

## RIVERLAND VINTAGE OVERVIEW

### Vintage Report

The 2004 vintage ran very smoothly, apart from some difficulties encountered in February due to excessive heat lasting about seven days or so, with temperatures in the mid to high 40's,. Some baumes jumped dramatically immediately after the heat which in turn caused some intake programming difficulties and a heart flutter for a day or two but then things settled down again. There was an extended period after this heat where baumes did not move for up to 3 to 4 weeks, and in some cases actually went backwards for some fruit, in particular Shiraz and Cabernet Sauvignon. This actually contributed to a smooth vintage in a record year, allowing fruit to be programmed into wineries over a longer period of time. There were no rain events and disease pressure was very low to non existent.

Overall a very smooth running vintage in a record year.

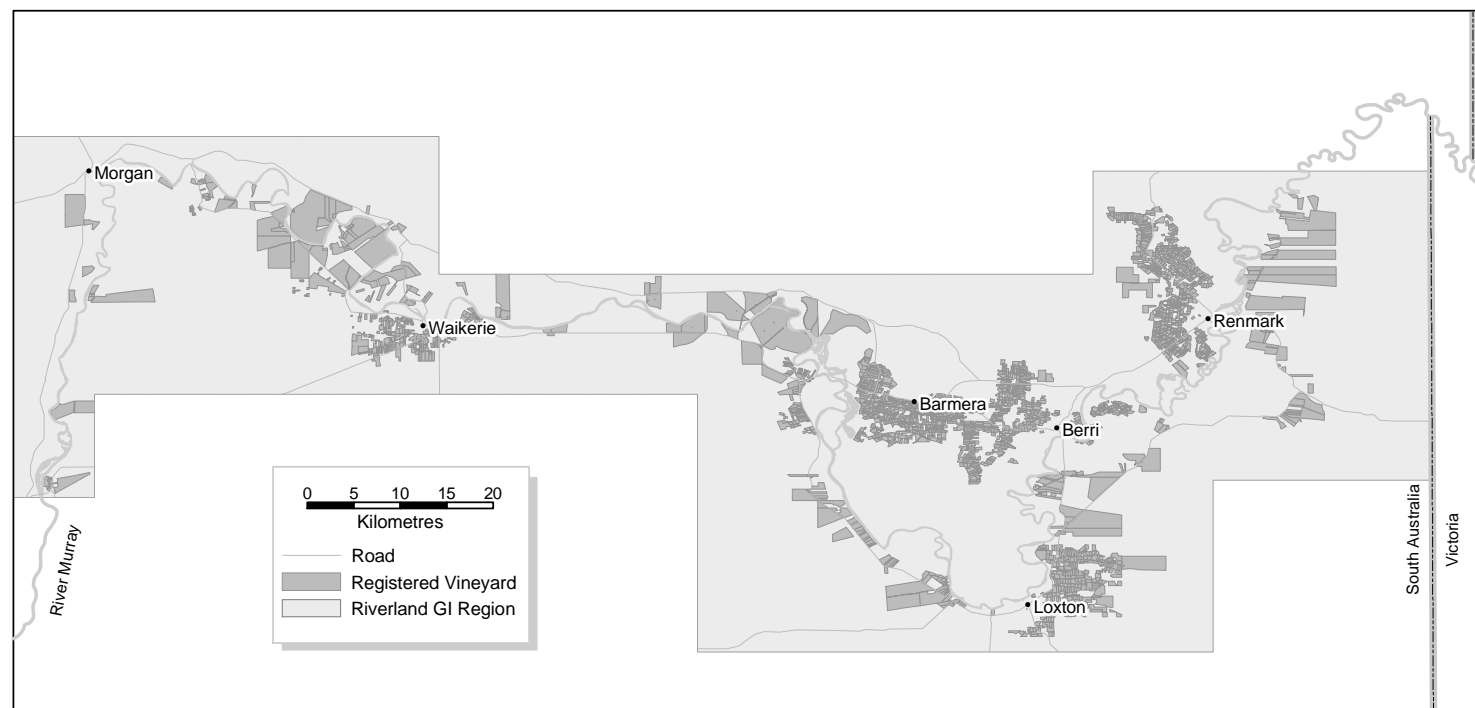
*Bill Wilden, The Hardy Wine Company*

### Overview of vintage statistics

The Riverland produced 440,121 tonnes this year – 19% more than last year, and even breaking the previous record of 433,893 tonnes in 2002. There was an oversupply in Cabernet Sauvignon of 20,000 tonnes, and 10,000 tonne in Shiraz. The white varieties were in balance.

The average purchase value per tonne for the major red varieties Cabernet Sauvignon, Shiraz and Merlot dropped by \$100 per tonne or more. On the other hand, the Chardonnay average purchase value was very similar to last year. Despite the lower average prices, total income to growers was slightly higher for red varieties (\$115.4 million compared with \$114 last year) and white varieties it was substantially higher (\$89 million compared with \$70 million).

The forecast for the Riverland is for a stabilisation in production of red varieties at around 280,000 tonnes and an intake in excess of requirements for Cabernet Sauvignon. In the minor varieties, there is expected to be a substantial excess intake of Ruby Cabernet, while Merlot and Grenache are in balance. There has been a further downward revision of 20,000 tonnes in the preferred intake figures for red varieties since the 2003 survey.



There has also been a slight downward revision in the preferred intake figures for white varieties since last year. It is now estimated that intake will decline to around 223,000 tonnes, with estimated and preferred intake being in balance.

