



# HORTGRO 2022

## Key Deciduous Fruit Statistics





# HORTGRO

Growing Fruit IQ

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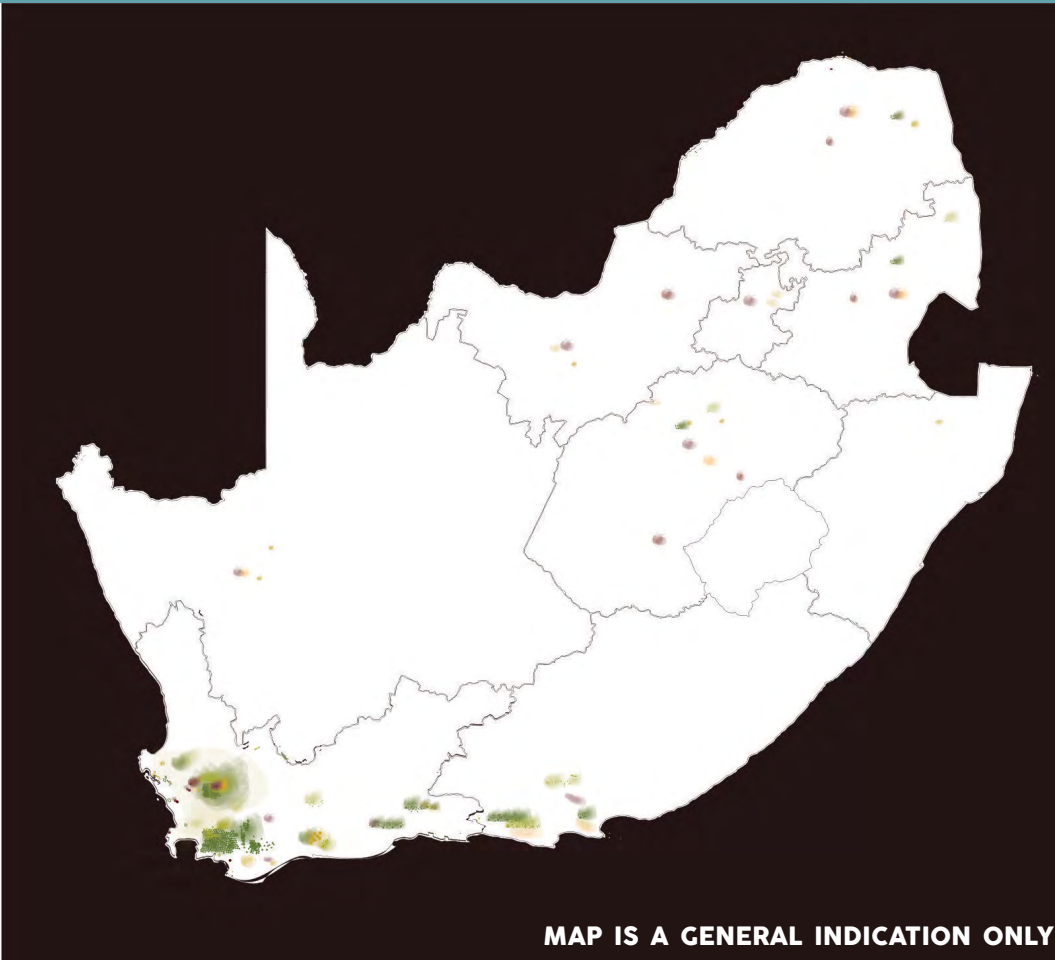
