

PUBLISHING SECTOR SALES SURVEY - EDUCATION SECTOR

For the year 1 April 2021 to 31 March 2022

Total revenue across all provinces (net of discount and VAT)

Number of participating entities: 11

Category	PRINT (sales value in Rands net of discount and VAT)	DIGITAL (sales value in Rands net of discount and VAT)	TOTAL SALES VALUE (Rands)	Split by sales channel:	
				Central Procurement (Rands)	Schools & Other (Rands)
Grade R	17 112 012	349 114	17 461 126	14 926 573	2 534 553
Grade 1-3 core	95 554 553	1 039 919	96 594 472	62 231 137	34 363 335
Grade 4-6 core	389 628 824	3 329 393	392 958 217	230 385 115	162 573 102
Grade 7-9 core	488 825 235	7 525 917	496 351 152	314 481 503	181 869 649
Grade 10 core	128 981 442	3 076 868	132 058 310	87 701 048	44 357 262
Grade 11 core	163 083 751	3 095 398	166 179 149	121 648 954	44 530 196
Grade 12 core	165 153 608	2 678 383	167 831 990	119 023 336	48 808 654
Grade 10 prescribed literature	11 008 595	455 066	11 463 661	6 905 045	4 558 616
Grade 11 prescribed literature	15 423 565	257 463	15 681 028	10 794 017	4 887 011
Grade 12 prescribed literature	10 524 448	491 921	11 016 369	5 906 782	5 109 587
FP Reading schemes	46 131 092	730 338	46 861 430	24 340 136	22 463 260
IP Reading schemes	15 737 073	283 840	16 020 913	10 870 984	5 207 963
SP Readers (non core)	9 542 543	738 411	10 280 954	5 166 927	5 114 027
Dictionaries (Primary)	21 951 253	20 282	21 971 535	4 084 464	17 887 071
Dictionaries (Secondary)	11 081 178	147 490	11 228 668	483 985	10 744 683
Atlases (Primary)	7 386 439	2 426	7 388 864	1 394 238	5 994 626
Atlases (Secondary)	7 201 804	498	7 202 302	2 861 352	4 340 950
Posters	3 239 749	0	3 239 749	956 378	641 674
Supplementary and library	56 499 064	27 500 430	83 999 494	24 783 909	60 857 343
Other	36 579 721	993 376	37 573 097	10 230 771	27 342 266
TOTAL	1 700 645 949	52 716 532	1 753 362 480	1 059 176 651	694 185 829

PUBLISHING SECTOR SALES SURVEY - Education Sector

For the year 1 April 2021 to 31 March 2022

TOTAL PRINT REVENUE BY PROVINCE (in Rands net of discount and VAT)