It is important to note that these intake figures do not necessarily match the region's production potential. A further 650 hectares were planted in the Riverland in 2003, giving a total area of 20,869 hectares. Based on current plantings, and using an estimated yield figure of 17 t/ha for reds, and 20 t/ha for whites, it is estimated that the production from the region in 2009 will be 375,000 tonnes. This means a shortfall of around 125,000 tonnes. A further 6,000 hectares would need to be planted by 2006 to address this shortfall – assuming it could not be met from other regions or by adjusting yields.

## RIVERLAND CURRENT PLANTINGS BY VARIETY AND YEAR PLANTED

Table 13.1

Current area in hectares by year planted

Variety	Pre-1999	1999	2000	2001	2002	2003	Total area	% planted in 2003
<b>RED WINEGRAPES</b>								
CABERNET SAUVIGNON	3041	365	131	57	20	12	3625	0%
GRENACHE	436	49	15	9	2	1	510	0%
MALBEC	52	0	1	0	0	0	54	0%
MATARO (MOUVEDRE)	350	27	12	9	2	0	400	0%
MERLOT	854	92	45	92	30	25	1138	2%
PETIT VERDOT	230	201	112	79	8	2	632	0%
PINOT NOIR	51	34	68	29	17	1	200	1%
RUBY CABERNET	457	183	36	6	5	0	687	0%
SANGIOVESE	25	3	5	1	0	0	33	0%
SHIRAZ	4224	330	113	104	109	150	5031	3%
OTHER RED	92	8	14	9	26	1	141	1%
<b>TOTAL RED WINEGRAPES</b>	<b>9812</b>	<b>1292</b>	<b>553</b>	<b>393</b>	<b>208</b>	<b>193</b>	<b>12452</b>	<b>2%</b>
<b>WHITE WINEGRAPES</b>								
CHARDONNAY	2252	29	102	632	586	347	3947	9%
CHENIN BLANC	173	1	0	0	0	0	174	0%
COLOMBARD	497	121	114	90	42	21	884	2%
DORADILLO	161	0	0	1	0	0	163	0%
MUSCAT BLANC	48	0	1	3	9	3	64	4%
MUSCAT GORDO BLANCO	1037	3	5	19	25	20	1108	2%
RIESLING	227	0	3	0	2	11	243	5%
SAUVIGNON BLANC	123	0	0	8	15	25	172	15%
SEMILLON	325	10	13	0	2	5	355	1%
SULTANA	491	8	3	9	4	21	536	4%
TRAMINER	52	0	0	35	17	0	105	0%
TREBBIANO	33	0	0	0	0	0	33	0%
VERDELHO	99	6	4	8	0	2	119	1%
VIOGNIER	8	8	20	15	11	3	63	4%
OTHER WHITE	175	2	0	5	0	0	183	0%
<b>TOTAL WHITE WINEGRAPES</b>	<b>5702</b>	<b>188</b>	<b>265</b>	<b>826</b>	<b>713</b>	<b>457</b>	<b>8151</b>	<b>6%</b>
ROOTSTOCK BLOCK	33	3	0	0	0	0	37	0%
MULTI-PURPOSE / TABLEGRAPES	213	5	1	2	6	3	230	1%
<b>TOTAL ALL VARIETIES</b>	<b>15760</b>	<b>1488</b>	<b>820</b>	<b>1221</b>	<b>927</b>	<b>653</b>	<b>20869</b>	<b>3%</b>

