

PUBLISHING SECTOR SALES SURVEY - EDUCATION SECTOR

For the year 1 April 2023 to 31 March 2024

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

Number of participating entities: 10

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)	Unspecified
Grade R	13 772 676	311 921	14 084 596	8 179 644	5 904 952	0
Grade 1-3 core	97 550 912	1 647 096	99 198 008	63 860 215	35 337 792	0
Grade 4-6 core	392 592 218	3 109 159	395 701 377	263 181 914	132 519 463	0
Grade 7-9 core	553 883 516	5 564 900	559 448 417	406 825 213	152 623 204	0
Grade 10 core	135 429 867	3 152 357	138 582 224	96 987 261	38 979 937	2 615 026
Grade 11 core	152 089 606	4 095 633	156 185 239	114 728 083	35 367 941	6 089 215
Grade 12 core	135 841 591	11 132 936	146 974 527	102 210 611	39 853 359	4 910 557
Grade 10 prescribed literature	9 160 191	632 558	9 792 749	6 423 211	3 369 538	0
Grade 11 prescribed literature	9 505 183	322 302	9 827 485	6 095 676	3 731 809	0
Grade 12 prescribed literature	8 366 238	2 676 792	11 043 030	4 477 516	6 565 514	0
FP Reading schemes	87 020 368	93 323	87 113 691	39 421 831	47 691 860	0
IP Reading schemes	14 663 753	274 841	14 938 594	7 918 618	7 019 976	0
SP Readers (non core)	7 293 328	509 224	7 802 551	3 462 926	4 339 626	0
Dictionaries (Primary)	23 545 587	121 685	23 667 272	2 574 796	21 092 476	0
Dictionaries (Secondary)	13 133 710	129 444	13 263 154	641 621	12 621 534	0
Atlases (Primary)	7 285 339	17 323	7 302 663	920 314	6 382 349	0
Atlases (Secondary)	8 289 771	15 244	8 305 015	3 571 906	4 733 109	0
Posters	1 828 502	0	1 828 502	1 189 864	638 638	0
Supplementary and library						
Grade R	469 097	84 808	553 905	102 761	451 144	0
Grade 1-3	6 576 725	513 172	7 089 897	1 371 424	5 718 473	0
Grade 4-6	9 440 284	684 439	10 124 723	3 628 719	6 496 004	0
Grade 7-9	25 793 202	5 533 811	31 327 013	16 124 599	15 202 414	0
Grade 10	5 929 700	248 855	6 178 555	3 798 331	2 380 224	0
Grade 11	2 695 817	30 010	2 725 827	246 596	2 479 231	0
Grade 12	14 469 493	26 715 846	41 185 339	6 193 697	34 991 642	0
Other	41 445 599	9 453 182	50 898 782	10 325 496	40 573 286	0
TOTAL	1 778 072 274	77 070 861	1 855 143 135	1 174 462 843	667 065 494	13 614 798