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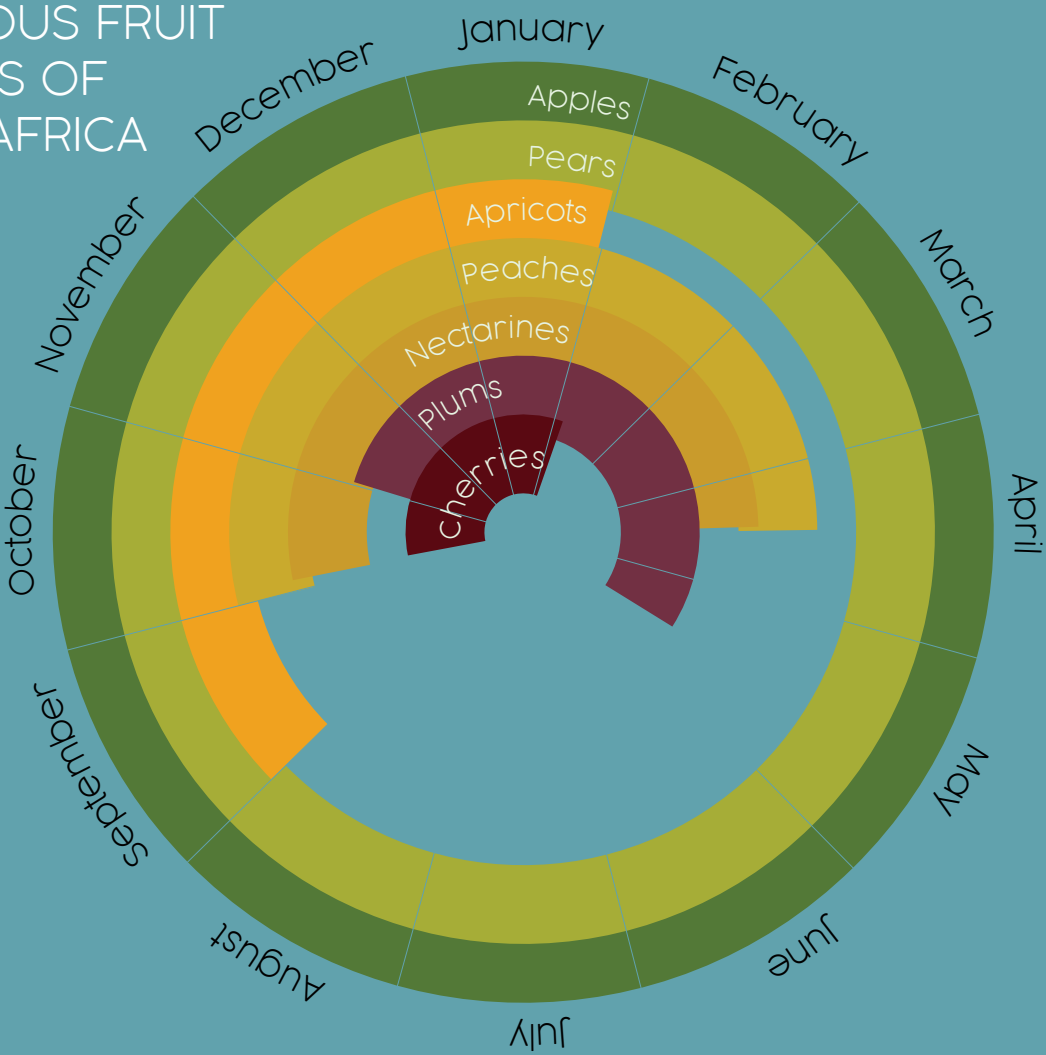
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# AREA UNDER CULTIVATION PER DECIDUOUS FRUIT TYPE