Note: some increase in area in this region is a result of including previously unregistered growers with older plantings.



## RIVERLAND TONNES CRUSHED BY VARIETY (RED) - VINTAGE 2004

Table 13.2

Variety	Total winery grown	Total other growers	Total crushed	Total preferred	Tonnes from other growers as % of total	% of demand supplied	Number of wineries reporting tonnages (> 0) for		
							Own	Other	Preferred
Barbera	0	45	45	50	100%	90%	0	3	3
Cabernet Franc	0	193	193	105	100%	184%	0	3	1
Cabernet Sauvignon	9238	61359	70597	51504	87%	137%	10	23	24
Carignan	318	28	346	200	8%	173%	1	1	1
Carina	0	62	62	62	100%	100%	0	1	1
Chambourcin	0	78	78	0	100%		0	1	0
Durif	0	41	41	30	100%	138%	0	2	1
Grenache	724	8984	9708	7592	93%	128%	6	13	15
Malbec	463	413	877	825	47%	106%	4	4	5
Mataro (Mouvedre)	25	7754	7778	4221	100%	184%	2	11	12
Merlot	1887	22594	24481	24982	92%	98%	7	18	20
Muscat Rose	0	43	43	43	100%	100%	0	1	1
Nebbiolo	0	17	17	18	100%	95%	0	2	2
Other red	65	220	285	130	84%	635%	2	1	2
Petit Verdot	854	12413	13267	11009	94%	121%	6	16	17
Pinot Noir	334	5085	5419	5385	94%	101%	1	5	6
Rubired	75	86	161	238	53%	68%	1	3	3
Ruby Cabernet	1320	13670	14990	6774	91%	221%	4	10	9
Sangiovese	365	456	820	477	56%	172%	3	5	5
Shiraz	11654	101706	113360	102999	90%	110%	11	24	27
Tarrango	692	881	1573	1487	56%	106%	1	3	3
Tempranillo	26	151	177	172	85%	103%	1	4	5
Tinta Molle	25	0	25	25	0%	101%	1	0	1
Touriga	58	94	152	152	62%	100%	3	2	3
Unsound / distillation red	0	36	36	0	100%		0	1	0
<b>Total RED</b>	<b>28122</b>	<b>236409</b>	<b>264531</b>	<b>218479</b>	<b>89%</b>	<b>121%</b>			

