



**1 155 POME & STONE
FRUIT PRODUCERS**



**R 19.71 BN TOTAL POME
AND STONE TURNOVER**



**INDUSTRY PROVIDES
1.27 PERMANENT
JOBS PER HECTARE**



**40% OF TOTAL
PRODUCTION IS
EXPORTED**

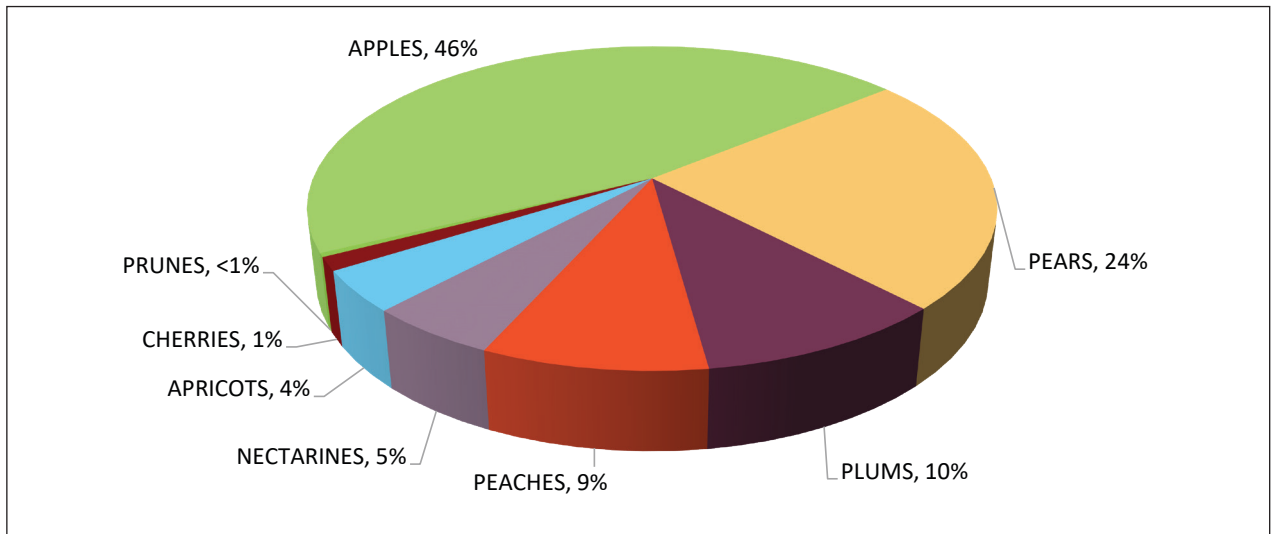
INDUSTRY PERSPECTIVE & ECONOMIC INDICATORS



TOTAL AREA PLANTED

FRUIT	2017	2018	2019	2020	2021	2022	2023
APPLES	24 156	24 176	24 930	25 272	25 209	25 438	25 114
PEARS	12 265	12 319	12 674	12 913	12 848	12 950	12 892
PLUMS	5 248	5 486	5 319	5 451	5 523	5 465	5 430
PEACHES	6 974	6 586	6 050	5 821	5 495	5 281	4 848
NECTARINES	2 092	2 100	2 121	2 228	2 314	2 776	2 834
APRICOTS	2 808	2 737	2 448	2 371	2 240	2 241	2 223
CHERRIES	299	388	469	520	621	678	723
PRUNES	258	260	243	243	226	250	206
TOTAL HECTARES	54 101	54 052	54 254	54 819	54 477	55 081	54 271
YEAR-ON-YEAR		0%	0%	1%	-1%	1%	-1%