## DECIDUOUS FRUIT SEASONS OF SOUTH AFRICA





# INDUSTRY PERSPECTIVES AND ECONOMIC INDICATORS

R 17, 67 BN TOTAL POME AND  
STONE TURNOVER



INDUSTRY PROVIDES 1,31 PERMANENT  
EQUIVALENT JOBS PER HECTARE



1 184 POME AND STONE FRUIT PRODUCERS



42% OF TOTAL SOUTH AFRICAN PRODUCTION IS EXPORTED

MAIN EXPORTS FROM THE  
SOUTHERN HEMISPHERE

SOUTH AFRICA & CHILE  
72% COLLECTIVELY

LARGEST SOUTHERN  
HEMISPHERE  
PRODUCER

CHILE  
32%

LARGEST SOUTHERN  
HEMISPHERE  
EXPORT DESTINATION

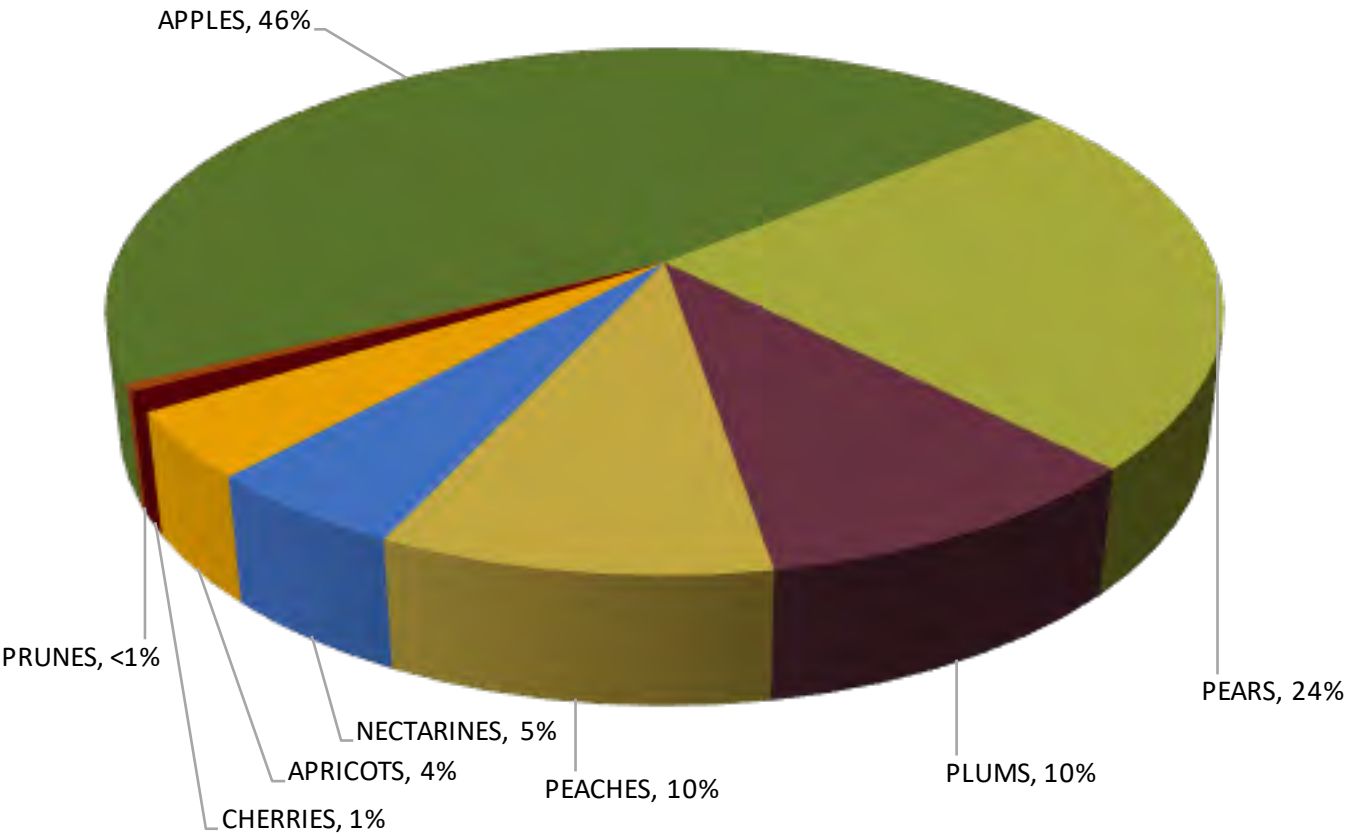
FAR EAST & ASIA  
26%



TOTAL AREA PLANTED

| FRUIT          | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   |
|----------------|--------|--------|--------|--------|--------|--------|--------|
| APPLES         | 24 212 | 24 156 | 24 176 | 24 930 | 25 272 | 25 209 | 25 438 |
| PEARS          | 12 279 | 12 265 | 12 319 | 12 674 | 12 913 | 12 848 | 12 950 |
| PLUMS          | 5 093  | 5 248  | 5 486  | 5 319  | 5 451  | 5 523  | 5 465  |
| PEACHES        | 7 338  | 6 974  | 6 586  | 6 050  | 5 821  | 5 495  | 5 281  |
| NECTARINES     | 2 131  | 2 092  | 2 100  | 2 121  | 2 228  | 2 314  | 2 776  |
| APRICOTS       | 2 838  | 2 808  | 2 737  | 2 448  | 2 371  | 2 240  | 2 241  |
| CHERRIES       | 262    | 299    | 388    | 469    | 520    | 621    | 678    |
| PRUNES         | 264    | 258    | 260    | 243    | 243    | 226    | 250    |
| TOTAL HECTARES | 54 417 | 54 101 | 54 052 | 54 254 | 54 819 | 54 477 | 55 081 |
| YEAR-ON-YEAR   |        | -1%    | 0%     | 0%     | 1%     | -1%    | 1%     |