## RIVERLAND TONNES CRUSHED BY VARIETY (WHITE) - VINTAGE 2004

Table 13.3

Variety	Total winery grown	Total other growers	Total crushed	Total preferred	Tonnes from other growers as % of total	% of demand supplied	Number of wineries reporting tonnages (> 0) for		
							Own	Other	Preferred
<b>Biancone</b>	<b>619</b>	<b>169</b>	<b>788</b>	<b>454</b>	21%	173%	1	3	3
<b>Canada Muscat</b>	<b>0</b>	<b>107</b>	<b>107</b>	<b>107</b>	100%	100%	0	2	2
<b>Chardonnay</b>	<b>9943</b>	<b>65744</b>	<b>75688</b>	<b>78276</b>	87%	97%	9	23	25
<b>Chenin Blanc</b>	<b>870</b>	<b>4754</b>	<b>5624</b>	<b>5067</b>	85%	111%	2	9	8
<b>Colombard</b>	<b>1562</b>	<b>27540</b>	<b>29102</b>	<b>29753</b>	95%	98%	6	13	14
<b>Crouchen</b>	<b>73</b>	<b>130</b>	<b>203</b>	<b>202</b>	64%	100%	1	2	2
<b>Doradillo</b>	<b>864</b>	<b>2003</b>	<b>2868</b>	<b>2275</b>	70%	126%	3	6	5
<b>Emerald Riesling</b>	<b>0</b>	<b>69</b>	<b>69</b>	<b>0</b>	100%		0	1	0
<b>Muscadelle (Tokay)</b>	<b>0</b>	<b>308</b>	<b>308</b>	<b>307</b>	100%	100%	0	5	5
<b>Muscat Blanc (Frontignac)</b>	<b>0</b>	<b>552</b>	<b>552</b>	<b>531</b>	100%	104%	0	4	4
<b>Muscat Gordo Blanco</b>	<b>2319</b>	<b>26106</b>	<b>28425</b>	<b>28956</b>	92%	98%	3	9	9
<b>Other white</b>	<b>245</b>	<b>238</b>	<b>483</b>	<b>306</b>	82%	132%	2	3	2
<b>Palomino</b>	<b>381</b>	<b>151</b>	<b>532</b>	<b>511</b>	28%	104%	1	4	3
<b>Pedro Ximenes</b>	<b>0</b>	<b>182</b>	<b>182</b>	<b>179</b>	100%	101%	0	4	4
<b>Riesling</b>	<b>790</b>	<b>3204</b>	<b>3994</b>	<b>4882</b>	80%	82%	5	7	8
<b>Sauvignon Blanc</b>	<b>1556</b>	<b>2186</b>	<b>3742</b>	<b>4106</b>	58%	91%	3	7	9
<b>Semillon</b>	<b>5477</b>	<b>5642</b>	<b>11119</b>	<b>11307</b>	51%	98%	5	10	10
<b>Sultana</b>	<b>207</b>	<b>5611</b>	<b>5818</b>	<b>6440</b>	96%	90%	2	9	10
<b>Sylvaner</b>	<b>614</b>	<b>153</b>	<b>767</b>	<b>552</b>	20%	139%	1	2	3
<b>Taminga</b>	<b>37</b>	<b>122</b>	<b>159</b>	<b>95</b>	77%	167%	1	3	2
<b>Traminer</b>	<b>491</b>	<b>1143</b>	<b>1634</b>	<b>1627</b>	70%	100%	2	5	6
<b>Trebbiano</b>	<b>34</b>	<b>219</b>	<b>253</b>	<b>115</b>	87%	220%	1	3	2
<b>Verdelho</b>	<b>94</b>	<b>2312</b>	<b>2407</b>	<b>2395</b>	96%	100%	2	9	9
<b>Viognier</b>	<b>330</b>	<b>438</b>	<b>768</b>	<b>765</b>	57%	100%	1	5	5
<b>Total WHITE</b>	<b>26507</b>	<b>149083</b>	<b>175589</b>	<b>179318</b>	85%	98%			
<b>Total for region</b>	<b>54629</b>	<b>385492</b>	<b>440121</b>	<b>397797</b>					