PUBLISHING SECTOR SALES SURVEY - Education Sector

For the year 1 April 2023 to 31 March 2024

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

Category		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	644 065	57 527	2 411 756	178 992	425 564	2 266 475	51 379	7 551 817	185 102	13 772 676
Grade 1-3 core	17 725 807	1 265 007	19 829 417	20 776 533	6 995 221	7 420 191	2 285 588	16 303 379	4 949 768	97 550 912
Grade 4-6 core	52 467 320	8 942 176	86 993 801	60 458 438	54 879 193	31 377 649	7 311 439	58 248 515	31 913 688	392 592 218
Grade 7-9 core	59 483 224	8 111 917	122 691 715	66 234 628	119 826 566	38 271 296	11 090 005	75 426 618	52 747 547	553 883 516
Grade 10 core	12 920 523	1 858 932	27 551 578	19 323 721	37 491 059	12 458 890	1 883 210	9 716 963	12 224 990	135 429 867
Grade 11 core	13 501 184	889 089	24 503 583	18 709 692	55 537 150	10 820 158	2 129 825	14 442 456	11 556 470	152 089 606
Grade 12 core	13 966 095	1 589 839	23 366 042	19 425 407	48 023 155	1 579 606	1 550 158	13 367 465	12 973 823	135 841 591
Grade 10 prescribed literature	779 389	136 986	2 420 690	1 940 955	2 350 000	26 790	36 128	878 588	590 665	9 160 191
Grade 11 prescribed literature	734 771	163 528	2 199 151	2 118 571	1 774 705	40 644	264 638	1 415 725	793 450	9 505 183
Grade 12 prescribed literature	2 174 575	94 356	2 271 173	596 366	626 468	89 761	85 588	953 447	1 474 505	8 366 238
FP Reading schemes	10 874 700	460 952	28 584 460	8 584 923	6 994 548	6 247 441	2 157 477	6 017 153	17 098 715	87 020 368
IP reading schemes	1 169 244	160 141	5 675 168	2 155 968	416 451	1 496 832	210 456	2 409 815	969 679	14 663 753
SP readers (non core)	595 565	92 064	2 355 995	1 743 346	376 293	174 988	149 240	619 583	1 186 253	7 293 328
Dictionaries (Primary)	386 573	168 250	13 598 116	3 181 091	369 506	734 889	242 553	1 951 504	2 913 104	23 545 587
Dictionaries (Secondary)	306 647	120 210	6 770 085	2 811 142	403 929	282 895	98 742	1 173 563	1 166 498	13 133 710
Atlases (Primary)	110 014	241 705	2 572 096	1 225 124	149 371	297 782	52 653	1 756 147	880 448	7 285 339
Atlases (Secondary)	79 997	74 910	4 053 586	1 381 958	108 288	739 176	33 545	1 386 084	432 228	8 289 771
Posters	114 365	12 473	217 692	111 305	18 002	146 573	33 075	944 321	230 697	1 828 502
Supplementary and library										0
Grade R	55 566	0	219 798	26 453	80 901	1 605	0	31 064	53 711	469 097
Grade 1-3	106 241	59 084	2 600 481	1 000 088	170 861	185 059	103 050	850 681	1 501 179	6 576 725
Grade 4-6	136 043	3 842	3 635 505	771 001	88 585	526 598	3 932	3 107 991	1 166 786	9 440 284
Grade 7-9	358 729	69 146	8 832 442	3 630 448	6 284 837	243 908	62 004	4 163 774	2 147 914	25 793 202
Grade 10	322 359	20 742	4 420 012	534 330	56 216	30 226	1 258	148 888	395 670	5 929 700
Grade 11	313 163	22 297	1 706 449	92 493	63 285	18 425	9 623	234 532	235 551	2 695 817
Grade 12	387 361	20 166	6 043 745	2 253 707	2 353 369	48 524	26 530	1 344 710	1 991 382	14 469 493
Other	4 371 715	1 246 699	16 924 681	2 902 138	94 123	4 554 177	801 682	1 439 812	9 110 572	41 445 599
TOTAL	194 085 236	25 882 038	422 449 214	242 168 819	345 957 644	120 080 556	30 673 777	225 884 594	170 890 396	1 778 072 274

PUBLISHING SECTOR SALES SURVEY - Education Sector

For the year 1 April 2023 to 31 March 2024

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

Category		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	78 876	3 532	77 389	68 677	0	44 582	37 723	0	1 141	311 921
Grade 1-3 core	387 467	167 736	238 695	244 395	79 327	308 207	136 125	50 869	34 274	1 647 096
Grade 4-6 core	507 629	66 178	819 428	475 478	225 387	291 684	62 333	320 041	341 002	3 109 159
Grade 7-9 core	3 652	0	4 557 150	6 324	890	165	0	48	996 671	5 564 900
Grade 10 core	88 225	7 554	2 270 632	121 126	90 388	114 554	14 490	17 998	427 389	3 152 357
Grade 11 core	94 898	14 511	3 072 492	101 107	136 411	103 988	44 342	44 445	483 440	4 095 633
Grade 12 core	13 356	1 117	1 804 610	3 757	338	8 942 800	143	1 781	365 035	11 132 936
Grade 10 prescribed literature	0	0	282 737	2 396	0	9 299	0	0	338 126	632 558
Grade 11 prescribed literature	47	0	206 655	30	0	531	0	0	115 039	322 302
Grade 12 prescribed literature	0	0	284 320	4 720	0	679 123	0	0	1 708 628	2 676 792
FP Reading schemes	0	0	35 322	568	892	297	2 081	0	54 163	93 323
IP reading schemes	183	6 087	184 929	637	0	0	0	5 717	77 289	274 841
SP readers (non core)	155	0	190 274	6 784	0	0	0	0	312 011	509 224
Dictionaries (Primary)	0	0	111 316	1 910	0	0	0	0	8 458	121 685
Dictionaries (Secondary)	299	0	114 338	0	0	0	95	0	14 712	129 444
Atlases (Primary)	0	0	188	188	0	0	0	189	16 757	17 323
Atlases (Secondary)	0	0	968	185	0	0	0	0	14 091	15 244
Posters	0	0	0	0	0	0	0	0	0	0
Supplementary and library										0
Grade R	0	0	56 903	12 340	0	0	0	0	15 565	84 808
Grade 1-3	0	0	220 981	124 340	41	0	0	0	167 810	513 172
Grade 4-6	0	0	2 535	3 333	0	0	0	0	678 571	684 439
Grade 7-9	0	0	134 389	17 313	65	65	1 127	65	5 380 787	5 533 811
Grade 10	0	0	207 874	18 574	65	0	0	0	22 342	248 855
Grade 11	0	0	13 255	9 930	178	0	0	0	6 647	30 010
Grade 12	0	0	41 117	14 660	65	766	0	0	26 659 238	26 715 846
Other	45 785	684	6 683 514	2 042 164	2 460	23 571	21 911	29 834	603 259	9 453 182
TOTAL	1 220 572	267 399	21 612 013	3 280 934	536 507	10 519 633	320 369	470 987	38 842 447	77 070 861

