2,642		1%	95%	3%	0%	\$2,308,925	\$874	2%	26	1%	2,669	\$2,332,954
White													
Chardonnay	139											139	\$119,112
Colombard										54	100%	54	\$44,972
Pinot Gris/Grigio	231											231	\$229,925
Sauvignon Blanc	331											331	\$263,832
Semillon	73											73	\$37,225
White total	774		9%	91%			\$650,095	\$840	4%	54	6%	827	\$695,067
Grand total	3,416		3%	94%	3%	0%	\$2,959,020	\$866	3%	80	2%	3,496	\$3,028,021

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Barossa Valley including Barossa zone other

SA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Franc	107			98%	0%	2%	\$120,592	\$1,123	2%	53	33%	160	\$179,856
Cabernet Sauvignon	4,658			6%	47%	47%	\$9,542,712	\$2,049	8%	3,616	44%	8,274	\$16,944,838
Durif	83				75%	25%	\$137,012	\$1,659	6%	7	8%	89	\$148,195
Grenache	2,658		0%	27%	51%	22%	\$4,512,133	\$1,698	5%	1,183	31%	3,842	\$6,519,108
Malbec	29				61%	39%	\$50,775	\$1,759	8%	71	71%	100	\$176,159
Mataro/Mourvèdre	764			2%	56%	42%	\$1,511,232	\$1,979	5%	474	38%	1,238	\$2,451,547
Merlot	1,456			78%	22%		\$1,636,033	\$1,123	4%	251	15%	1,707	\$1,920,909
Montepulciano	11					100%	\$22,176	\$2,100	34%	33	76%	44	\$92,148
Muscat à Petitss Grains Rouge	13											13	\$12,287
Nero d'Avola	16			24%	76%		\$21,540	\$1,379	-5%	12	44%	28	\$38,764
Petits Verdot	39			57%	43%		\$49,457	\$1,273	-6%	33	46%	72	\$91,087
Pinot Noir	200			100%			\$146,648	\$734	-7%			200	\$146,648
Roussanne	22				100%		\$36,168	\$1,610	30%	2	9%	25	\$39,921
Sangiovese	296			94%		6%	\$406,874	\$1,375	1%	67	18%	363	\$498,935
Shiraz	26,386	0%	0%	1%	19%	79%	\$60,257,201	\$2,284	2%	22,456	46%	48,844	\$110,771,400
Tempranillo	357			8%	92%	1%	\$583,598	\$1,635	4%	104	23%	461	\$754,849
Other red	137			54%	24%	22%	\$221,992	\$1,623	1%	149	52%	286	\$464,461
Red total	37,230	0%	0%	9%	26%	65%	\$79,268,428	\$2,129	5%	28,513	43%	65,744	\$141,251,111

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Barossa Valley including Barossa zone other (continued)

SA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
White													
Chardonnay	1,517		31%	69%			\$911,823	\$601	0%	466	23%	1,983	\$1,191,558
Chenin blanc	37		34%	44%	22%		\$32,688	\$885	-22%			37	\$32,688
Fiano										32	100%	32	\$23,928
Gewürztraminer	107											107	\$80,762
Marsanne	13			52%		48%	\$21,904	\$1,688	5%	57	82%	70	\$118,509
Moscato Giallo	11											11	\$8,640
Muscadelle (Tokay)	21		11%	89%			\$16,152	\$760	-5%			21	\$16,152
Muscat à Petits Grains Blanc	270		50%	50%			\$197,676	\$732	-9%	87	24%	357	\$261,095
Pinot Gris/Grigio	80			100%			\$79,358	\$990	13%	80	50%	160	\$158,290
Riesling	644	0%	2%	96%	2%		\$540,527	\$839	5%	351	35%	998	\$975,903
Sauvignon Blanc	521	0%	9%	91%			\$420,731	\$808	-2%	33	6%	555	\$448,763
Semillon	1,968	0%	28%	72%	0%	0%	\$1,417,076	\$720	6%	444	18%	2,414	\$1,739,123
Vermentino	79			100%			\$74,957	\$944	4%	7	9%	87	\$81,988
Viognier	298			91%	2%	6%	\$378,782	\$1,273	-2%	52	15%	350	\$445,169
Other white	31			73%	27%		\$35,569	\$1,154	-4%	216	88%	247	\$285,080
White total	5,598	0	22	77%	1%	1%	\$4,216,645	\$753	0%	1,825	25%	7,429	\$5,867,649
Grand total	42,828	0%	3%	18%	23%	56%	\$83,485,073	\$1,949	7%	30,337	41%	73,174	\$147,118,760

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Clare Valley

SA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Barbera										13	100%	13	\$16,154
Cabernet Franc										77	100%	77	\$98,493
Cabernet Sauvignon	2,176	0%		94%	6%	1%	\$2,382,886	\$1,095	-7%	3,029	58%	5,204	\$5,700,287
Grenache	147			56%	32%	11%	\$216,950	\$1,471	-3%	177	55%	324	\$477,417
Malbec	183			75%	25%		\$226,970	\$1,239	3%	116	39%	300	\$371,231
Mataro/Mourvèdre	111			24%	67%	9%	\$162,780	\$1,463	-7%	59	35%	170	\$249,025
Merlot	858	2%		100%			\$724,001	\$843	2%	650	43%	1,522	\$1,283,377
Montepulciano	6					100%	\$11,740	\$2,000	0%	9	61%	15	\$30,406
Muscat à Petitss Grains Rouge										3	100%	3	\$3,768
Nero d'Avola	2									4	73%	6	\$10,440
Petits Verdot										34	100%	34	\$42,848
Pinot Noir										60	100%	60	\$76,581
Ruby Cabernet										12	100%	12	\$15,683
Sangiovese	144			100%			\$142,758	\$990	-1%	42	23%	186	\$184,470
Shiraz	5,296			74%	19%	7%	\$7,504,397	\$1,417	-1%	4,428	46%	9,724	\$13,779,262
Tempranillo	88			100%			\$95,011	\$1,084	-1%	77	47%	165	\$178,560
Other red										45	100%	45	\$57,603
Red total	9,011	0%		81%	15%	5%	\$11,470,356	\$1,273	0%	8,836	49%	17,860	\$22,575,604
White													
Chardonnay	781		19%	81%			\$559,890	\$717	-13%	487	38%	1,268	\$908,686
Fiano	23			100%			\$32,398	\$1,406	0%	37	61%	60	\$84,118
Gewürztraminer	164	1%		99%			\$117,797	\$720	2%	45	22%	209	\$150,276
Muscadelle (Tokay)										13	100%	13	\$13,064
Pinot Gris/Grigio	175			100%			\$206,119	\$1,178	-1%	314	64%	489	\$575,997
Riesling	4,000	1%		93%	5%	2%	\$4,139,336	\$1,035	2%	2,925	42%	6,972	\$7,214,592
Sauvignon Blanc	3			100%			\$4,466	\$1,400		78	96%	81	\$113,982
Semillon	335	0%	10%	90%			\$252,602	\$755	-4%	285	46%	619	\$467,441
Verdelho										19	100%	19	\$18,000
Vermentino	13									2	15%	16	\$17,784
Viognier	6			100%			\$5,985	\$1,050	-15%	62	92%	68	\$70,898
Other white										79	100%	79	\$77,044
White total	5,500	1%	3%	92%	4%	1%	\$5,333,672	\$970	-1%	4,346	44%	9,892	\$9,711,883
Grand total	14,510	0%	1%	85%	10%	3%	\$16,804,027	\$1,158	1%	13,183	48%	27,752	\$32,287,487