SOURCE: HORTGRO TREE CENSUS, 2022



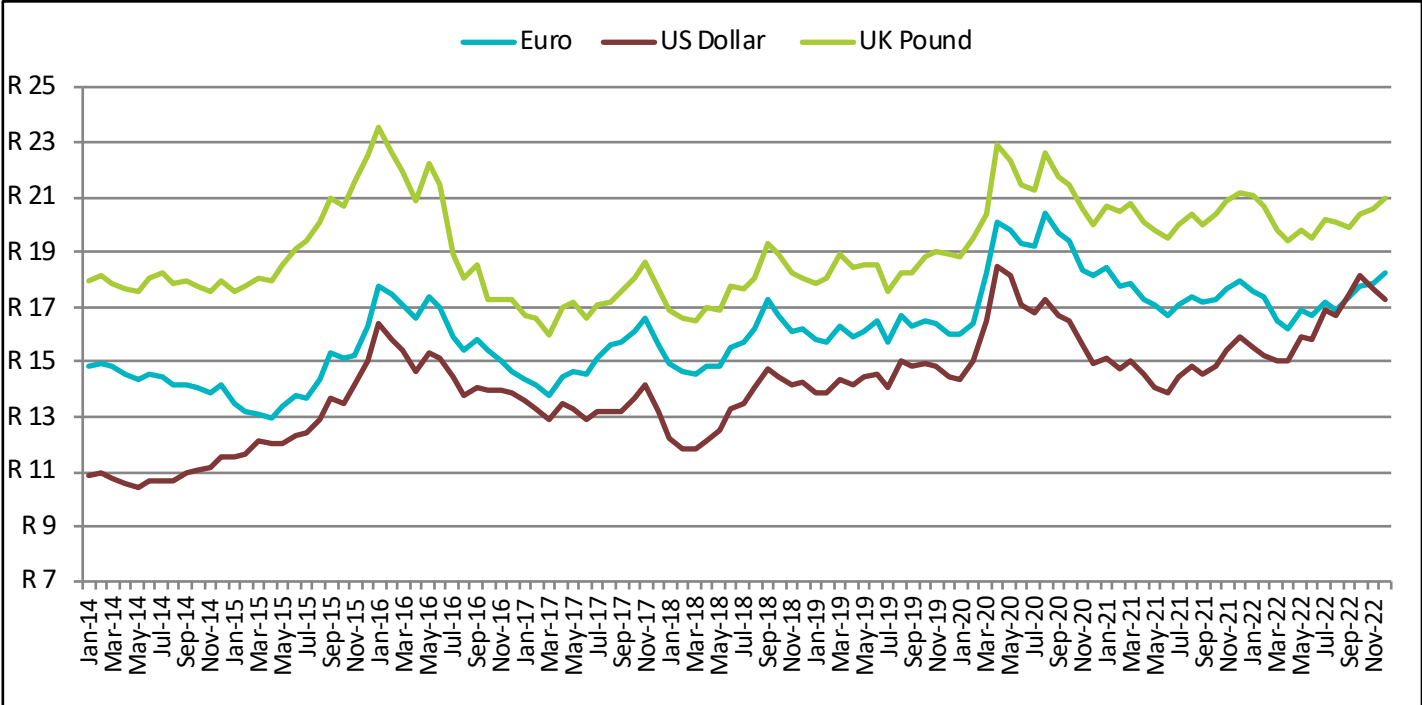
ON-FARM EMPLOYMENT

| Fruit      | Labourers* | Dependents |
|------------|------------|------------|
| APPLES     | 33 070     | 132 280    |
| PEARS      | 13 727     | 54 909     |
| PLUMS      | 7 925      | 31 700     |
| PEACHES    | 6 495      | 25 980     |
| NECTARINES | 3 887      | 15 548     |
| APRICOTS   | 1 927      | 7 710      |