SOURCE: HORTGRO TREE CENSUS, 2023



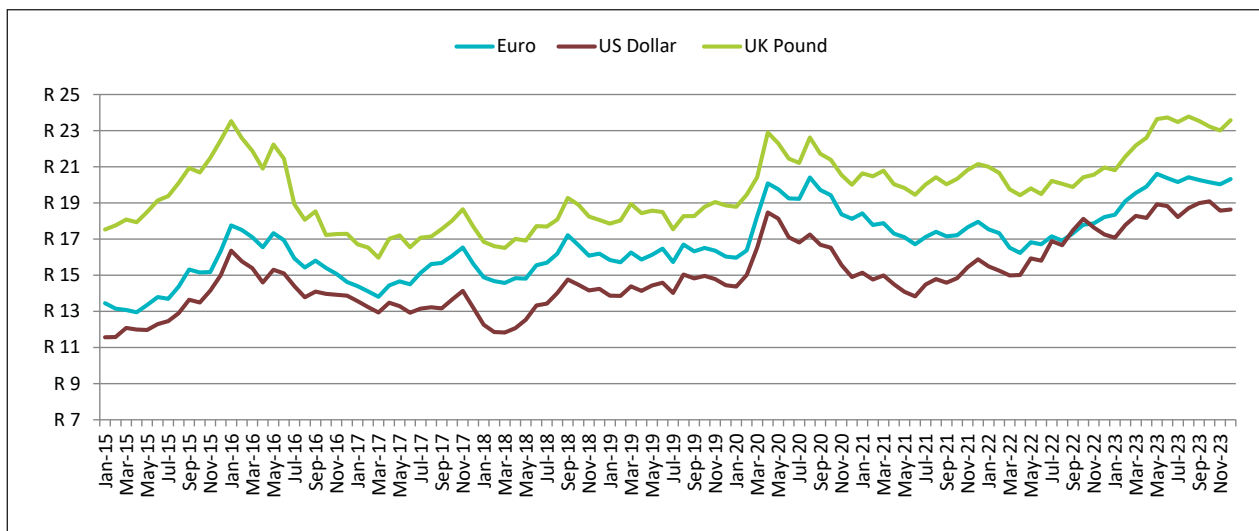
ON-FARM EMPLOYMENT

FRUIT	LABOURERS*	DEPENDENTS
APPLES	32 397	129 590
PEARS	15 471	61 883
PLUMS	7 385	29 541
PEACHES	5 818	23 273
NECTARINES	4 024	16 094
APRICOTS	1 867	7 469
CHERRIES	1 156	4 626
TOTAL	68 119	272 477

*Permanent equivalent
Casual labour converted to permanent equivalents
SOURCE: HORTGRO, 2023