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Coonawarra

SA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Franc	8			83%	17%		\$8,092	\$1,066	-3%	65	90%	72	\$77,136
Cabernet Sauvignon	6,760	4%	3%	68%	18%	6%	\$7,924,231	\$1,172	-25%	12,630	65%	19,390	\$22,729,282
Malbec	6				100%		\$12,217	\$1,980		83	93%	90	\$177,329
Merlot	462		6%	89%	5%		\$445,729	\$965	10%	1,546	77%	2,008	\$1,937,504
Petits Verdot	18			100%			\$19,250	\$1,100		133	88%	151	\$165,759
Pinot Meunier										30	100%	30	\$34,953
Pinot Noir	89			100%			\$92,076	\$1,036	-11%	127	59%	216	\$224,028
Shiraz	1,770		5%	66%	29%		\$2,153,171	\$1,216	-7%	8,781	83%	10,551	\$12,834,253
Other red	26											26	\$42,409
Red total	9,138	3%	4%	69%	20%	5%	\$10,697,175	\$1,171	-22%	23,395	72%	32,533	\$38,222,652
White													
Chardonnay	478	0%	19%	81%			\$305,729	\$639	15%	1,466	75%	1,945	\$1,243,277
Gewürztraminer										18	100%	18	\$12,629
Pinot Gris/Grigio	15											15	\$18,072
Riesling	33			100%			\$26,839	\$815	-4%	604	95%	637	\$519,356
Sauvignon Blanc	296		30%	70%			\$226,843	\$766	14%	866	75%	1,162	\$889,649
Semillon	45			100%			\$43,806	\$980		135	75%	180	\$176,251
Other white										19	100%	19	\$13,566
White total	867	0%	21%	79%			\$621,289	\$716	21%	3,108	78%	3,975	\$2,872,800
Grand total	10,005	3%	5%	70%	18%	4%	\$11,318,463	\$1,131	-23%	26,503	73%	36,509	\$41,095,452

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Currency Creek

SA

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Sauvignon	804	11%	7%	92%			\$629,481	\$783	-14%	1,672	65%	2,556	\$2,000,100
Durif										73	100%	73	\$59,522
Grenache										73	100%	73	\$59,752
Lagrein	10											10	\$11,374
Malbec										9	100%	9	\$7,153
Merlot	91									454	83%	545	\$399,976
Nero d'Avola	9											9	\$10,318
Pinot Noir										44	100%	44	\$36,422
Sangiovese	39											39	\$35,355
Shiraz	1,155	25%	13%	83%	4%		\$966,005	\$836	-4%	1,873	57%	3,315	\$2,771,236
Tempranillo	42	17%		67%	33%		\$45,750	\$1,097	-12%			49	\$53,430
Red total	2,152	18%	11%	86%	3%		\$1,765,205	\$820	-7%	4,197	62%	6,722	\$5,444,637
White													
Chardonnay	130		97%	3%			\$57,225	\$441		656	83%	786	\$346,538
Gewürztraminer										122	100%	122	\$84,536
Pinot Gris/Grigio	49			100%			\$53,260	\$1,082	-6%	272	85%	321	\$347,648
Prosecco	33											33	\$42,770
Sauvignon Blanc	186		72%	28%			\$109,683	\$590	-4%	998	84%	1,184	\$698,767
Vermentino	42											42	\$41,203
White total	440		59%	41%			\$304,141	\$691	-4%	2,049	82%	2,489	\$1,561,462
Grand total	2,592	15%	19%	78%	2%	0%	\$2,069,346	\$798	-7%	6,246	68%	9,211	\$7,006,099

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Eden Valley

SA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Franc	21									2	8%	23	\$45,380
Cabernet Sauvignon	632			12%	30%	58%	\$1,294,100	\$2,049	-13%	851	57%	1,483	\$3,038,110
Grenache	13			19%	20%	61%	\$27,321	\$2,107	-8%	10	44%	23	\$48,517
Lagrein	6											6	\$6,040
Mataro/Mourvèdre										52	100%	52	\$112,384
Merlot	147			28%	72%		\$196,373	\$1,339	-8%	84	36%	231	\$309,086
Montepulciano										15	100%	15	\$33,281
Muscat à Petitss Grains Rouge	1											1	\$1,320
Petits Verdot										55	100%	55	\$117,779
Pinot Meunier										2	100%	2	\$4,317
Pinot Noir	180			89%	11%		\$219,438	\$1,220	-12%	113	39%	293	\$357,282
Roussanne	49									15	23%	63	\$85,617
Shiraz	1,977	0%		13%	16%	70%	\$4,694,122	\$2,375	1%	1,634	45%	3,611	\$8,574,614
Tempranillo	25			100%			\$30,312	\$1,200	-8%	28	53%	53	\$64,020
Other red	7									7	51%	14	\$42,720
Red total	3,057	0%		20%	21%	59%	\$6,597,643	\$2,158	0%	2,868	48%	5,925	\$12,840,467
White													
Chardonnay	754			76%	24%		\$906,740	\$1,203	9%	628	45%	1,382	\$1,662,571
Gewürztraminer	75			100%			\$82,728	\$1,106	3%	20	21%	95	\$104,765
Muscat à Petits Grains Blanc	20			99%	1%		\$18,333	\$936	1%	19	50%	39	\$36,304
Pinot Gris/Grigio	180			100%			\$233,299	\$1,297	2%	252	58%	432	\$560,473
Riesling	1,347	0%		49%	37%	14%	\$2,118,801	\$1,573	-3%	1,736	56%	3,083	\$4,851,002
Sauvignon Blanc	148			100%			\$146,424	\$992	-5%	226	61%	374	\$370,951
Semillon	227		14%	86%			\$171,314	\$755	-2%	43	16%	269	\$203,517
Viognier	148			34%	61%	4%	\$247,538	\$1,674	10%	130	47%	278	\$465,054
Other white	27									72	73%	98	\$132,827
White total	2,924	0%	1%	66%	26%	7%	\$3,961,410	\$1,355	4%	3,126	52%	6,050	\$8,387,462
Grand total	5,980	0%	1%	43%	24%	33%	\$10,559,053	\$1,766	3%	5,995	50%	11,975	\$21,227,929

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Langhorne Creek

SA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Franc	5									4	43%	9	\$5,400
Cabernet Sauvignon	10,961	6%	9%	85%	0%	0%	\$8,260,680	\$754	-3%	7,994	42%	18,956	\$14,285,348
Dolcetto	4									5	55%	10	\$11,424
Durif										152	100%	152	\$122,908
Grenachet	103			100%			\$68,887	\$667	5%	887	90%	991	\$660,852
Lagrein	11											11	\$11,160
Malbec	730	0%		100%			\$689,188	\$944	-1%	129	15%	859	\$811,307
Mataro/Mourvèdre	15											15	\$9,955
Merlot	2,812	0%	8%	92%			\$1,961,923	\$698	6%	2,374	46%	5,185	\$3,617,960
Montepulciano										13	100%	13	\$10,486
Petits Verdot	5			100%			\$2,769	\$600	0%	72	94%	77	\$46,221
Pinot Noir	784		10%	90%			\$568,236	\$725	3%	728	48%	1,512	\$1,096,284
Sangiovese										25	100%	25	\$19,858
Shiraz	11,530	2%	1%	96%	0%	1%	\$10,171,060	\$882	3%	11,052	49%	22,582	\$19,920,814
Other red	14											14	\$21,593
Red total	26,974	3%	5%	91%	0%	1%	\$21,773,647	\$807	0%	23,436	46%	50,410	\$40,651,569
White													
Chardonnay	2,973	6%	68%	26%			\$1,551,188	\$522	2%	1,028	26%	4,001	\$2,087,636
Chenin blanc										15	100%	15	\$9,164
Fiano	7									11	59%	18	\$27,270
Gewürztraminer										299	100%	299	\$182,912
Muscat à Petits Grains Blanc										24	100%	24	\$14,479
Pinot Gris/Grigio	530			100%			\$515,714	\$973	4%	121	19%	651	\$633,004
Riesling	135									2,004	94%	2,139	\$1,283,418
Sauvignon Blanc	947		27%	73%			\$642,611	\$679	-7%	574	38%	1,521	\$1,032,420
Semillon										2	100%	2	\$1,222
Verdelho										25	100%	25	\$15,124
Vermentino										9	100%	9	\$5,193
Viognier										25	100%	25	\$15,029
Other white	4											4	\$6,125
White total	4,595	4%	49%	47%	0%		\$2,807,480	\$611	4%	4,136	47%	8,732	\$5,312,995
Grand total	31,569	3%	12%	84%	0%	0%	\$24,581,127	\$779	2%	27,572	47%	59,141	\$45,964,564