Category	Eastern Cape	Free State	Gauteng	KwaZulu Natal	Limpopo	Mpumulanga	Northern Cape	North West	Western Cape	TOTAL PRINT SALES VALUE (in Rands net of discount and VAT)
Grade R	35 339	153 215	2 387 099	5 931 155	1 343 728	119 659	68 713	6 931 765	141 339	17 112 012
Grade 1-3 core	5 856 070	6 176 546	19 014 799	32 077 095	4 860 329	952 082	1 020 616	17 594 319	8 002 697	95 554 553
Grade 4-6 core	13 140 663	25 702 196	97 054 564	93 046 488	48 957 922	3 366 207	9 248 338	53 366 095	45 746 352	389 628 824
Grade 7-9 core	11 195 256	24 440 478	122 579 376	92 816 717	103 211 306	9 585 585	8 738 670	57 653 805	58 604 042	488 825 235
Grade 10 core	2 240 937	4 292 401	28 463 720	24 146 486	40 932 478	771 626	1 291 360	12 595 746	14 246 689	128 981 442
Grade 11 core	2 243 752	5 891 219	30 670 441	27 028 419	67 468 285	882 949	2 211 834	13 981 047	12 705 805	163 083 751
Grade 12 core	9 844 182	4 467 632	31 351 427	26 625 575	64 597 710	1 388 704	2 070 666	10 732 976	14 074 736	165 153 608
Grade 10 prescribed literature	363 016	95 613	3 233 574	2 878 580	2 352 682	34 252	68 350	738 175	1 244 355	11 008 595
Grade 11 prescribed literature	759 378	412 933	3 117 679	5 172 195	3 511 291	23 750	92 770	1 075 108	1 258 462	15 423 565
Grade 12 prescribed literature	1 169 867	202 821	2 633 151	1 964 765	904 859	38 763	114 224	589 024	2 906 974	10 524 448
FP Reading schemes	5 512 087	1 291 923	13 661 207	8 815 207	3 279 277	427 632	1 020 384	5 588 572	6 534 804	46 131 092
IP reading schemes	836 361	1 412 504	2 860 234	2 208 537	3 792 156	102 805	251 515	2 968 385	1 304 576	15 737 073
SP readers (non core)	382 449	837 351	2 695 062	1 771 199	599 417	241 820	278 132	1 366 366	1 370 745	9 542 543
Dictionaries (Primary)	444 405	177 208	11 171 084	3 142 348	494 793	378 575	198 378	3 312 459	2 632 003	21 951 253
Dictionaries (Secondary)	280 359	66 447	5 947 964	2 397 828	290 078	200 957	71 711	649 761	1 176 074	11 081 178
Atlases (Primary)	134 746	118 163	2 750 232	1 381 318	149 609	226 809	53 830	1 722 328	849 404	7 386 439
Atlases (Secondary)	110 301	60 650	1 695 294	1 357 012	91 504	562 307	38 051	2 562 787	723 899	7 201 804
Posters	36 978	29 192	1 840 781	280 631	13 988	1 690	56 372	856 364	123 753	3 239 749
Supplementary and library	920 963	351 111	20 936 543	5 717 432	11 033 720	487 413	220 515	7 247 028	9 584 338	56 499 064
Other	647 233	872 232	16 662 922	2 682 479	3 941 472	251 654	79 251	3 889 381	7 553 097	36 579 721
TOTAL	56 154 341	77 051 834	420 727 151	341 441 467	361 826 604	20 045 240	27 193 677	205 421 492	190 784 142	1 700 645 949

PUBLISHING SECTOR SALES SURVEY - Education Sector

For the year 1 April 2021 to 31 March 2022

TOTAL DIGITAL REVENUE BY PROVINCE (in Rands net of discount and VAT)

Category	Eastern Cape	Free State	Gauteng	KwaZulu Natal	Limpopo	Mpumulanga	Northern Cape	North West	Western Cape	TOTAL DIGITAL SALES VALUE (in Rands net of discount and VAT)
Grade R	35 170	2 931	58 408	202 837	68	0	0	35 170	14 530	349 114
Grade 1-3 core	39 917	84 560	270 598	299 783	40 839	13 327	27 819	184 794	78 281	1 039 919
Grade 4-6 core	107 752	130 003	1 317 641	773 538	154 601	44 565	82 408	335 335	383 549	3 329 393
Grade 7-9 core	1 234	892	4 820 692	14 088	1 202	7 606	389	537	2 679 277	7 525 917
Grade 10 core	18 447	25 478	1 533 449	200 928	102 479	8 474	11 939	54 852	1 120 824	3 076 868
Grade 11 core	15 538	49 780	1 409 842	227 089	101 768	10 408	20 422	56 551	1 204 002	3 095 398
Grade 12 core	163	213	1 091 260	12 175	0	0	62	0	1 574 510	2 678 383
Grade 10 prescribed literature	0	0	220 478	375	0	0	0	0	234 213	455 066
Grade 11 prescribed literature	0	0	155 837	77	0	0	0	68	101 481	257 463
Grade 12 prescribed literature	0	0	196 345	0	0	0	0	523	295 053	491 921
FP Reading schemes	86	174	2 885	58	0	0	43	0	727 092	730 338
IP reading schemes	191	0	197 048	216	0	0	0	0	86 386	283 840
SP readers (non core)	0	0	333 404	805	0	64	0	0	404 138	738 411
Dictionaries (Primary)	0	0	6 909	63	0	0	0	4 284	9 027	20 282
Dictionaries (Secondary)	88	0	12 473	4 150	0	0	0	118 683	12 096	147 490
Atlases (Primary)	0	0	0	312	0	0	0	0	2 114	2 426
Atlases (Secondary)	0	0	428	0	0	0	0	0	70	498
Posters	0	0	0	0	0	0	0	0	0	0
Supplementary and library	1 076	813	8 257 106	213 531	695	689	272	66 425	18 959 824	27 500 430
Other	11 203	800	513 467	31 691	800	181 355	0	1 053	253 006	993 376
TOTAL	230 864	295 644	20 398 270	1 981 714	402 453	266 487	143 354	858 275	28 139 472	52 716 532