| CHERRIES   | 1 289      | 5 156      |
| TOTAL      | 68 321     | 273 282    |

\*Permanent equivalent  
Casual labour converted to permanent equivalents  
SOURCE: HORTGRO, 2022

# ECONOMIC INDICATORS, 2022

## EXCHANGE RATE TRENDS, 2014 - 2022



SOURCE: Past Exchange Rate.com, 2023

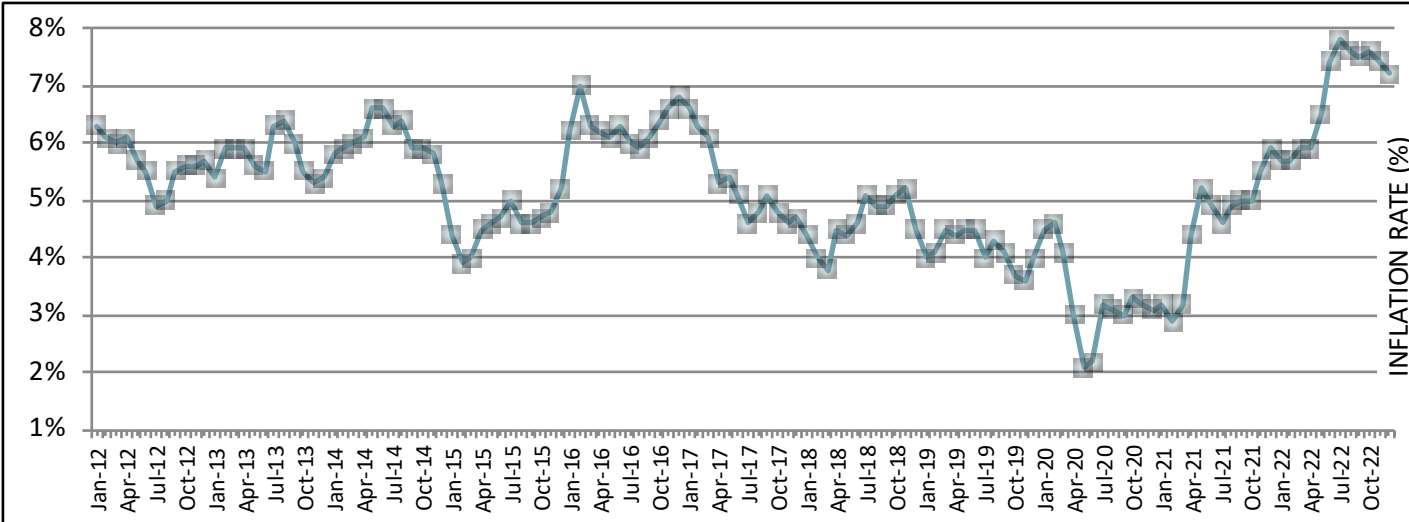
## EXCHANGE RATE TRENDS (RAND VS MAJOR CURRENCIES): 2004 - 2022