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

McLaren Vale

SA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Barbera	20			70%		30%	\$24,978	\$1,276	-19%	11	35%	30	\$38,476
Cabernet Franc	54			66%	9%	25%	\$88,331	\$1,634	37%	5	9%	59	\$96,818
Cabernet Sauvignon	4,167			39%	50%	11%	\$6,560,657	\$1,574	3%	3,969	49%	8,136	\$12,809,604
Durif										17	100%	17	\$28,126
Grenache	1,040		0%	35%	49%	16%	\$1,664,351	\$1,601	-1%	1,240	54%	2,280	\$3,650,223
Malbec	12			100%			\$16,470	\$1,326	3%	15	55%	27	\$36,211
Mataro/Mourvèdre	312			40%	37%	23%	\$464,411	\$1,490	-10%	251	45%	563	\$838,297
Merlot	826		18%	72%	11%		\$689,933	\$835	-14%	552	40%	1,378	\$1,151,097
Montepulciano	5			42%		58%	\$9,520	\$1,983	13%	4	48%	9	\$18,425
Muscat à Petitss Grains Rouge										0	100%	0	\$463
Nero d'Avola	28				76%	24%	\$52,720	\$1,894	10%	30	52%	57	\$108,868
Petits Verdot	156		63%	29%		8%	\$112,142	\$721	-25%	156	50%	312	\$224,719
Pinot Noir	314			100%			\$257,453	\$820	-2%	21	6%	335	\$274,547
Roussanne										77	100%	77	\$127,376
Sangiovese	89			46%	54%		\$135,912	\$1,532	3%	179	67%	268	\$409,863
Shiraz	16,670		0%	28%	46%	26%	\$29,063,914	\$1,743	-3%	10,295	38%	26,965	\$47,012,264
Tempranillo	187			10%	66%	24%	\$333,681	\$1,788	2%	161	46%	347	\$621,477
Other red	109			15%	32%	53%	\$211,327	\$1,941	5%	207	66%	316	\$613,682
Red total	23,987		1%	33%	44%	22%	\$39,685,799	\$1,654	-2%	17,190	42%	41,177	\$68,060,535

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

McLaren Vale (continued)

SA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
White													
Chardonnay	1,191		19%	79%	2%		\$844,715	\$709	3%	427	26%	1,619	\$1,147,479
Chenin blanc	9									6	40%	16	\$15,859
Fiano	22				100%		\$38,736	\$1,784	13%	7	25%	29	\$51,387
Gewürztraminer	1											1	\$957
Marsanne										39	100%	39	\$33,640
Moscato Giallo										11	100%	11	\$9,577
Muscat à Petits Grains Blanc	64			49%	51%		\$77,702	\$1,217	-9%	5	7%	68	\$83,229
Pinot Gris/Grigio	7			100%			\$6,800	\$1,000	64%	163	96%	170	\$170,120
Riesling	157			100%			\$184,016	\$1,169	7%	18	10%	176	\$205,590
Sauvignon Blanc	182			100%			\$143,321	\$788	8%	108	37%	290	\$228,767
Semillon	26			94%		6%	\$23,678	\$909	38%	113	81%	140	\$126,871
Verdelho	64			80%	20%		\$92,080	\$1,450	6%	125	66%	188	\$273,179
Vermentino	57			3%	97%		\$90,706	\$1,605	7%	7	10%	63	\$101,302
Viognier	139			93%	7%		\$153,782	\$1,104	-1%	84	38%	224	\$246,927
Other white	23			100%			\$24,220	\$1,076	-6%	54	71%	77	\$82,541
White total	1,941		12%	80%	8%	0%	\$1,690,172	\$871	7%	1,168	38%	3,110	\$2,777,424
Grand total	25,928		2%	37%	42%	20%	\$41,375,972	\$1,596	0%	18,359	41%	44,287	\$70,837,959

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Mount Benson

SA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Sauvignon	267		15%	32%	53%		\$305,088	\$1,143	-20%	179	40%	446	\$509,783
Merlot	88			100%			\$84,061	\$957	8%	167	66%	255	\$243,856
Shiraz	286			46%	54%		\$369,378	\$1,291	-2%	207	42%	493	\$636,162
Red total	641		6%	48%	46%		\$758,528	\$1,184	-12%	553	46%	1,193	\$1,389,801
White													
Chardonnay	29			100%			\$29,415	\$1,011	56%	72	71%	101	\$102,176
Marsanne	8											8	\$4,070
Pinot Gris/Grigio	20									2	11%	22	\$22,125
Sauvignon Blanc	313	1%		99%			\$249,370	\$796	-1%	211	40%	524	\$417,325
Semillon										10	100%	10	\$7,854
White total	370	1%	2%	97%			\$302,595	\$818	9%	295	44%	665	\$553,550
Grand total	1,011	0%	5%	66%	29%		\$1,061,123	\$1,050	-10%	848	46%	1,858	\$1,943,351

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Padthaway

SA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Franc	72											72	\$45,332
Cabernet Sauvignon	5,799	0%	2%	97%		1%	\$5,982,546	\$1,032	-3%	1,827	24%	7,627	\$7,867,338
Malbec	125									509	80%	634	\$633,960
Merlot	1,240		22%	78%			\$844,455	\$681	14%	627	34%	1,867	\$1,271,814
Pinot Noir	1,023			100%			\$813,937	\$796	-4%	247	19%	1,270	\$1,010,794
Shiraz	7,998		3%	94%	2%	1%	\$8,335,482	\$1,042	-4%	4,272	35%	12,269	\$12,787,546
Tempranillo	25											25	\$51,534
Other red										6	100%	6	\$6,009
Red total	16,281	0%	4%	94%	1%	1%	\$16,197,936	\$995	-2%	7,489	32%	23,770	\$23,674,327
White													
Chardonnay	8,523		42%	58%			\$5,129,883	\$602	14%	2,549	23%	11,071	\$6,663,884
Gewürztraminer	179									218	55%	398	\$274,503
Pinot Gris/Grigio	1,983			100%			\$1,943,142	\$980	-2%	326	14%	2,308	\$2,262,285
Riesling	322		12%	88%			\$293,735	\$913	-2%	1,259	80%	1,581	\$1,443,118
Sauvignon Blanc	1,382		4%	96%			\$1,036,737	\$750	-5%	199	13%	1,582	\$1,186,313
Verdelho										261	100%	261	\$179,746
Viognier	72			100%			\$72,430	\$1,000	0%	45	38%	117	\$116,960
Other white	43									11	21%	54	\$13,575
White total	12,504	0%	29%	70%			\$8,610,517	\$689	4%	4,868	28%	17,372	\$12,140,383
Grand total	28,785	0%	15%	84%	0%	1%	\$24,808,453	\$862	1%	12,356	30%	41,142	\$35,814,710

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Riverland

SA

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Barbera	19											19	\$6,460
Cabernet Franc	6											6	\$1,650
Cabernet Sauvignon	50,921		100%	0%			\$19,907,028	\$391	13%	15,852	24%	66,773	\$26,104,183
Dolcetto	4											4	\$1,183
Durif	331		98%	2%			\$164,025	\$495	24%	178	35%	509	\$252,159
Grenache	5,502	43%	56%	0%			\$1,835,594	\$334	19%	1,195	18%	6,697	\$2,234,218
Lagrein	29	31%		58%		11%	\$25,957	\$906	78%			29	\$25,957
Malbec	278									219	44%	497	\$146,639
Mataro/Mourvèdre	2,371	43%	57%	0%			\$837,673	\$353	13%	203	8%	2,574	\$909,288
Merlot	18,630	0%	100%				\$7,269,946	\$390	9%	8,449	31%	27,079	\$10,567,002
Montepulciano	122		56%	41%		3%	\$76,700	\$628	-6%	53	30%	175	\$110,210
Muscat à Petits Grains Rouge	144											144	\$61,935
Petits Verdot	6,840	1%	98%	1%			\$2,424,877	\$355	5%	4,839	41%	11,680	\$4,140,487
Pinot Noir	7,402		100%				\$2,842,173	\$384	6%	996	12%	8,397	\$3,224,487
Roussanne	9											9	\$2,452
Ruby Cabernet	973		100%				\$340,892	\$350	16%	781	45%	1,754	\$614,574
Sangiovese	98	25%	75%				\$36,019	\$366	83%	334	77%	432	\$158,399
Shiraz	91,880	1%	98%	1%			\$36,424,766	\$396	18%	24,621	21%	116,501	\$46,185,537
Tarrango	247											247	\$59,800
Tempranillo	568		98%	0%		1%	\$242,908	\$428	23%	217	28%	785	\$335,785
Other red	1,217	3%	94%	2%		0%	\$565,383	\$465	0%	904	43%	2,121	\$985,429
Red total	187,591	3%	97%	0%		0%	\$73,209,538	\$390	14%	58,841	24%	246,431	\$96,127,832