ECONOMIC INDICATORS, 2023

EXCHANGE RATE TRENDS, 2015 - 2023



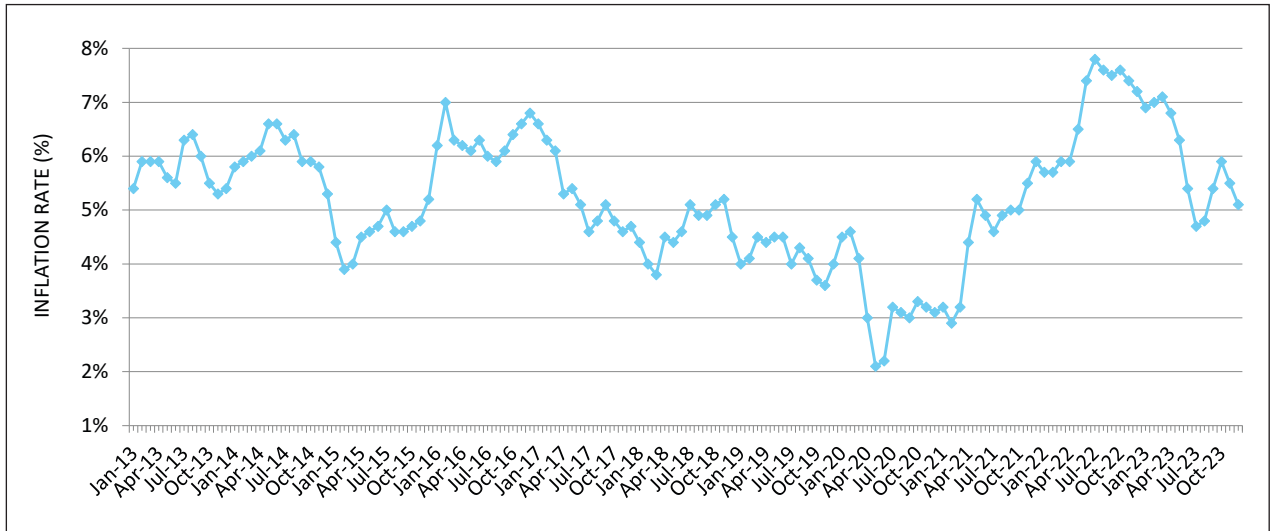
SOURCE: Past Exchange Rate.com, 2023

EXCHANGE RATE TRENDS (RAND VS MAJOR CURRENCIES): 2004 - 2023

YEAR	AVERAGE EXCHANGE RATE PER YEAR		
	EURO	US DOLLAR	UK POUND
2004	7,99	6,43	11,78
2005	7,91	6,37	11,58
2006	8,51	6,75	12,50
2007	9,66	7,05	14,11
2008	12,06	8,25	15,13
2009	11,67	8,42	13,10
2010	9,69	7,32	11,30
2011	10,09	7,26	11,62
2012	10,55	8,21	13,01
2013	12,83	9,66	15,11
2014	14,41	10,85	17,86
2015	14,17	12,78	19,53
2016	16,29	14,72	20,00
2017	15,04	13,31	17,16
2018	15,61	13,24	17,64
2019	16,16	14,42	18,43
2020	18,76	16,46	21,09
2021	17,48	14,78	20,33
2022	17,21	16,38	20,19
2023	19,95	18,45	22,94