## RIVERLAND CROP VALUE DATA (RED) - VINTAGE 2004

Table 13.4

Variety	Grower grown	Total crushed (1)	estimated total value		lowest price (2)	highest price (2)	calc average purchase value per tonne (3)	
			purchased grapes	total grapes			value per tonne (3)	100%
Barbera	45	45	\$15,437	\$15,437	\$250	\$450	\$343	100%
Cabernet Franc	193	193	\$90,996	\$90,996	\$350	\$600	\$472	100%
Cabernet Sauvignon	61359	70597	\$24,371,554	\$28,040,802	\$200	\$915	\$397	100%
Carignan	28	346	\$8,770	\$108,940			\$315	100%
Carina	62	62	\$15,684	\$15,684			\$253	100%
Chambourcin	78	78	\$27,293	\$27,293			\$350	100%
Durif	41	41	\$20,400	\$20,400			\$493	100%
Grenache	8984	9708	\$3,775,432	\$4,079,586	\$200	\$855	\$420	100%
Malbec	413	877	\$155,549	\$329,754	\$200	\$415	\$376	100%
Mataro (Mouvedre)	7754	7778	\$3,031,171	\$3,040,827	\$150	\$1,029	\$391	100%
Merlot	22594	24481	\$10,943,264	\$11,857,343	\$250	\$915	\$484	100%
Muscat Brown (Red Front)	21	21	\$11,948	\$11,948			\$570	100%
Muscat Rose	43	43	\$22,052	\$22,052			\$515	100%
Nebbiolo	17	17	\$6,017	\$6,017			\$351	100%
Other red (group together)	153	182	\$87,117	\$103,413			\$569	100%
Petit Verdot	12413	13267	\$4,833,177	\$5,165,541	\$200	\$800	\$389	100%
Pinot Noir	5085	5419	\$2,969,852	\$3,164,931	\$400	\$750	\$584	100%
Rubired	86	161	\$31,951	\$59,871	\$250	\$400	\$372	100%
Ruby Cabernet	13670	14990	\$4,926,424	\$5,401,960	\$200	\$915	\$360	100%
Saint Macaire	44	44	\$15,438	\$15,439			\$350	100%
Sangiovese	456	820	\$180,794	\$325,382	\$200	\$650	\$397	100%
Shiraz	101706	113360	\$59,411,030	\$66,218,820	\$250	\$900	\$584	100%
Tarrango	881	1573	\$352,157	\$628,631	\$150	\$600	\$400	100%
Tempranillo	151	177	\$66,485	\$77,927	\$360	\$500	\$440	100%
Touriga	94	152	\$47,013	\$76,124			\$500	100%
Zinfandel	2	2	\$654	\$655			\$385	100%
<b>Total RED</b>	<b>236373</b>	<b>264434</b>	<b>\$115,417,659</b>	<b>\$128,905,773</b>				

(1) Only includes varieties where some fruit was purchased. Varieties where all fruit is winery grown are not shown in this table.

(2) The absence of lowest and highest prices means that fewer than three wineries supplied pricing data for each variety.

(3) This does not include end use bonuses or other adjustments determined post-receival.