PUBLISHING SECTOR SALES SURVEY - Education Sector

For the year 1 April 2021 to 31 March 2022

Total revenue through Central Procurement (in Rands net of discount and VAT)

Category	Eastern Cape	Free State	Gauteng	KwaZulu Natal	Limpopo	Mpumulanga	Northern Cape	North West	Western Cape	TOTAL SALES VALUE THROUGH CENTRAL PROCUREMENT (in Rands net of discount and VAT)
Grade R	50 090	130 686	703 072	5 837 611	1 204 928	83 345	27 517	6 868 959	20 364	14 926 573
Grade 1-3 core	4 436 729	5 456 101	2 540 610	25 576 030	3 251 651	623 061	644 924	16 327 253	3 374 778	62 231 137
Grade 4-6 core	9 036 921	19 542 497	9 432 718	70 338 643	45 517 656	881 713	7 022 364	51 674 923	16 937 681	230 385 115
Grade 7-9 core	5 506 775	17 020 960	24 680 102	69 472 385	100 220 003	7 224 497	6 361 174	55 883 784	28 111 824	314 481 503
Grade 10 core	750 658	2 634 095	5 244 157	18 479 795	40 409 908	118 087	733 645	12 255 659	7 075 044	87 701 048
Grade 11 core	577 010	4 539 630	7 236 937	20 346 896	66 910 693	313 831	1 642 446	13 765 006	6 316 504	121 648 954
Grade 12 core	8 147 159	2 577 402	6 177 640	19 730 506	63 859 377	774 509	1 406 947	10 413 989	5 935 809	119 023 336
Grade 10 prescribed literature	236 470	3 168	885 348	2 074 404	2 284 070	0	61 075	702 672	657 838	6 905 045
Grade 11 prescribed literature	600 801	334 772	1 000 611	3 621 794	3 473 194	0	46 780	1 008 657	707 409	10 794 017
Grade 12 prescribed literature	844 138	116 589	501 519	1 326 641	874 580	0	88 340	532 006	1 622 969	5 906 782
FP Reading schemes	4 722 016	1 080 369	2 916 099	6 021 954	3 035 209	34 211	342 348	5 309 720	878 211	24 340 136
IP reading schemes	781 650	1 098 541	577 764	1 652 815	3 594 921	81 634	186 664	2 813 233	83 762	10 870 984
SP readers (non core)	289 127	581 325	508 313	1 380 128	585 198	212 566	91 541	1 272 713	246 016	5 166 927
Dictionaries (Primary)	59 840	0	1 359 944	26 688	0	0	2 166	2 635 825	0	4 084 464
Dictionaries (Secondary)	2 776	0	52 382	19 519	0	0	309	408 853	147	483 985
Atlases (Primary)	11 305	0	27 693	0	0	0	0	1 339 994	15 247	1 394 238
Atlases (Secondary)	1 947	0	53 278	19 330	0	363 352	0	2 294 275	129 168	2 861 352
Posters	27 561	21 661	12 040	77 548	4 594	662	6 538	803 198	2 575	956 378
Supplementary and library	148 219	815	4 896 456	2 247 849	10 668 155	10 801	10 508	6 728 651	72 455	24 783 909
Other	412 687	573 773	396 358	1 146 169	3 817 295	194 005	44 778	3 599 610	46 097	10 230 771
TOTAL	36 643 877	55 712 384	69 203 037	249 396 706	349 711 432	10 916 274	18 720 064	196 638 980	72 233 897	1 059 176 651