| 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    |

SOURCE: Past Exchange Rate.Com, 2023

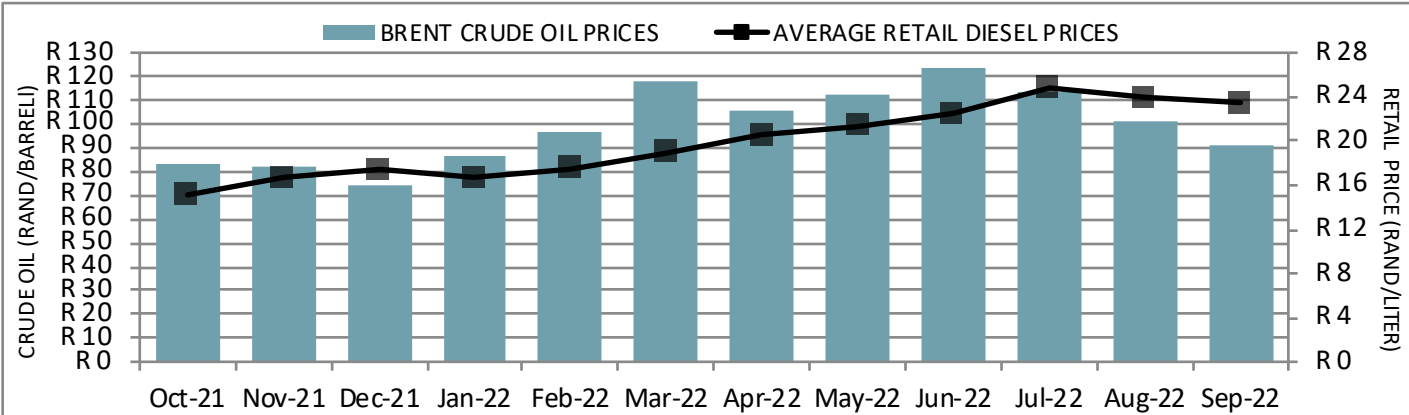


## MONTHLY CPI INFLATION RATE, 2012 - 2022



SOURCE: STATISTICS SOUTH AFRICA, 2023

## 2021/2022 SEASON AVERAGE FUEL PRICE



SOURCE: South African Petroleum Industry Association, 2023

## MINIMUM WAGES FOR FARM WORKERS, 2010-2023

| 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%               |

export perspectives

AWAITING DATA AND COMPILATION

CROP BUDGETS: APPLES

|                                           | Apples        |             |         |
|-------------------------------------------|---------------|-------------|---------|
|                                           | Establishment | Non-bearing | Bearing |
|                                           | Rand          | Rand        | Rand    |
| Yield (ton/ha)                            |               |             | 65      |
| Number of trees per ha                    | 1 667         | 1 667       | 1 667   |
| Pre-harvest costs                         | 428 553       | 42 833      | 124 238 |
| Plant material                            | 156 415       | 3 128       | 0       |
| Land clearing, soil mappin and fumigation | 42 490        | 0           | 0       |
| Land preparation & ridging                | 51 396        | 0           | 0       |
| Irrigation (design & material)            | 40 317        | 0           | 0       |
| Drainage                                  | 28 393        | 0           | 0       |
| Trellising                                | 61 674        | 0           | 0       |
| Fertilizer                                | 14 365        | 12 260      | 19 593  |
| Herbicides                                | 2 356         | 2 356       | 2 356   |
| Pesticides                                | 401           | 696         | 13 435  |
| Fungicides                                | 1 175         | 2 041       | 5 793   |
| Rest breaking agents/ Growth Regulators   | 0             | 1 261       | 7 554   |
| Consultants                               | 1 556         | 1 556       | 1 556   |
| Seasonal Labour                           | 16 167        | 4 470       | 31 513  |
| Fuel (diesel)                             | 3 445         | 4 276       | 15 255  |
| Repairs and maintenance                   | 3 230         | 4 009       | 14 303  |
| Electricity                               | 3 200         | 6 400       | 9 698   |
| General                                   | 1 975         | 379         | 379     |
| Pollination                               | 0             | 0           | 2 803   |
| Harvest & Post-Harvest                    | 0             | 0           | 310 109 |
| Transport rental                          | 0             | 0           | 34 013  |
| Packaging                                 | 0             | 0           | 240 215 |
| Seasonal Labour                           | 0             | 0           | 33 046  |
| Fuel (diesel)                             | 0             | 0           | 2 167   |
| Repairs and maintenance                   | 0             | 0           | 669     |
| Overhead costs                            | 110 832       | 88 171      | 111 172 |
| Fixed labour                              | 29 741        | 29 741      | 29 741  |
| Water costs                               | 2 564         | 2 564       | 2 564   |
| Other overheads                           | 31 921        | 31 921      | 31 921  |
| Interest on loans                         | 25 178        | 2 516       | 25 518  |
| Depreciation on orchard                   | 21 428        | 21 428      | 21 428  |
| Total cost                                | 539 385       | 131 004     | 545 520 |