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Riverland (continued)

SA

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
White													
Canada Muscat	35									55	61%	90	\$45,045
Chardonnay	96,701	5%	95%	0%			\$30,017,063	\$310	6%	19,654	17%	116,355	\$36,117,824
Chenin blanc	1,740	100%					\$393,142	\$226	10%			1,740	\$393,142
Colombard	24,899	100%					\$5,527,408	\$222	9%	4,016	14%	28,915	\$6,418,996
Doradillo	38									95	71%	133	\$29,033
Fiano	186		83%	16%	2%		\$100,821	\$541	28%			186	\$100,821
Gewürztraminer	992		100%				\$373,503	\$377	-18%	1,633	62%	2,625	\$988,522
Moscato Giallo	56											56	\$14,045
Muscadelle (Tokay)										33	100%	33	\$9,610
Muscat à Petits Grains Blanc	4,074	3%	97%				\$1,259,277	\$309	3%	808	17%	4,882	\$1,508,868
Muscat Gordo Blanco	24,913	98%	2%				\$5,771,935	\$232	10%	4,605	16%	29,518	\$6,838,843
Pinot Gris/Grigio	1,995		100%				\$1,004,381	\$503	5%	665	25%	2,661	\$1,339,335
Riesling	1,900	6%	94%				\$607,485	\$320	-2%	619	25%	2,519	\$805,263
Sauvignon Blanc	14,267	1%	99%				\$5,424,181	\$380	10%	4,974	26%	19,241	\$7,315,336
Semillon	4,787	90%	10%				\$1,287,573	\$269	7%	4,968	51%	9,755	\$2,623,766
Sultana	132	100%					\$28,189	\$214	-1%			132	\$28,189
Verdelho	1,397	57%	42%	2%			\$479,604	\$343	-10%	41	3%	1,438	\$493,564
Vermentino	534	10%	87%	3%			\$220,616	\$413	2%	323	38%	856	\$353,965
Viognier	1,313	28%	60%	12%			\$480,149	\$366	-5%	424	24%	1,737	\$635,153
Other white	605	97%	2%	2%			\$146,767	\$243	5%	216	26%	821	\$199,212
White total	180,564	35%	65%	0%	0%		\$53,162,015	\$294	5%	43,127	19%	223,691	\$66,258,531
Grand total	368,155	18%	81%	0%	0%	0%	\$126,371,553	\$343	11%	101,968	22%	470,123	\$162,386,363

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Wrattenbully

SA

Variety	Tonnes purchased	E' (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Franc										2	100%	2	\$2,403
Cabernet Sauvignon	3,938		3%	84%	10%	3%	\$4,859,959	\$1,234	-5%	6,480	62%	10,418	\$12,855,994
Malbec	40											40	\$39,214
Merlot	790			83%	17%		\$732,073	\$927	14%	2,617	77%	3,407	\$3,157,771
Petits Verdot	3											3	\$3,684
Pinot Noir	465			100%			\$394,892	\$849	12%	416	47%	881	\$748,322
Sangiovese										77	100%	77	\$87,278
Shiraz	2,393		6%	79%	16%		\$2,603,578	\$1,088	2%	4,576	66%	6,969	\$7,581,614
Tempranillo	58									9	14%	68	\$94,710
Red total	7,688		3%	84%	11%	2%	\$8,715,049	\$1,134	-1%	14,177	65%	21,865	\$24,570,991
White													
Chardonnay	1,007	7%	12%	80%			\$668,795	\$664	4%	1,188	54%	2,195	\$1,457,402
Gewürztraminer	7											7	\$5,754
Pinot Gris/Grigio	383		14%	86%			\$345,691	\$902	-9%	1,215	76%	1,598	\$1,442,123
Prosecco	92											92	\$46,095
Riesling	20			100%			\$13,260	\$650	8%	85	81%	105	\$68,348
Sauvignon Blanc	507		24%	76%			\$310,948	\$614	0%	904	64%	1,410	\$865,441
Semillon										68	100%	68	\$47,042
Viognier										33	100%	33	\$22,562
White total	2017	4%	19%	77%			\$1,390,542	\$690	-1%	3,492	63%	5,509	\$3,954,767
Grand total	9,704	1%	7%	82%	9%	1%	\$10,105,591	\$1,041	0%	17,669	65%	27,374	\$28,525,758

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Tasmania

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300-\$600)	C (\$600-\$1,500)	B (\$1,500-\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Franc										5	100%	5	\$15,749
Cabernet Sauvignon	4					100%	\$10,500	\$3,000		119	97%	123	\$368,369
Merlot										82	100%	82	\$239,113
Petits Verdot										2	100%	2	\$5,159
Pinot Meunier	51					100%	\$104,550	\$2,069	24%	192	79%	243	\$502,622
Pinot Noir	1,073	1%			0%	100%	\$3,186,553	\$2,970	1%	2,977	73%	4,062	\$12,065,025
Shiraz	5					100%	\$17,250	\$3,833	26%	26	85%	30	\$115,054
Other red	1			100%			\$1,200	\$1,000		9	89%	11	\$10,515
Red total	1,133	1%		0%	0%	100%	\$3,320,053	\$2,931	1%	3,413	75%	4,557	\$13,321,604
White													
Chardonnay	754					100%	\$2,179,560	\$2,892	13%	1,752	70%	2,506	\$7,246,807
Gewürztraminer	1					100%	\$2,695	\$2,500	25%	27	96%	28	\$70,260
Pinot Gris/Grigio	123			2%		98%	\$336,179	\$2,744	10%	778	86%	901	\$2,471,490
Riesling	129					100%	\$371,842	\$2,887	3%	421	77%	549	\$1,586,094
Sauvignon Blanc	260				3%	97%	\$675,809	\$2,602	-3%	954	79%	1,213	\$3,157,732
Other white										13	100%	13	\$36,974
White total	1,266			0%	1%	99%	\$3,566,085	\$2,818	9%	3,945	76%	5,210	\$14,569,356
Grand total	2,398	1%		0%	0%	99%	\$6,886,138	\$2,871	6%	7,357	75%	9,768	\$27,890,960

Note: Wine Tasmania estimates that the total crush for Tasmania in 2017 (extrapolated from the collected survey figures) is 13,197 tonnes. Contact Wine Tasmania for a more detailed vintage report for Tasmania.