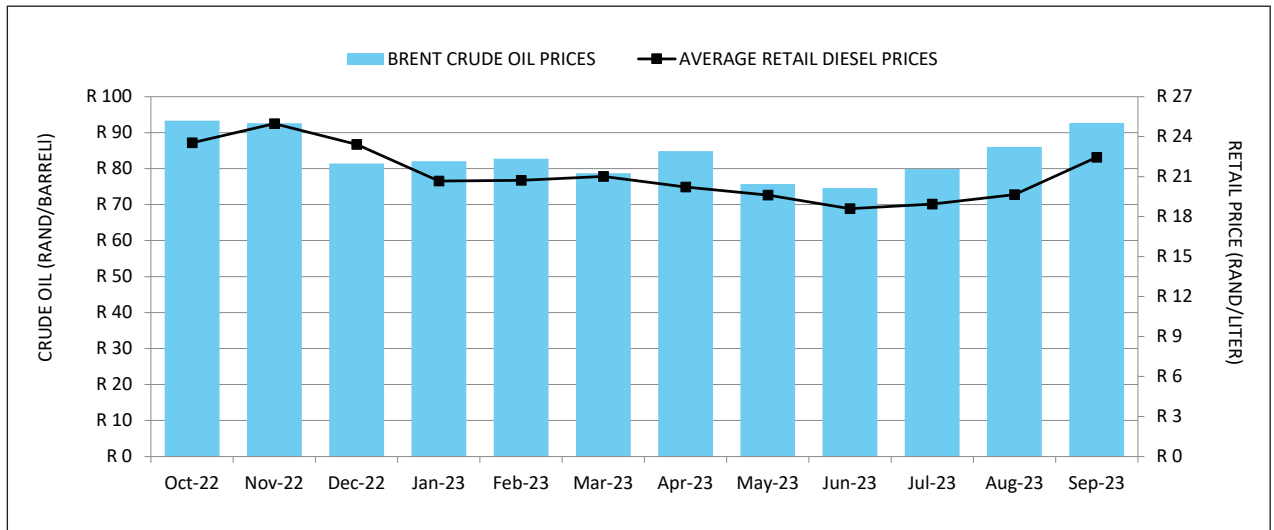
SOURCE: Past Exchange Rate.com, 2024

MONTHLY CPI INFLATION RATE, 2013 - 2023



SOURCE: STATISTICS SOUTH AFRICA, 2024

AVERAGE FUEL PRICE: 2022/2023 SEASON



SOURCE: South African Petroleum Industry Association, 2024

MINIMUM WAGES FOR FARM WORKERS, 2010-2024

YEAR	RAND/HOUR	RAND/MONTH	% INCREASE Y-O-Y
1/03/2010	R 6,74	R 1 316,69	-
1/03/2011	R 7,04	R 1 375,94	4%
1/03/2012	R 7,71	R 1 503,90	9%
1/03/2013	R 11,66	R 2 274,82	51%
1/03/2014	R 12,41	R 2 420,41	6%
1/03/2015	R 13,37	R 2 606,78	8%
1/03/2016	R 14,25	R 2 778,83	7%
1/03/2017	R 15,39	R 3 001,13	8%
1/03/2018	R 16,25	R 3 169,19	6%
1/03/2019	R 18,00	R 3 564,00	12%
1/03/2020	R 18,68	R 3 698,64	4%
1/03/2021	R 21,69	R 4 294,62	16%
1/03/2022	R 23,19	R 4 590,95	7%
1/03/2023	R 25,42	R 4 953,09	8%
1/03/2024	R 27,58	R 5 377,29	9%

EXPORT PERSPECTIVES
AWAITING DATA AND COMPILATION

CROP BUDGETS: POME FRUIT (TO BE UPDATED)

	APPLES			PEARS		
	ESTABLISHMENT	NON-BEARING	BEARING	ESTABLISHMENT	NON-BEARING	BEARING
	RAND	RAND	RAND	RAND	RAND	RAND
YIELD (TON/HA)			65			55
NUMBER OF TREES PER HA	1 667	1 667	1 667	1 667	1 667	1 667
PRE-HARVEST COSTS	403 797	44 214	114 886	386 203	42 521	104 763
PLANT MATERIAL	140 128	2 803	0	122 345	2 447	0
LAND CLEARING, SOIL MAPPING AND FUMIGATION	41 110	0	0	41 110	0	0
LAND PREPARATION & RIDGING	49 273	0	0	49 273	0	0
IRRIGATION (DESIGN & MATERIAL)	39 427	0	0	39 427	0	0
DRAINAGE	30 215	0	0	30 215	0	0
TRELLISING	57 461	0	0	57 461	0	0
FERTILIZER	17 132	18 068	23 265	16 958	17 821	20 139
HERBICIDES	2 139	2 139	2 139	2 139	2 139	2 139
PESTICIDES	139	241	13 958	570	814	14 324
FUNGICIDES	772	1 406	3 926	416	594	4 227
REST BREAKING AGENTS/ GROWTH REGULATORS	0	1 762	6 942	0	1 762	4 911
CONSULTANTS	1 497	1 497	1 497	1 497	1 497	1 497
SEASONAL LABOUR	14 749	4 078	28 749	14 749	4 078	28 565
FUEL (DIESEL)	2 164	2 686	9 583	2 283	3 134	6 156
REPAIRS AND MAINTENANCE	3 047	3 782	13 493	3 215	2 484	8 668
ELECTRICITY	2 697	5 394	8 174	2 697	5 394	8 174
GENERAL	1 848	358	358	1 848	358	358
POLLINATION	0	0	2 803	0	0	5 605
HARVEST & POST-HARVEST	0	0	308 320	0	0	254 722
TRANSPORT RENTAL	0	0	32 088	0	0	25 626
PACKAGING	0	0	243 973	0	0	202 052
SEASONAL LABOUR	0	0	30 147	0	0	25 509
FUEL (DIESEL)	0	0	1 443	0	0	1 049
REPAIRS AND MAINTENANCE	0	0	669	0	0	487
OVERHEAD COSTS	93 927	81 342	94 606	92 431	80 403	91 496
FIXED LABOUR	27 132	27 132	27 132	27 132	27 132	27 132
WATER COSTS	2 465	2 465	2 465	2 465	2 465	2 465
OTHER OVERHEADS	30 007	30 007	30 007	30 007	30 007	30 007
INTEREST ON LOANS	14 133	1 548	14 812	13 517	1 488	12 582
DEPRECIATION ON ORCHARD	20 190	20 190	20 190	19 310	19 310	19 310
TOTAL COST	497 724	125 556	517 812	478 634	122 924	450 982