PUBLISHING SECTOR SALES SURVEY - Education Sector

For the year 1 April 2023 to 31 March 2024

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

Category		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	682 945	24 254	728 187	92 711	338 982	2 300 629	57 553	3 953 418	965	8 179 644
Grade 1-3 core	16 246 183	573 208	2 105 032	18 302 846	5 097 746	7 134 475	1 961 245	10 066 387	2 373 093	63 860 215
Grade 4-6 core	48 430 535	1 211 167	9 046 086	52 306 454	50 655 176	29 223 897	5 572 689	52 689 096	14 046 814	263 181 914
Grade 7-9 core	54 184 511	1 174 571	35 264 855	56 890 250	116 031 688	36 164 317	9 355 985	67 593 737	30 165 300	406 825 213
Grade 10 core	11 584 618	607 454	5 713 008	16 106 484	36 028 866	11 821 762	1 588 544	8 527 946	5 008 579	96 987 261
Grade 11 core	11 339 928	21 036	5 339 073	14 674 790	54 312 715	9 558 951	1 711 515	12 694 925	5 075 150	114 728 083
Grade 12 core	11 741 957	205 090	4 202 487	15 376 410	46 931 677	4 884 820	1 243 773	11 834 019	5 790 379	102 210 611
Grade 10 prescribed literature	663 210	33 039	597 290	1 626 642	2 275 365	15 203	138 924	861 851	211 688	6 423 211
Grade 11 prescribed literature	648 929	0	564 411	1 424 489	1 733 942	24 092	132 680	1 287 213	279 919	6 095 676
Grade 12 prescribed literature	1 877 862	8 886	281 004	220 655	545 072	184 903	63 727	890 549	404 858	4 477 516
FP Reading schemes	9 865 284	211 837	2 794 690	6 503 342	6 723 863	6 132 048	1 699 160	5 157 601	334 006	39 421 831
IP reading schemes	1 032 598	28 778	1 396 398	1 140 538	375 030	1 476 431	169 689	2 293 105	6 052	7 918 618
SP readers (non core)	507 088	1 475	332 416	1 207 617	351 251	105 503	124 643	451 654	381 278	3 462 926
Dictionaries (Primary)	68 389	0	1 481 805	0	0	225 280	62 347	736 974	0	2 574 796
Dictionaries (Secondary)	4 416	0	13 200	0	0	0	34 986	588 912	108	641 621
Atlases (Primary)	0	0	17 736	0	3 712	0	4 886	893 555	425	920 314
Atlases (Secondary)	0	0	2 423 584	0	10 444	614 324	10 677	512 149	728	3 571 906
Posters	108 484	1 819	1 692	53 654	5 382	143 286	11 196	862 599	1 753	1 189 864
Supplementary and library										0
Grade R	0	0	90 558	5 332	0	0	0	6 871	0	102 761
Grade 1-3	52 006	0	353 411	76 818	94 593	151 349	609	621 908	20 730	1 371 424
Grade 4-6	22 721	0	196 510	0	0	473 000	0	2 925 084	11 404	3 628 719
Grade 7-9	248 275	4 291	2 118 631	2 809 218	5 985 270	229 458	57 939	3 902 812	768 704	16 124 599
Grade 10	0	0	3 648 467	38 254	0	9 589	0	102 021	0	3 798 331
Grade 11	0	0	37 608	0	0	2 090	7 930	198 968	0	246 596
Grade 12	0	0	874 661	1 594 886	2 103 400	2 090	0	1 199 489	419 170	6 193 697
Other	3 614 234	131 750	67 954	4 864	2 195	4 186 042	417 468	303 561	1 597 427	10 325 496
TOTAL	172 924 175	4 238 655	79 690 755	190 456 253	329 606 368	115 063 540	24 428 165	191 156 401	66 898 530	1 174 462 843