## RIVERLAND CROP VALUE DATA (WHITE) - VINTAGE 2004

Table 13.5

Variety	Grower grown	Total crushed (1)	estimated total value		lowest price (2)	highest price (2)	calc average purchase value per tonne (3)	
			purchased grapes	total grapes				
Biancone	169	788	\$42,446	\$198,078	\$220	\$255	\$251	100%
Canada Muscat	107	107	\$44,804	\$44,804			\$420	100%
Chardonnay	65744	75688	\$58,966,562	\$67,884,867	\$465	\$1,200	\$897	100%
Chenin Blanc	4754	5624	\$1,602,527	\$1,895,695	\$282	\$500	\$337	99%
Colombard	27540	29102	\$9,624,984	\$10,170,879	\$275	\$450	\$349	100%
Crouchen	130	203	\$36,998	\$57,944			\$286	100%
Doradillo	2003	2868	\$558,497	\$799,483	\$120	\$350	\$279	100%
Emerald Riesling	69	69	\$24,084	\$24,084			\$350	100%
Italia	10	10	\$3,253	\$3,253			\$324	100%
Marsanne	3	3	\$1,580	\$1,580			\$500	100%
Muscadelle (Tokay)	308	308	\$103,058	\$103,058	\$250	\$607	\$334	100%
Muscat Blanc (Frontignac)	552	552	\$203,693	\$203,693	\$322	\$500	\$369	100%
Muscat Gordo Blanco	26106	28425	\$8,967,485	\$9,764,111	\$224	\$464	\$343	100%
Other white	201	245	\$76,553	\$93,213			\$381	100%
Palomino	151	532	\$37,721	\$132,854	\$150	\$255	\$250	100%
Pedro Ximenes	182	182	\$45,222	\$45,222	\$230	\$255	\$249	100%
Pinot Gris	4	4	\$1,302	\$1,302			\$300	100%
Riesling	3204	3994	\$1,455,471	\$1,814,226	\$250	\$539	\$454	100%
Sauvignon Blanc	2186	3742	\$1,181,937	\$2,023,401	\$250	\$1,000	\$541	100%
Semillon	5642	11119	\$2,623,373	\$5,170,172	\$320	\$650	\$465	100%
Sultana	5611	5818	\$1,644,847	\$1,705,469	\$220	\$330	\$293	100%
Sylvaner	153	767	\$49,996	\$251,200			\$328	100%
Taminga	122	159	\$41,758	\$54,260	\$250	\$420	\$342	100%
Traminer	1143	1634	\$589,834	\$843,064	\$400	\$650	\$516	100%
Trebbiano	219	253	\$60,572	\$69,908	\$200	\$325	\$276	100%
Verdelho	2312	2407	\$1,035,551	\$1,077,806	\$325	\$550	\$448	100%
Viognier	438	768	\$362,042	\$635,393	\$700	\$1,000	\$827	81%
<b>Total WHITE</b>	<b>149063</b>	<b>175368</b>	<b>\$89,386,150</b>	<b>\$105,069,021</b>				

(1) Only includes varieties where some fruit was purchased. Varieties where all fruit is winery grown are not shown in this table.

(2) The absence of lowest and highest prices means that fewer than three wineries supplied pricing data for each variety.

(3) This does not include end use bonuses or other adjustments determined post-receival.



## RIVERLAND ESTIMATED AND PREFERRED FUTURE INTAKE OF RED GRAPES 2005 TO 2009

Table 13.6

Variety	2005		2006		2007		2008		2009	
	estimated	preferred	estimated	preferred	estimated	preferred	estimated	preferred	estimated	preferred
Barbera	82	52	82	52	52	52	57	57	57	57
Cabernet Franc	188	105	190	105	190	105	190	105	190	105
Cabernet Sauvignon	77849	59967	77492	61486	80736	64945	81551	66653	80604	66130
Carignan	314	150	314	150	314	150	314	150	314	100
Chambourcin	65	0	65	0	65	0	65	0	65	0
Durif	47	41	74	66	74	66	74	66	74	66
Grenache	9955	8610	10005	8696	10007	8680	9988	8706	9826	8622
Malbec	844	832	849	837	781	769	758	746	758	746
Mataro (Mouvedre)	7021	3975	6860	4023	6622	3805	6285	3548	5704	3145
Merlot	29041	29132	32089	32034	31248	31243	34127	34162	33598	33643
Muscat Brown	33	33	33	33	33	33	33	33	33	33
Muscat Rose	48	48	56	56	56	56	56	56	56	56
Nebbiolo	13	5	13	5	5	5	5	5	5	5
Other red	255	113	218	68	203	53	203	53	203	53
Petit Verdot	13390	11832	13372	11799	12700	11111	11508	10070	11208	9309
Pinot Noir	5793	5793	10154	10154	10388	10388	10432	10432	10119	10119
Rubired	338	245	348	255	343	250	353	260	383	290
Ruby Cabernet	13569	7609	13263	7365	12251	6365	11662	6049	11119	5456
Sangiovese	418	201	424	207	412	215	340	163	351	174
Shiraz	113388	113130	117564	119140	116035	118733	114060	122410	111787	124310
Tarrango	1101	1070	1101	1070	201	170	201	170	201	170
Tempranillo	491	471	507	487	509	489	269	249	271	271
Tinta Cao	59	59	59	59	59	59	59	59	59	59
Tinta Molle	40	40	40	40	40	40	40	40	40	40
Touriga	172	172	204	204	207	207	210	210	214	214
Zinfandel	5	0	5	0	5	0	5	0	5	0
<b>Total for RED</b>	<b>274519</b>	<b>243685</b>	<b>285381</b>	<b>258391</b>	<b>283536</b>	<b>257989</b>	<b>282846</b>	<b>264452</b>	<b>277245</b>	<b>263173</b>