* These budgets are only a guideline and should be adapted to your own specific situation

* Other overheads = admin, bank charges, general repairs, local taxes, postage, phone, auditing, secretarial, etc.

* The fumigation figures included are based on in-row fumigation

* Plant material excludes windbreaks

CROP BUDGETS: STONE FRUIT (TO BE UPDATED)

	APRICOTS			NECTARINES/PEACHES			PLUMS		
	ESTABLISH- MENT	NON- BEARING	BEARING	ESTABLISH- MENT	NON- BEARING	BEARING	ESTABLISH- MENT	NON- BEARING	BEARING
	RAND	RAND	RAND	RAND	RAND	RAND	RAND	RAND	RAND
YIELD (TON/HA)			20			25			30
NUMBER OF TREES PER HA	1 250	1 250	1 250	1 250	1 250	1 250	1 524	1 524	1 524
PRE-HARVEST COSTS	249 271	34 539	98 960	262 479	31 552	108 995	363 818	40 293	112 190
PLANT MATERIAL	61 125	1 223	0	76 158	1 523	0	90 387	1 808	0
LAND CLEARING, SOIL MAPPING AND FUMIGATION	41 110			41 110			41 110		
LAND PREPARATION & RIDGING	49 273	0	0	49 273	0	0	49 273	0	0
IRRIGATION (DESIGN & MATERIAL)	39 427	0	0	39 427	0	0	39 427	0	0
DRAINAGE	30 215	0	0	30 215	0	0	30 215	0	0
TRELLISING	0	0	0	0	0	0	85 695	0	0
FERTILIZER	16 035	11 958	15 031	13 863	10 127	22 199	14 993	12 119	25 648
HERBICIDES	2 139	2 139	2 139	2 139	2 139	2 139	2 139	2 139	2 139
PESTICIDES	394	484	5 804	734	1 048	10 276	1 486	1 627	5 089
FUNGICIDES	526	751	12 359	199	285	15 781	199	285	3 307
REST BREAKING AGENTS/ GROWTH REGULATORS	0	1 762	3 125	0	0	0	0	0	6 205
CONSULTANTS	1 497	1 497	1 497	1 497	1 497	1 497	1 497	1 497	1 497
SEASONAL LABOUR	0	4 928	25 564	0	5 137	25 906	0	10 992	29 965
FUEL (DIESEL)	1 358	1 940	9 600	1 492	1 940	9 599	1 149	1 642	9 298
REPAIRS AND MAINTENANCE	2 014	2 876	14 234	2 213	2 876	14 232	1 704	2 434	13 785
ELECTRICITY	2 312	4 624	7 006	2 312	4 624	7 006	2 697	5 394	8 174
GENERAL	1 848	358	358	1 848	358	358	1 848	358	358
POLLINATION	0	0	2 242	0	0	0	0	0	6 726
HARVEST & POST-HARVEST	0	0	117 530	0	0	157 728	0	0	175 124
TRANSPORT RENTAL	0	0	17 361	0	0	26 446	0	0	28 763
PACKAGING	0	0	82 841	0	0	120 263	0	0	133 170
SEASONAL LABOUR	0	0	16 649	0	0	10 172	0	0	12 130
FUEL (DIESEL)	0	0	466	0	0	583	0	0	729
REPAIRS AND MAINTENANCE	0	0	212	0	0	266	0	0	332
OVERHEAD COSTS	80 792	73 277	79 645	81 915	73 833	82 063	90 529	79 205	87 851
FIXED LABOUR	27 132	27 132	27 132	27 132	27 132	27 132	27 132	27 132	27 132
WATER COSTS	2 465	2 465	2 465	2 465	2 465	2 465	2 465	2 465	2 465
OTHER OVERHEADS	30 007	30 007	30 007	30 007	30 007	30 007	30 007	30 007	30 007
INTEREST ON LOANS	8 724	1 209	7 577	9 187	1 104	9 335	12 734	1 410	10 056
DEPRECIATION ON ORCHARD	12 464	12 464	12 464	13 124	13 124	13 124	18 191	18 191	18 191
TOTAL COST	330 063	107 815	296 134	344 394	105 385	348 787	454 347	119 499	375 165