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Alpine Valleys

VIC

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Sauvignon	39		80%	20%			\$19,410	\$504	5%	26	40%	64	\$32,370
Dolcetto										17	100%	17	\$13,596
Durif										22	100%	22	\$17,642
Merlot	221		69%	31%			\$116,186	\$525	18%	32	12%	253	\$132,769
Petits Verdot										4	100%	4	\$3,266
Pinot Noir	302			100%			\$352,016	\$1,167	8%	1	0%	302	\$352,833
Sangiovese										8	100%	8	\$6,533
Shiraz	85	60%	23%	8%		9%	\$40,573	\$478	10%	21	20%	106	\$50,737
Tempranillo										6	100%	6	\$5,063
Other red	13			100%			\$10,096	\$800	-1%	27	68%	39	\$31,563
Red total	659	8%	31%	60%		1%	\$538,280	\$817	11%	163	20%	822	\$646,373
White													
Chardonnay	426			100%			\$413,501	\$972	2%			426	\$413,501
Pinot Gris/Grigio	392			100%			\$356,942	\$911	14%	14	3%	405	\$369,247
Prosecco	315			100%			\$318,017	\$1,009	7%	2	1%	317	\$320,036
Riesling										4	100%	4	\$3,931
Sauvignon Blanc	539			100%			\$405,881	\$752	-2%	9	2%	548	\$412,652
Semillon	8											8	\$5,135
Vermentino										9	100%	9	\$7,593
Other white	3			100%			\$3,600	\$1,200	-20%	71	96%	74	\$89,076
White total	1,683			100%			\$1,503,076	\$893	2%	109	6%	1,791	\$1,621,170
Grand total	2,342	2%	9%	89%		0%	\$2,041,356	\$872	6%	271	10%	2,613	\$2,267,543

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Bendigo

VIC

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Franc										5	100%	5	\$3,480
Cabernet Sauvignon	257		90%		2%	8%	\$152,850	\$596	-35%	64	20%	321	\$191,061
Merlot	88		91%	9%			\$42,920	\$489		6	6%	94	\$45,765
Pinot Noir	22											22	\$26,269
Sangiovese										5	100%	5	\$3,543
Shiraz	807		41%	57%		3%	\$590,930	\$732	-20%	102	11%	909	\$665,958
Red total	1,173		55%	41%	1%	4%	\$812,969	\$693	-24%	183	13%	1,355	\$936,076
White													
Chardonnay	10			43%	57%		\$14,865	\$1,544	-23%	22	69%	31	\$48,360
Pinot Gris/Grigio	183			100%			\$252,518	\$1,381	37%			183	\$252,518
Riesling										7	100%	7	\$10,213
Viognier										6	100%	6	\$8,333
White total	193			97%	3%		\$267,383	\$1,389	35%	35	15%	228	\$319,424
Grand total	1,365		47%	49%	1%	3%	\$1,080,352	\$791	-16%	218	14%	1,583	\$1,255,500

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Geelong													VIC
Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Sauvignon	6				16%	84%	\$11,220	\$1,968		15	73%	21	\$41,475
Durif	18											18	\$20,087
Merlot	4									5	57%	9	\$19,338
Pinot Noir	54					100%	\$116,624	\$2,171	2%	335	86%	388	\$843,320
Shiraz	88			54%	4%	42%	\$146,273	\$1,668	-6%	190	68%	278	\$463,430
Other red	1				100%		\$1,500	\$1,500		3	77%	4	\$6,653
Red total	169			38%	3%	59%	\$303,953	\$1,793	-7%	549	76%	718	\$1,394,302
White													
Chardonnay	75	14%			68%	32%	\$140,452	\$1,869	3%	196	70%	282	\$526,994
Marsanne										2	100%	2	\$4,165
Pinot Gris/Grigio										47	100%	47	\$84,912
Riesling	2				100%		\$3,130	\$1,692		17	90%	19	\$31,317
Sauvignon Blanc	39				100%		\$70,380	\$1,791	6%	112	74%	151	\$270,811
Semillon	16									5	24%	21	\$33,600
Viognier										3	100%	3	\$5,034
White total	132	8%			82%	18%	\$239,562	\$1,811	2%	382	73%	525	\$956,833
Grand total	302	3%		21%	38%	41%	\$543,515	\$1,801	-2%	931	75%	1,243	\$2,351,135

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Glenrowan													VIC
Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Sauvignon										503	100%	503	\$449,274
Durif	7									133	95%	140	\$124,788
Merlot										118	100%	118	\$104,898
Nero d'Avola										30	100%	30	\$26,798
Shiraz										390	100%	390	\$348,106
Other red										2	100%	2	\$1,615
Red total	7									1,176	99%	1,183	\$1,055,478
White													
Muscadelle (Tokay)										17	100%	17	\$19,277
Muscat à Petits Grains Blanc										32	100%	32	\$37,124
White total										49	100%	49	\$56,401
Grand total	7									1,225	99%	1,232	\$1,111,879

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Goulburn Valley

VIC

Variety	Tonnes purchased	E ¹ [less than \$300]	D [\$300–\$600]	C [\$600–\$1,500]	B [\$1,500–\$2,000]	A [above \$2,000]	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Franc										23	100%	23	\$12,988
Cabernet Sauvignon	171		69%	31%			\$82,481	\$482	-9%	734	81%	905	\$436,210
Durif										77	100%	77	\$44,227
Grenache										23	100%	23	\$13,137
Malbec										0		0	\$0
Mataro/Mourvèdre										23	100%	23	\$13,333
Merlot	107		100%				\$49,743	\$466	-18%	633	86%	739	\$344,548
Petits Verdot										82	100%	82	\$47,351
Roussanne										48	100%	48	\$27,910
Sangiovese										63	100%	63	\$36,142
Shiraz	560		59%	41%			\$349,887	\$625	-10%	1,290	70%	1,850	\$1,156,708
Tempranillo										134	100%	134	\$77,351
Red total	837		66%	34%			\$482,111	\$576	-7%	3,130	79%	3,968	\$2,209,904
White													
Chardonnay	607		15%	85%			\$464,493	\$765	-2%	741	55%	1,348	\$1,031,326
Gewürztraminer										242	100%	242	\$175,739
Marsanne										527	100%	527	\$383,100
Pinot Gris/Grigio	304			100%			\$197,444	\$650	2%	81	21%	385	\$250,406
Riesling										894	100%	894	\$649,902
Sauvignon Blanc										893	100%	893	\$649,095
Semillon										238	100%	238	\$173,073
Verdelho										72	100%	72	\$52,387
Viognier										64	100%	64	\$46,705
Other white										14	100%	14	\$10,376
White total	911		10%	90%			\$661,937	\$727	-5%	3,768	81%	4,679	\$3,422,108
Grand total	1,748		37%	63%			\$1,144,048	\$654	-9%	6,899	80%	8,647	\$5,632,012

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Grampians

VIC

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Franc										5	100%	5	\$6,311
Cabernet Sauvignon	145			72%	26%	1%	\$147,639	\$1,019	9%	199	58%	344	\$350,818
Dolcetto										6	100%	6	\$7,294
Grenache	4											4	\$8,000
Merlot	2			56%	44%		\$3,397	\$1,467	22%	31	93%	33	\$48,274
Pinot Meunier										14	100%	14	\$16,723
Pinot Noir	4									32	89%	36	\$72,286
Sangiovese	4									9	70%	13	\$24,568
Shiraz	1,190			67%	26%	8%	\$1,487,247	\$1,249	11%	1,478	55%	2,669	\$3,334,022
Tempranillo	2											2	\$4,730
Other red	0									3	90%	3	\$5,400
Red total	1,352			67%	26%	8%	\$1,667,113	\$1,233	13%	1,777	57%	3,129	\$3,878,426
White													
Chardonnay	10			100%			\$11,911	\$1,200	0%	62	86%	72	\$86,239
Gewürztraminer	0											0	\$103
Pinot Gris/Grigio	39			100%			\$39,711	\$1,012	11%	43	52%	82	\$83,228
Riesling	28			86%	14%		\$40,081	\$1,414	-2%	65	70%	93	\$131,566
Viognier	1									2	73%	3	\$3,310
Other white	1									6	83%	8	\$8,465
White total	80			95%	5%		\$94,125	\$1,180	6%	178	69%	258	\$312,911
Grand total	1,432			68%	25%	7%	\$1,761,238	\$1,230	12%	1,955	58%	3,387	\$4,191,337