## RIVERLAND ESTIMATED AND PREFERRED FUTURE INTAKE OF WHITE GRAPES 2005 TO 2009

Table 13.7

Variety	2005		2006		2007		2008		2009	
	estimated	preferred	estimated	preferred	estimated	preferred	estimated	preferred	estimated	preferred
Biancone	834	400	484	350	484	350	484	300	484	300
Canada Muscat	204	204	244	244	217	217	172	172	132	132
Chardonnay	110887	112635	125647	127018	128100	128929	126789	132119	123667	129453
Chenin Blanc	4992	4414	6726	6048	6627	5949	7423	6695	7236	6508
Colombard	36762	37227	36863	37228	33986	34401	33776	34511	33166	33631
Crouchen	191	186	191	186	169	164	147	142	147	142
Doradillo	2337	1820	2307	1820	2167	1680	2137	1650	2127	1640
Marsanne	18	18	26	26	31	31	31	31	31	31
Muscadelle (Tokay)	427	402	422	402	345	325	268	248	268	248
Muscat Blanc	736	736	1013	1013	1046	1046	975	975	975	975
Muscat Gordo Blanco	25397	26040	25588	26131	22526	24089	21228	12971	19672	11681
Orange Muscat	60	60	60	60	60	60	60	60	60	60
Other white	925	805	980	860	990	870	963	870	944	870
Palomino	542	509	542	509	482	449	482	449	482	449
Pedro Ximenes	65	45	60	40	60	40	60	40	60	40
Pinot Gris	18	18	6	6	6	6	6	6	6	6
Riesling	4288	5125	4631	5373	4641	5428	4524	5298	4444	5218
Roussanne	3	3	6	6	6	6	6	6	6	6
Sauvignon Blanc	5125	5897	5975	6917	6125	7160	6143	7181	6181	7169
Semillon	10962	11162	10902	11152	10800	11000	10980	11040	10775	10875
Sultana	4899	5499	4824	5324	4398	4898	4228	4728	3430	3930
Sylvaner	780	630	780	630	780	630	780	580	780	580
Taminga	136	60	136	60	136	60	136	60	126	50
Traminer	2225	2275	3071	3121	3167	3217	3200	3250	3120	3170
Trebbiano	219	150	211	150	211	150	211	150	211	150
Verdelho	3238	3288	3142	3192	3051	3051	3041	3041	2974	2974
Viognier	998	1389	1384	1973	1504	2513	1472	2711	1522	2911
<b>Total for WHITE</b>	<b>217268</b>	<b>220997</b>	<b>236221</b>	<b>239839</b>	<b>232115</b>	<b>236719</b>	<b>229721</b>	<b>229284</b>	<b>223026</b>	<b>223199</b>
<b>Total for region</b>	<b>491787</b>	<b>464682</b>	<b>521602</b>	<b>498230</b>	<b>515651</b>	<b>495708</b>	<b>512567</b>	<b>493736</b>	<b>500271</b>	<b>486372</b>