- * These budgets are only a guideline and should be adapted to your own specific situation
- * Other overheads = admin, bank charges, general repairs, local taxes, postage, phone, auditing, secretarial, etc.
- * The fumigation figures included are based on in-row fumigation
- * If using Retain as a growth regulator with Peaches and Nectarines, add about R11 400 per hectare
- * Plum Trellising = V-System

CROP BUDGETS: CHERRIES (TO BE UPDATED)

	CHERRIES			
	ESTABLISHMENT		NON-BEARING	BEARING
	ONTBOS - MET NET	ONTBOS - GEEN NET		
	RAND	RAND	RAND	RAND
YIELD (TON/HA)				10
NUMBER OF TREES PER HA	1 481	1 481	1 481	1 481
PRE-HARVEST COSTS	897 082	531 020	100 501	120 424
PLANT MATERIAL	189 022	189 022	3 780	0
LAND CLEARING, SOIL MAPPING AND FUMIGATION	14 235	14 235	0	0
LAND PREPARATION & RIDGING	49 273	49 273	0	0
IRRIGATION (DESIGN & MATERIAL)	99 856	99 856	0	0
DRAINAGE	55 600	55 600	0	0
TRELLISING	420 000	53 938	0	0
FERTILIZER	21 589	21 589	32 907	33 373
HERBICIDES	1 122	1 122	1 357	1 466
PESTICIDES	194	194	703	1 872
FUNGICIDES	143	143	518	2 405
REST BREAKING AGENTS/GROWTH REGULATORS	974	974	3 223	906
CONSULTANTS	1 497	1 497	1 497	1 497
SEASONAL LABOUR	31 307	31 307	42 932	46 366
FUEL (DIESEL)	2 119	2 119	2 388	2 239
REPAIRS AND MAINTENANCE	2 984	2 984	3 259	3 319
ELECTRICITY	5 394	5 394	7 578	9 809
GENERAL	1 774	1 774	358	358
POLLINATION	0	0	0	16 815
HARVEST & POST-HARVEST	0	0	0	130 255
TRANSPORT RENTAL	0	0	0	10 367
PACKAGING	0	0	0	109 064
SEASONAL LABOUR	0	0	0	9 769
FUEL (DIESEL)	0	0	0	729
REPAIRS AND MAINTENANCE	0	0	0	326
OVERHEAD COSTS	135 856	104 741	89 673	94 929
FIXED LABOUR	27 132	27 132	27 132	27 132
WATER COSTS	2 465	2 465	2 465	2 465
OTHER OVERHEADS	30 007	30 007	30 007	30 007
INTEREST ON LOANS	31 398	18 586	3 518	8 774
DEPRECIATION ON ORCHARD	44 854	26 551	26 551	26 551
TOTAL COST	1 032 938	635 761	190 174	345 608

* These budgets are only a guideline and should be adapted to your own specific situation

* Other overheads = admin, bank charges, general repairs, local taxes, postage, phone, auditing, secretarial, etc.