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Heathcote

VIC

Variety	Tonnes purchased	E¹ [less than \$300]	D [\$300–\$600]	C [\$600–\$1,500]	B [\$1,500–\$2,000]	A [above \$2,000]	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Sauvignon	600			95%	2%	4%	\$574,742	\$958	-7%	127	18%	728	\$696,756
Dolcetto										116	100%	116	\$131,215
Durif	35			34%	66%		\$48,565	\$1,403	-2%	192	85%	227	\$318,443
Grenache	111				100%		\$177,495	\$1,603	25%	303	73%	413	\$662,741
Lagrein										6	100%	6	\$6,903
Malbec										71	100%	71	\$80,452
Mataro/Mourvèdre	8				100%		\$14,425	\$1,838	6%	361	98%	369	\$677,638
Merlot	185		38%	62%			\$128,939	\$696	-4%	134	42%	319	\$222,058
Montepulciano	11									7	40%	18	\$25,032
Nero d'Avola	9									10	52%	18	\$36,718
Petits Verdot	5									0	8%	5	\$5,904
Pinot Noir	95											95	\$86,576
Roussanne										109	100%	109	\$122,796
Sangiovese	8			68%		32%	\$10,697	\$1,390	65%	5	38%	12	\$17,173
Shiraz	3,336			94%	2%	4%	\$3,863,518	\$1,158	-4%	2,775	45%	6,111	\$7,077,399
Tempranillo	63			100%			\$79,341	\$1,269	13%	76	55%	139	\$175,814
Other red	14				90%	10%	\$24,919	\$1,815		71	84%	85	\$154,133
Red total	4,478		2%	89%	5%	3%	\$5,047,231	\$1,127	-2%	4,364	49%	8,843	\$10,497,751
White													
Chardonnay	1									1,629	100%	1,630	\$2,445,420
Fiano										8	100%	8	\$6,218
Gewürztraminer										2	100%	2	\$1,321
Marsanne										68	100%	68	\$52,834
Moscato Giallo										37	100%	37	\$28,426
Pinot Gris/Grigio	81											81	\$68,799
Sauvignon Blanc	108											108	\$86,216
Vermentino	55		98%			2%	\$28,870	\$527	-79%	13	19%	67	\$35,515
Viognier										7	100%	7	\$5,616
Other white	3									9	74%	12	\$27,359
White total	248		22%	76%	0%	2%	\$192,470	\$777	-13%	1,772	88%	2,020	\$2,757,725
Grand total	4,726		3%	89%	5%	3%	\$5,239,701	\$1,109	-2%	6,137	56%	10,863	\$13,255,477

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

King Valley

VIC

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Barbera	22			100%			\$21,051	\$971	21%	17	43%	38	\$37,072
Cabernet Sauvignon	428		87%	8%	2%	2%	\$261,060	\$610	10%	271	39%	699	\$426,495
Dolcetto	14			100%			\$14,971	\$1,100	41%	91	87%	105	\$115,610
Durif										75	100%	75	\$63,177
Merlot	918		78%	22%			\$419,463	\$457	21%	527	36%	1,445	\$660,389
Petits Verdot	25											25	\$12,946
Pinot Meunier	123			86%	14%		\$171,398	\$1,389	3%	80	39%	204	\$282,965
Pinot Noir	999			84%	16%		\$1,257,322	\$1,259	6%	353	26%	1,351	\$1,701,501
Sangiovese	59			100%			\$43,707	\$741	-3%	443	88%	502	\$372,013
Shiraz	288		76%	18%	4%	2%	\$196,834	\$683	19%	319	53%	607	\$414,806
Tempranillo	26			100%			\$29,131	\$1,132	36%	96	79%	122	\$138,113
Other red	6			100%			\$8,505	\$1,350	40%	152	96%	159	\$214,153
Red total	2,906		46%	47%	7%	1%	\$2,436,388	\$838	21%	2,425	45%	5,331	\$4,439,241
White													
Chardonnay	1,136		27%	70%	3%		\$968,049	\$852	8%	1,035	48%	2,170	\$1,849,769
Fiano	58		8%	92%			\$67,776	\$1,177	1%			58	\$67,776
Gewurztraminer	72			99%	1%		\$57,660	\$806	4%	4	5%	76	\$60,882
Moscato Giallo	29			100%			\$23,670	\$810		46	61%	75	\$60,610
Muscat à Petits Grains Blanc	61											61	\$36,268
Pinot Gris/Grigio	1,227	2%		81%	19%		\$1,399,279	\$1,140	8%	1,904	60%	3,151	\$3,592,783
Prosecco	1,028			100%			\$1,122,424	\$1,092	5%	1,650	62%	2,678	\$2,923,933
Riesling	50			93%	7%		\$39,968	\$806	72%	437	90%	487	\$392,410
Sauvignon Blanc	1,133		6%	89%	5%		\$858,103	\$758	12%	640	36%	1,772	\$1,342,672
Semillon	8											8	\$3,093
Vermentino	4									43	91%	47	\$37,910
Other white	15			58%	42%		\$19,473	\$1,318	65%	97	87%	112	\$147,450
White total	4,820	0%	8%	85%	7%		\$4,599,249	\$954	15%	5,856	55%	10,695	\$10,515,555
Grand total	7,726	0%	22%	71%	7%	0%	\$7,035,637	\$911	18%	8,281	52%	16,027	\$14,954,796

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Mornington Peninsula

VIC

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Sauvignon										3	100%	3	\$12,302
Merlot										2	100%	2	\$7,327
Pinot Meunier										1	100%	1	\$3,244
Pinot Noir	113					100%	\$417,922	\$3,694	33%	512	82%	625	\$2,308,533
Shiraz	27					100%	\$162,584	\$5,945	112%	51	65%	78	\$463,720
Tempranillo	7											7	\$17,500
Other red										1	100%	1	\$4,416
Red total	147					100%	\$598,005	\$4,055	46%	569	79%	717	\$2,817,041
White													
Chardonnay	44					100%	\$131,546	\$2,964	20%	233	84%	277	\$822,288
Gewürztraminer										2	100%	2	\$6,064
Pinot Gris/Grigio	153					100%	\$389,389	\$2,552	9%	188	55%	340	\$868,394
Riesling										11	100%	11	\$30,081
Sauvignon Blanc	12				62%	38%	\$26,314	\$2,179	-23%	43	78%	55	\$119,822
Viognier	3											3	\$12,923
Other white										4	100%	4	\$11,285
White total	212				4%	96%	\$560,171	\$2,637	9%	482	69%	694	\$1,870,856
Grand total	360				2%	98%	\$1,158,176	\$3,218	25%	1,051	74%	1,411	\$4,687,897

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Pyrenees													VIC
Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300-\$600)	C (\$600-\$1,500)	B (\$1,500-\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Barbera										4	100%	4	\$6,216
Cabernet Franc										8	100%	8	\$13,031
Cabernet Sauvignon	15			29%	71%		\$24,192	\$1,628	125%	255	94%	269	\$438,541
Dolcetto										0	100%	0	\$591
Grenache										43	100%	43	\$68,641
Malbec										4	100%	4	\$7,151
Merlot	6			100%			\$6,756	\$1,200		98	95%	104	\$124,302
Pinot Meunier										11	100%	11	\$17,370
Pinot Noir	4									103	97%	107	\$83,577
Sangiovese										3	100%	3	\$4,698
Shiraz	153			58%	20%	22%	\$237,178	\$1,549	-26%	515	77%	668	\$1,034,635
Tempranillo										1	100%	1	\$1,119
Other red	18				34%	66%	\$40,638	\$2,291	-1%	15	46%	33	\$75,326
Red total	195			53%	24%	23%	\$311,650	\$1,598	-23%	1,060	84%	1,255	\$1,875,199
White													
Chardonnay	12			100%			\$16,416	\$1,365	37%	296	96%	308	\$421,222
Fiano										0	100%	0	\$415
Gewürztraminer										0	100%	0	\$277
Pinot Gris/Grigio										1	100%	1	\$1,383
Riesling										6	100%	6	\$8,312
Sauvignon Blanc	13			100%			\$17,909	\$1,376		54	81%	67	\$92,330
Semillon										10	100%	10	\$13,658
Viognier	4			31%	69%		\$5,160	\$1,469		18	84%	22	\$32,201
Other white										3	100%	3	\$4,260
White total	29			92%	8%		\$39,485	\$1,383	38%	389	93%	418	\$574,058
Grand total	224			58%	22%	20%	\$351,135	\$1,571	-22%	1,450	87%	1,673	\$2,449,257