PUBLISHING SECTOR SALES SURVEY - Education Sector

For the year 1 April 2023 to 31 March 2024

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	39 996	36 805	1 760 958	154 958	86 582	10 427	31 549	3 598 399	185 278	5 904 952
Grade 1-3 core	1 867 092	859 535	17 963 080	2 718 082	1 976 802	593 923	460 468	6 287 861	2 610 949	35 337 792
Grade 4-6 core	4 544 414	7 797 187	78 767 143	8 627 462	4 449 403	2 445 436	1 801 083	5 879 460	18 207 875	132 519 463
Grade 7-9 core	5 302 365	6 937 345	91 984 011	9 350 702	3 795 769	2 107 144	1 734 020	7 832 929	23 578 919	152 623 204
Grade 10 core	1 159 150	1 224 997	24 067 233	2 471 295	889 921	509 381	289 705	1 151 787	7 216 469	38 979 937
Grade 11 core	1 181 915	872 922	22 080 062	2 476 406	612 012	406 157	341 491	855 190	6 541 786	35 367 941
Grade 12 core	1 159 999	1 348 050	20 810 816	2 525 955	550 909	5 376 179	232 928	706 913	7 141 611	39 853 359
Grade 10 prescribed literature	116 179	103 948	2 106 137	316 710	74 635	20 886	-102 796	16 737	717 103	3 369 538
Grade 11 prescribed literature	85 888	163 528	1 841 395	694 112	40 762	17 083	131 958	128 513	628 570	3 731 809
Grade 12 prescribed literature	296 713	85 470	2 274 489	380 431	81 396	583 981	21 861	62 898	2 778 275	6 565 514
FP Reading schemes	1 009 416	249 115	25 825 091	2 082 149	271 577	115 691	460 398	859 552	16 818 872	47 691 860
IP reading schemes	136 828	137 450	4 463 699	1 016 067	41 422	20 401	40 766	122 427	1 040 916	7 019 976
SP readers (non core)	88 631	90 590	2 213 852	542 514	25 042	69 485	24 597	167 929	1 116 986	4 339 626
Dictionaries (Primary)	318 184	168 250	12 227 628	3 183 001	369 506	509 609	180 206	1 214 530	2 921 563	21 092 476
Dictionaries (Secondary)	302 531	120 210	6 871 223	2 811 142	403 929	282 895	63 851	584 651	1 181 102	12 621 534
Atlases (Primary)	110 014	241 705	2 554 549	1 225 312	145 659	297 782	47 767	862 782	896 780	6 382 349
Atlases (Secondary)	79 997	74 910	1 630 970	1 382 143	97 844	124 852	22 868	873 934	445 591	4 733 109
Posters	5 880	10 654	216 000	57 651	12 620	3 287	21 879	81 722	228 944	638 638
Supplementary and library										0
Grade R	55 566	0	186 143	33 460	80 901	1 605	0	24 193	69 276	451 144
Grade 1-3	54 236	59 084	2 468 051	1 047 610	76 309	33 709	102 441	228 773	1 648 260	5 718 473
Grade 4-6	113 322	3 842	3 441 530	774 334	88 585	53 598	3 932	182 907	1 833 953	6 496 004
Grade 7-9	110 454	64 855	6 848 200	838 543	299 631	14 516	5 192	261 027	6 759 997	15 202 414
Grade 10	322 359	20 742	979 418	514 650	56 281	20 637	1 258	46 867	418 012	2 380 224
Grade 11	313 163	22 297	1 682 096	102 423	63 463	16 335	1 693	35 564	242 198	2 479 231
Grade 12	387 361	20 166	5 210 200	673 480	250 034	47 200	26 530	145 221	28 231 450	34 991 642
Other	803 265	1 115 633	23 540 241	4 939 438	94 388	391 706	406 125	1 166 085	8 116 404	40 573 286
TOTAL	19 964 918	21 829 290	364 014 213	50 940 030	14 935 381	14 073 902	6 351 770	33 378 850	141 577 139	667 065 494