* The fumigation figures included are based on in-row fumigation

* If using Retain as a growth regulator with Peaches and Nectarines, add about R11 400 per hectare

* Plum Trellising = V-System

TRELLIS SYSTEMS FOR DECIDUOUS FRUIT (TO BE UPDATED)

	V-TRELLIS	PALMET	SUPPORT TRELLIS
BLOCK SPECS	1 HA = 133M X 75M	1 HA = 133M X 75M	1 HA = 133M X 75M
STRANDS ON TRELLIS	18	11	3
NO. ROWS	39	39	34
ROW LENGTH IN METERS	75	75	75
ANCHOR POLES (TREATED & SABS STD)	3.6M (100:125MM)CL4	3.6M (100:125MM)CL4	4.2M (100:125MM)CL4
NO. ANCHOR POLES/HA	78	78	68
POLE PRICE	R232,92	R232,92	R282,79
COST OF ANCHOR POLES (EXCL VAT)	R18 167,53	R18 167,53	R19 229,48
IN-RROW POLES (TREATED & SABS STD)	3.2M (50:75MM)CL2	3.2M (50:75MM)CL2	3.6M (80:100MM)CL3
NO. IN-RROW POLES/HA	156	195,4887218	170
IN-RROW POLE PRICE	R81,42	R81,42	R178,19
COST OF IN-RROW POLES (EXCL VAT)	R12 701,75	R15 916,98	R30 291,54
IN-RROW POLE SPACING	19	15	15
POLES PER ROW	4	5	5
STRAND WIRE - 2MM HIGH TENSIAL FULL GALV	52 650	32 256	7 650
COST OF HT 2MM WIRE	R41 418,00	R25 374,44	R6 018,00
ANCHOR WIRE - 4MM MILD STEAL FULL GALV	1 560	1 560	544
COST OF MS 4MM WIRE	R4 951,44	R4 951,44	R1 726,66
LENGTH OF ANCHOR WIRE IN METERS	20	20	8
ANCHORS/HA - CONCRETE BLOCK, 600X600X600MM	156	156	136
U' NAILS - 25MM (256 NAILS/1KG)	4 212	3 008	714
NO. KG'S U' NAILS - 25MM (256 NAILS/1KG)	16	12	3
COST OF U'NAILS	R1 152,43	R823,11	R195,36
TOP TRELLIS POLE	3.6M (1.8M) SPLIT POLE OR 12MM ROD		
COST OF TOP TRELLIS POLE	R7 303,51		
TOTAL TRELLISING COST	R85 694,66	R65 233,50	R57 461,03

* Per hectare

* Palmet structure: 11 strand on trellis and in-row pole every 15 meters

DRAPE NET COST PER HECTARE (TO BE UPDATED)

ITEMS	POME FRUIT	APRICOTS & NECTARINES	PLUMS	CHERRIES	PRUNE
PLANT SPACING	4M X 1.5M	4M X 2M	3.28M X 2M	4.5M X 1.5M	2.5M X 4.5M
NUMBER OF TREES PER HA	1 667	1 250	1 524	1 481	889
METER SQUARE	6	8	7	7	11
NUMBER OF ROWS PER 1HA (100M/4M ROW TO ROW LENGTH)	25	25	30	22	40
COST OF NET PER ROW	R5 926	R7 901	R7 901	R7 901	R9 877
COST OF NET PER 1HA	R148 151	R197 525	R240 884	R175 578	R395 068
EMPLOYEE COSTS	R6 997	R6 997	R6 997	R6 997	R6 997
TOTAL COSTS PER HECTARE	R155 148	R204 522	R247 881	R182 575	R402 066

ADDITIONAL INFORMATION:

** Use white nets for red and bi-colour apples

** Black nets for green apples

** Contractor fees is around R5200/ha to erect, take down and repair nets

** With proper care each net should last 10 to 15 years

** Standard length of each net is 100 meters

** Note net prices differ from each supplier

NETTING COSTS ON A PER HA BASIS (TO BE UPDATED)