PUBLISHING SECTOR SALES SURVEY - Education Sector

For the year 1 April 2021 to 31 March 2022

Total revenue through Schools & Other Sources (in Rands net of discount and VAT)

Category	Eastern Cape	Free State	Gauteng	KwaZulu Natal	Limpopo	Mpumulanga	Northern Cape	North West	Western Cape	TOTAL SALES VALUE THROUGH SCHOOLS & OTHER SOURCES (in Rands net of discount and VAT)
Grade R	20 419	25 460	1 742 436	296 380	138 868	36 314	41 196	97 976	135 505	2 534 553
Grade 1-3 core	1 459 258	805 005	16 744 787	6 800 848	1 649 517	342 347	403 510	1 451 861	4 706 200	34 363 335
Grade 4-6 core	4 211 493	6 289 702	88 939 487	23 481 383	3 594 868	2 529 059	2 308 382	2 026 507	29 192 221	162 573 102
Grade 7-9 core	5 689 715	7 420 410	102 719 967	23 358 420	2 992 506	2 368 694	2 377 885	1 770 559	33 171 494	181 869 649
Grade 10 core	1 508 725	1 683 784	24 753 011	5 867 619	625 048	662 013	569 654	394 938	8 292 470	44 357 262
Grade 11 core	1 682 279	1 401 369	24 843 346	6 908 613	659 359	579 525	589 810	272 592	7 593 302	44 530 196
Grade 12 core	1 697 185	1 890 443	26 265 047	6 907 244	738 333	614 195	663 781	318 988	9 713 437	48 808 654
Grade 10 prescribed literature	126 546	92 444	2 568 703	804 550	68 612	34 252	7 275	35 503	820 730	4 558 616
Grade 11 prescribed literature	158 578	78 161	2 272 906	1 550 478	38 097	23 750	45 990	66 519	652 534	4 887 011
Grade 12 prescribed literature	325 730	86 233	2 327 977	638 123	30 279	38 763	25 884	57 540	1 579 058	5 109 587
FP Reading schemes	732 122	211 727	10 747 993	2 793 312	244 068	393 421	678 080	278 852	6 383 685	22 463 260
IP reading schemes	112 937	313 962	2 479 517	555 938	197 235	21 172	64 851	155 152	1 307 199	5 207 963
SP readers (non core)	93 322	256 026	2 520 154	391 876	14 219	29 319	186 591	93 653	1 528 867	5 114 027
Dictionaries (Primary)	384 565	177 208	9 818 048	3 115 722	494 793	378 575	196 212	680 918	2 641 030	17 887 071
Dictionaries (Secondary)	277 671	66 447	5 908 056	2 382 459	290 078	200 957	71 402	359 590	1 188 023	10 744 683
Atlases (Primary)	123 441	118 163	2 722 539	1 381 630	149 609	226 809	53 830	382 334	836 272	5 994 626
Atlases (Secondary)	108 354	60 650	1 642 444	1 337 682	91 504	198 954	38 051	268 512	594 801	4 340 950
Posters	9 416	7 531	186 984	203 133	9 394	1 028	49 833	53 166	121 188	641 674
Supplementary and library	773 819	351 109	25 938 950	3 683 113	366 261	477 301	210 279	584 802	28 471 707	60 857 343
Other	245 750	299 260	16 780 031	1 567 951	124 977	239 004	34 473	290 825	7 759 995	27 342 266
TOTAL	19 741 327	21 635 094	371 922 384	94 026 475	12 517 625	9 395 453	8 616 968	9 640 787	146 689 718	694 185 829