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Rutherglen													VIC
Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Franc										13	100%	13	\$12,447
Cabernet Sauvignon	5			100%			\$4,739	\$926	18%	96	95%	101	\$94,018
Durif	201		15%	61%	24%		\$220,575	\$1,096	-1%	137	40%	338	\$370,396
Grenache										8	100%	8	\$8,283
Malbec										9	100%	9	\$8,729
Merlot	10		100%				\$4,523	\$450		21	68%	31	\$13,993
Muscat à Petits Grains Rouge	51			24%	76%		\$67,019	\$1,306		110	68%	162	\$211,129
Petits Verdot	7									3	29%	10	\$6,383
Pinot Noir										5	100%	5	\$4,959
Roussanne										13	100%	13	\$12,786
Ruby Cabernet										13	100%	13	\$12,257
Sangiovese	22									8	26%	29	\$19,152
Shiraz	339		6%	94%			\$293,094	\$866	-22%	380	53%	718	\$621,601
Tempranillo	24			56%		44%	\$44,225	\$1,837		17	41%	41	\$74,694
Other red	13		100%				\$6,731	\$500		78	85%	92	\$45,894
Red total	673		11%	74%	13%	2%	\$659,655	\$981	-10%	910	57%	1,583	\$1,516,719
White													
Chardonnay	28		32%	68%			\$17,849	\$636	-9%	65	70%	94	\$59,519
Gewürztraminer										5	100%	5	\$5,780
Marsanne										24	100%	24	\$28,751
Muscadelle (Tokay)										64	100%	64	\$75,012
Muscat à Petits Grains Blanc	48			40%	44%	17%	\$80,373	\$1,669	9%	129	73%	178	\$296,452
Riesling	6			100%			\$4,884	\$800		24	80%	31	\$24,456
Semillon	11			100%			\$6,352	\$600		17	61%	27	\$16,336
Viognier										9	100%	9	\$10,923
Other white										54	100%	54	\$59,361
White total	93		10%	59%	23%	9%	\$109,458	\$1,178	-18%	393	81%	486	\$576,590
Grand total	766		11%	73%	14%	2%	\$769,112	\$1,005	-15%	1,303	63%	2,069	\$2,093,309

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Strathbogie Ranges

VIC

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Sauvignon										172	100%	172	\$150,097
Mataro/Mourvèdre										3	100%	3	\$2,449
Merlot	25									12	32%	36	\$24,949
Pinot Noir	8	66%			100%		\$11,400	\$1,500		837	99%	850	\$1,274,291
Sangiovese										23	100%	23	\$20,503
Shiraz										252	100%	252	\$219,985
Red total	33	15%	6%	71%	23%		\$28,480	\$875	-6.2%	1,298	97%	1,335	\$1,692,274
White													
Chardonnay	137	4%		100%			\$136,508	\$1,000	0.0%	707	83%	848	\$848,474
Pinot Gris/Grigio	25									25	49%	50	\$60,156
Riesling	15	66%		100%			\$15,614	\$1,038	-1.8%	22	47%	47	\$48,723
Sauvignon Blanc										132	100%	132	\$136,425
Vermentino										22	100%	22	\$23,116
Other white										12	100%	12	\$12,590
White total	177	8%		100%			\$182,638	\$1,032	-1.6%	920	83%	1,112	\$1,129,483
Grand total	210	10%	1%	95%	4%		\$211,118	\$1,008	-1.7%	2,218	91%	2,448	\$2,821,758

1. Percentages represent the pricing grade's share of purchases for each variety. 2. The estimated non-response rate nationally is 12%; however, the non-response rate varies for each region. Generally, regions with more small wineries and less purchased fruit will have higher non-response rates. As the number and identity of respondents can change from year to year, changes in the size of the crush can be partly attributable to changes in the non-response rate.

Yarra Valley													VIC
Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Barbera										8	100%	8	\$15,610
Cabernet Franc	1					100%	\$2,233	\$2,500		19	95%	20	\$49,208
Cabernet Sauvignon	65	1%		12%	61%	28%	\$120,569	\$1,859	18%	417	86%	483	\$897,680
Grenache	2									4	71%	6	\$12,320
Malbec										1	100%	1	\$2,462
Mataro/Mourvèdre										2	100%	2	\$4,283
Merlot	2					100%	\$3,992	\$2,000	52%	170	99%	172	\$344,040
Petits Verdot										4	100%	4	\$7,005
Pinot Meunier	56				87%	13%	\$103,067	\$1,831	-6%	68	55%	125	\$228,392
Pinot Noir	1,446			18%	8%	74%	\$2,945,045	\$2,037	15%	1,451	50%	2,897	\$5,900,618
Roussanne										17	100%	17	\$33,802
Sangiovese	16				100%		\$27,200	\$1,700		24	60%	40	\$68,629
Shiraz	199			20%	46%	34%	\$367,425	\$1,843	41%	387	66%	586	\$1,080,643
Other red	3					100%	\$9,427	\$3,100	80%	64	95%	67	\$209,160
Red total	1,790	0%		17%	18%	65%	\$3,582,477	\$2,001	15%	2,637	60%	4,428	\$8,853,852
White													
Chardonnay	1,417		0%	25%	51%	24%	\$2,519,722	\$1,779	16%	1,477	51%	2,893	\$5,146,458
Colombard										1	100%	1	\$1,051
Gewürztraminer	2									3	62%	5	\$9,602
Marsanne	2				100%		\$3,608	\$1,850		2	54%	4	\$7,918
Muscadelle (Tokay)										2	100%	2	\$3,522
Pinot Gris/Grigio	249				30%	70%	\$503,074	\$2,020	28%	247	50%	496	\$1,002,510
Riesling	12				78%	22%	\$21,814	\$1,844		24	67%	36	\$66,449
Sauvignon Blanc	150			59%	28%	13%	\$222,021	\$1,485	17%	206	58%	356	\$527,752
Semillon	42		17%	75%		8%	\$27,503	\$661	-37%	52	55%	93	\$61,568
Viognier	4			100%			\$3,520	\$800	-33%	28	87%	33	\$26,248
Other white	13				100%		\$23,688	\$1,780	-1%	31	70%	45	\$79,659
White total	1,890		1%	25%	45%	29%	\$3,328,643	\$1,761	17%	2,073	52%	3,963	\$6,932,737
Grand total	3,680	0%	0%	21%	32%	47%	\$6,911,121	\$1,878	16%	4,710	56%	8,391	\$15,786,588

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Geographe

WA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Sauvignon	91			100%			\$100,910	\$1,103	176%	100	52%	192	\$211,669
Dolcetto										2	100%	2	\$2,444
Grenache	7			100%			\$6,970	\$1,000	1%	7	49%	14	\$13,770
Malbec	1				100%		\$2,178	\$1,800	238%	20	94%	21	\$37,292
Mataro/Mourvèdre	1									3	78%	4	\$6,690
Merlot	13			100%			\$11,376	\$900	161%	56	82%	69	\$62,179
Petits Verdot										3	100%	3	\$3,199
Shiraz	365			98%	2%		\$397,420	\$1,089	17%	115	24%	480	\$522,302
Tempranillo	34			76%	24%		\$42,738	\$1,260	-11%	22	39%	55	\$69,843
Other red	7				70%	30%	\$13,140	\$2,012	20%	2	24%	9	\$17,366
Red total	519			96%	4%	0%	\$576,232	\$1,111	78%	330	39%	849	\$946,754
White													
Chardonnay	298			98%	2%	0%	\$300,326	\$1,007	64%	88	23%	386	\$389,077
Chenin blanc										28	100%	28	\$24,989
Muscat à Petits Grains Blanc										5	100%	5	\$4,412
Sauvignon Blanc	575		3%	97%			\$486,089	\$846	34%	161	22%	736	\$622,254
Semillon	293			100%			\$263,810	\$900	34%	109	27%	402	\$361,569
Verdelho										20	100%	20	\$18,421
Viognier										1	100%	1	\$1,323
Other white										2	100%	2	\$1,801
White total	1,166		1%	98%	0%	0%	\$1,050,225	\$900	41%	414	26%	1,581	\$1,423,846
Grand total	1,685		1%	97%	2%	0%	\$1,626,457	\$965	52%	744	31%	2,430	\$2,370,600