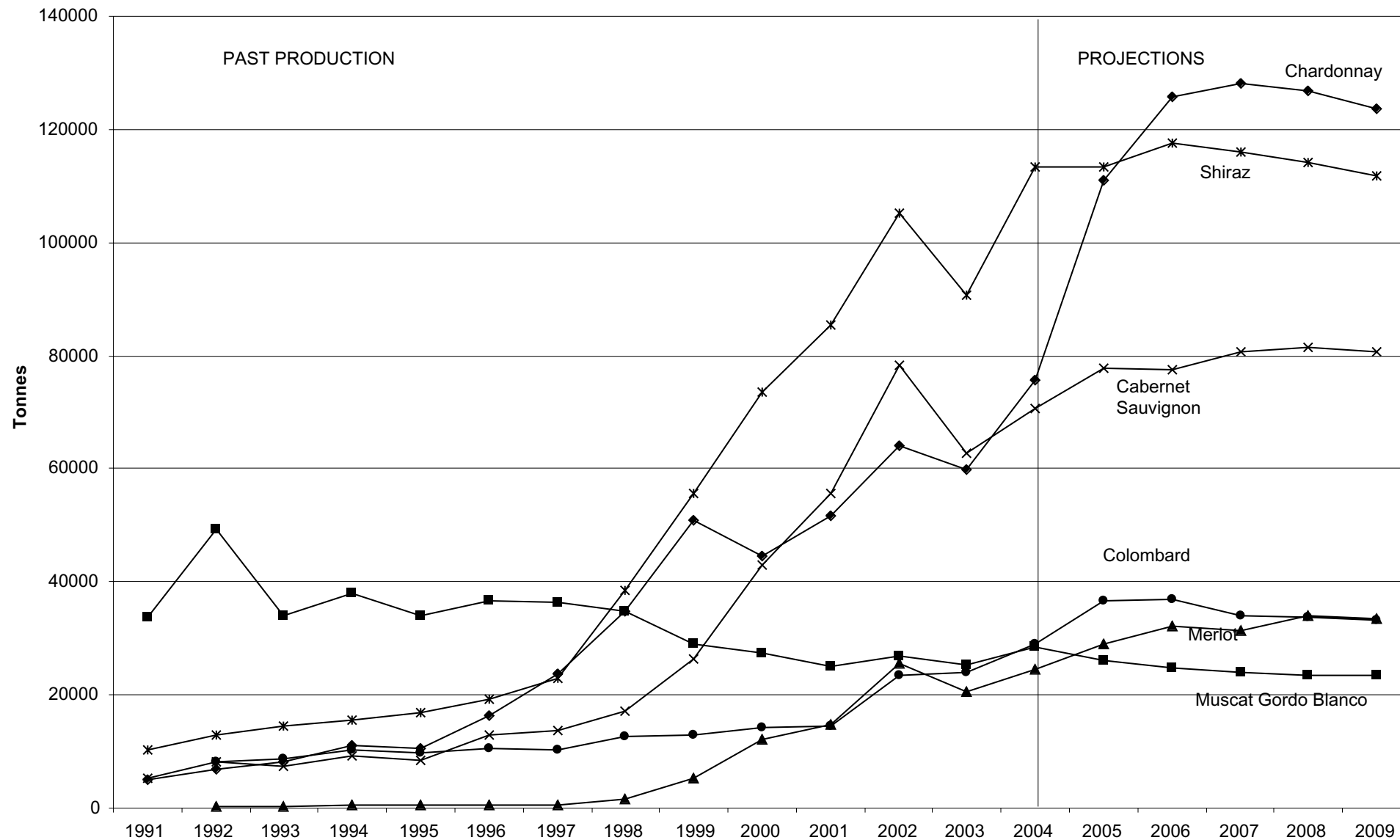




# RIVERLAND PAST PRODUCTION AND PROJECTIONS FOR MAJOR VARIETIES 1991 - 2009

Figure 13.1

Past production and projections (major varieties)



# RIVERLAND TOTAL PRODUCTION 1996 - 2004

Figure 13.2

## Historical production Riverland region 1996 - 2004