ASSUMPTIONS	UNIT	OPEN-CLOSE SYSTEM	FLAT ANTI-HAIL	
TOTAL SURFACE	m2	10 000	10 000	
DISTANCE BETWEEN ROWS	Meter	4	4	
NUMBER OF ROWS	no	10	10	
TOTAL ROW LENGTH	Meter	2500	2 500	
NUMBER OF CROSS CONNECTIONS	No	4	4	
TOTAL CROSS CONNECTION LENGTH	No	897	897	
FRONT SIDES TOTAL LENGTH	No	75	75	
NET WIDTH	Meter	4.4	4.4	
DISTANCE BETWEEN TOP CLIPS	Meter	0.75	-	
DISTANCE BETWEEN OPEN-CLOSE CLIPS	Meter	1.3	-	
DISTANCE BETWEEN POSTS ALONG ROW	Meter	10.5	-	
NET STRUCTURE	SPECS	QTY	OPEN-CLOSE SYSTEM	FLAT ANTI-HAIL SYSTEM
SUPPORT MATERIAL			RAND/HA	RAND/HA
POLES				
PERIMETER POLES (4,8M - PINE- Class 5)	Class 5	47	R23 838	R23 838
INSIDE POLES (4,8M - PINE- Class 4)	Class 4	201	R83 874	R83 874
TOTAL POLE COST			R107 712	R107 712
ANCHORAGES				
CONCRETE PLATE	300mm	29	R1 849	R1 849
GALVANIZED POLES FOR ACHORING	AB-30	29	R2 130	R2 130
GALVANIZED STEEL ROPE: UPPER CONNECTION - 19 WIRES	7mm	220	R2 737	R2 737
GALVANIZED STEEL ROPE: LOWER CONNECTION - 19 WIRES	7mm	190	R2 372	R2 372
CLAMP FOR WIRE	8mm	229	R1 124	R1 124
TOTAL ANCHORAGE COST			R10 212	R10 212
STRUCTURAL WIRES				
GALVANIZED STEEL ROPE: TRUSS CONNECTION - 19 WIRES	7mm	81	R1 004	R1 004
PLASTIC COATED ROPE: HEAD TRUSS	4-6mm	86	R959	R959
ZN-AL GALVANIZED WIRE COMAVIT PLUS	4mm - 4-5% elongation	266	R10 009	R10 009
GALVANIZED ROPE: TRANSVERSE CONNECTION - 19 WIRES	5mm	962	R6 302	R6 302
TOTAL STRUCTURAL WIRE COSTS			R18 274	R18 274
NET & OTHER ACCESSORIES				
GREY ANTI HAIL NET	4,4m	11 440	R65 610	R65 610
CLAMP FOR TRANSVERSAL ROPE FIXING		18	R58	R58
CLAMP FOR TOP WIRE FIXING		38	R125	R125
CLAMP FOR GALVANIZED RING FIXING		19	R94	R94
CLAMP FOR HEADBOARD PLASTIC WIRE		19	R92	R92
ROPE BLOCK BAND: HEAD POSTS	M10	29	R1 053	R1 053
POLE COVER WITH FLAT NET KIT (DIAMETER)	160cm	19	R1 030	R1 030
POLE COVER WITH FLAT NET KIT (DIAMETER)	160cm	28	R1 505	R1 505
POLE COVER WITH FLAT NET KIT (DIAMETER)	130cm	201	R9 078	R9 078
OPEN-CLOSE NET CLOSE NET PLATE COMAVIT		1 923	R17 332	-
NET PLATE PLATE FOR LATERAL TENSIONING		48	R277	R277
GALVANISED S GALVANISED S HOOK		19	R94	R94
CLIP FOR FOR TOP WIRE FIXING		3 333	R9 285	-
GALVANIZED RING		19	R218	R218
NET BLOCK BAND: NET WRAPPING		1 099	R4 682	R4 682
TOTAL NET AND ACCESSORY COSTS			R110 533	R83 916
INSTALLATION FEE	PER HA		R109 250	R109 250
TOTAL COST			R355 982	R329 365

NOTES:

- * Open-Close system would require platform for opening and closing and require additional capital layout.
- * Note that prices are influenced by block size, block shape, row width, soil conditions, pole type and spacing.
- * All prices exclude VAT except for pine poles.