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Great Southern

WA

Variety	Tonnes purchased	E ¹ [less than \$300]	D [\$300–\$600]	C [\$600–\$1,500]	B [\$1,500–\$2,000]	A [above \$2,000]	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Franc										30	100%	30	\$43,548
Cabernet Sauvignon	841		5%	46%	39%	10%	\$1,269,814	\$1,509	-2%	195	19%	1,036	\$1,564,253
Malbec	8			60%		40%	\$21,963	\$2,649	-44%	10	56%	19	\$49,680
Mataro/Mourvèdre										5	100%	5	\$7,213
Merlot	50			100%			\$57,543	\$1,162	-23%	95	66%	144	\$167,616
Petits Verdot										17	100%	17	\$25,146
Pinot Meunier										0	100%	0	\$135
Pinot Noir	64			63%	22%	15%	\$115,866	\$1,800	22%	114	64%	178	\$320,359
Shiraz	1,278		6%	46%	39%	9%	\$1,795,097	\$1,404	2%	441	26%	1,720	\$2,414,972
Red total	2,242		5%	48%	38%	10%	\$3,260,283	\$1,454	-1%	908	29%	3,150	\$4,592,922
White													
Chardonnay	787		5%	94%		1%	\$868,370	\$1,103	7%	264	25%	1,051	\$1,160,182
Gewürztraminer	5											5	\$7,894
Marsanne										1	100%	1	\$1,156
Pinot Gris/Grigio	21				100%		\$35,879	\$1,714	-5%	0	2%	21	\$36,620
Riesling	290			41%	46%	14%	\$445,105	\$1,534	17%	313	52%	603	\$924,797
Sauvignon Blanc	383			99%	1%		\$420,716	\$1,098	-1%	432	53%	815	\$895,324
Semillon	387			98%	2%		\$396,044	\$1,022	3%	298	43%	685	\$700,404
Verdelho										17	100%	17	\$20,114
Vermentino	2											2	\$2,512
Viognier										11	100%	11	\$12,930
White total	1,875		2%	86%	9%	3%	\$2,176,520	\$1,161	7%	1,337	42%	3,212	\$3,761,933
Grand total	4,116		4%	65%	25%	6%	\$5,436,804	\$1,321	2%	2,245	35%	6,361	\$8,354,855

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Margaret River

WA

Variety	Tonnes purchased	E¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed²	Est total value ALL grapes
Red													
Cabernet Franc	21			11%	62%	27%	\$39,371	\$1,853	2%	62	75%	84	\$154,724
Cabernet Sauvignon	2,334			25%	51%	24%	\$4,206,665	\$1,802	2%	2,237	49%	4,572	\$8,238,354
Grenache	15				100%		\$25,605	\$1,681	-3%	10	41%	26	\$43,233
Malbec	89			15%	54%	31%	\$160,613	\$1,802	6%	139	61%	229	\$411,800
Mataro/Mourvèdre										5	100%	5	\$7,836
Merlot	493		4%	45%	46%	4%	\$682,990	\$1,386	4%	651	57%	1,144	\$1,585,792
Petits Verdot	15				6%	94%	\$38,549	\$2,490	64%	104	87%	119	\$297,423
Pinot Noir	42			24%	55%	22%	\$73,464	\$1,763	23%	27	39%	69	\$121,265
Sangiovese	12			58%	42%		\$17,809	\$1,514	-5%	10	46%	22	\$33,204
Shiraz	1,346		1%	69%	30%	0%	\$1,675,797	\$1,245	0%	966	42%	2,312	\$2,878,203
Tempranillo	37				83%	17%	\$60,835	\$1,663	25%	31	46%	68	\$112,725
Other red	6					100%	\$14,338	\$2,439	24%	16	73%	22	\$52,646
Red total	4,410		1%	40%	44%	15%	\$6,996,035	\$1,586	5%	4,260	49%	8,670	\$13,937,204
White													
Chardonnay	1,673			11%	65%	24%	\$2,950,453	\$1,764	6%	1,662	50%	3,335	\$5,882,917
Chenin blanc	594		5%	95%	0%		\$505,162	\$850	0%	124	17%	718	\$610,551
Fiano										13	100%	13	\$16,557
Marsanne										9	100%	9	\$11,472
Muscadelle (Tokay)										2	100%	2	\$2,386
Muscat à Petits Grains Blanc	44			88%		12%	\$64,005	\$1,454	-18%	63	59%	107	\$155,188
Muscat Gordo Blanco										1	100%	1	\$1,395
Pinot Gris/Grigio	66			61%	39%		\$94,324	\$1,435	-16%	7	9%	72	\$103,811
Riesling	9			100%			\$7,947	\$900	-7%	12	58%	21	\$19,031
Sauvignon Blanc	2,288			80%	19%	1%	\$2,822,398	\$1,234	9%	2,061	47%	4,349	\$5,364,566
Semillon	1,720	0%		88%	10%	1%	\$1,900,532	\$1,105	3%	1,461	46%	3,184	\$3,518,735
Verdelho	72			100%			\$84,351	\$1,166	8%	8	10%	80	\$93,620
Viognier										14	100%	14	\$18,499
Other white										9	100%	9	\$12,371
White total	6,466	0%	0%	66%	27%	7%	\$8,429,171	\$1,304	9%	5,445	46%	11,915	\$15,811,100
Grand total	10,876	0%	1%	55%	34%	10%	\$15,425,206	\$1,418	8.60%	9,705	47%	20,585	\$29,748,305

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Pemberton													WA
Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Sauvignon										7	100%	7	\$12,600
Malbec										10	100%	10	\$18,612
Merlot										25	100%	25	\$44,532
Pinot Noir	8				100%		\$15,210	\$1,800	25%	99	92%	108	\$194,166
Shiraz										38	100%	38	\$67,788
Other red										3	100%	3	\$6,228
Red total	8				100%		\$15,210	\$1,800	10%	183	96%	191	\$343,926
White													
Chardonnay	241			72%	25%	3%	\$341,688	\$1,415	3%	45	16%	287	\$405,899
Gewürztraminer	0											0	\$595
Pinot Gris/Grigio	11									3	21%	14	\$24,633
Riesling										28	100%	28	\$33,108
Sauvignon Blanc	340			100%			\$344,624	\$1,013	-14%	120	26%	460	\$466,149
Semillon										65	100%	65	\$77,416
White total	594			87%	12%	1%	\$706,440	\$1,190	-4%	261	31%	855	\$1,007,801
Grand total	602			85%	13%	1%	\$721,650	\$1,199	-5%	444	42%	1,046	\$1,351,727

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Swan District

WA

Variety	Tonnes purchased	E ¹ (less than \$300)	D (\$300–\$600)	C (\$600–\$1,500)	B (\$1,500–\$2,000)	A (above \$2,000)	Total value purchased	Calc avg. purch. value per tonne	Change in price YoY	Winery grown fruit	Share of winery grown	Total crushed ²	Est total value ALL grapes
Red													
Cabernet Franc										0	100%	0	\$546
Cabernet Sauvignon	0				100%		\$592	\$1,535	-52%	200	100%	200	\$307,093
Grenache	14			100%			\$14,496	\$1,057	32%	2	12%	16	\$16,504
Malbec	1									4	85%	4	\$6,571
Merlot	5			100%			\$4,315	\$950		8	65%	13	\$12,217
Petits Verdot	2									3	61%	4	\$6,213
Sangiovese										1	100%	1	\$1,139
Shiraz	10			79%	21%		\$10,534	\$1,097		44	82%	54	\$58,865
Tempranillo	12			82%	18%		\$16,737	\$1,342	-58%	2	12%	14	\$18,978
Other red										1	100%	1	\$1,174
Red total	43			88%	12%		\$50,094	\$1,162	-19%	264	86%	308	\$429,300
White													
Chardonnay	56			100%			\$44,984	\$800	0%	351	86%	407	\$325,867
Chenin blanc	135									611	82%	745	\$580,857
Muscadelle (Tokay)										228	100%	228	\$181,041
Muscat à Petits Grains Blanc	2									1	19%	3	\$2,360
Sauvignon Blanc										29	100%	29	\$22,644
Semillon	26			100%			\$21,026	\$807	-2%	63	71%	89	\$71,570
Verdelho	144			100%			\$114,912	\$800	0%	571	80%	715	\$571,785
Vermentino										2	100%	2	\$1,570
White total	363			100%			\$287,720	\$793	-2%	1,855	84%	2,218	\$1,757,694
Grand total	406			99%	1%		\$337,814	\$832	2%	2,119	84%	2,525	\$2,186,994

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