\* 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: PEARS

|                                           | Pears         |             |         |
|-------------------------------------------|---------------|-------------|---------|
|                                           | Establishment | Non-bearing | Bearing |
|                                           | Rand          | Rand        | Rand    |
| Yield (ton/ha)                            |               |             | 55      |
| Number of trees per ha                    | 1 667         | 1 667       | 1 667   |
| Pre-harvest costs                         | 398 581       | 40 265      | 111 278 |
| Plant material                            | 126 650       | 2 533       | 0       |
| Land clearing, soil mappin and fumigation | 42 490        | 0           | 0       |
| Land preparation & ridging                | 51 396        | 0           | 0       |
| Irrigation (design & material)            | 40 317        | 0           | 0       |
| Drainage                                  | 28 393        | 0           | 0       |
| Trellising                                | 61 674        | 0           | 0       |
| Fertilizer                                | 14 296        | 12 162      | 15 643  |
| Herbicides                                | 2 356         | 2 356       | 2 356   |
| Pesticides                                | 339           | 485         | 17 260  |
| Fungicides                                | 729           | 1 041       | 4 578   |
| Rest breaking agents/ Growth Regulators   | 0             | 1 261       | 3 902   |
| Consultants                               | 1 556         | 1 556       | 1 556   |
| Seasonal Labour                           | 16 167        | 4 470       | 31 312  |
| Fuel (diesel)                             | 3 635         | 4 989       | 9 800   |
| Repairs and maintenance                   | 3 408         | 2 634       | 9 188   |
| Electricity                               | 3 200         | 6 400       | 9 698   |
| General                                   | 1 975         | 379         | 379     |
| Pollination                               | 0             | 0           | 5 605   |
| Harvest & Post-Harvest                    | 0             | 0           | 236 682 |
| Transport rental                          | 0             | 0           | 27 163  |
| Packaging                                 | 0             | 0           | 179 494 |
| Seasonal Labour                           | 0             | 0           | 27 962  |
| Fuel (diesel)                             | 0             | 0           | 1 576   |
| Repairs and maintenance                   | 0             | 0           | 487     |
| Overhead costs                            | 107 572       | 86 521      | 104 598 |
| Fixed labour                              | 29 741        | 29 741      | 29 741  |
| Water costs                               | 2 564         | 2 564       | 2 564   |
| Other overheads                           | 31 921        | 31 921      | 31 921  |
| Interest on loans                         | 23 417        | 2 366       | 20 443  |
| Depreciation on orchard                   | 19 929        | 19 929      | 19 929  |
| Total cost                                | 506 153       | 126 786     | 452 558 |

\* 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: APRICOTS

|                                            | Apricots      |             |         |
|--------------------------------------------|---------------|-------------|---------|
|                                            | Establishment | Non-bearing | Bearing |
|                                            | Rand          | Rand        | Rand    |
| Yield (ton/ha)                             |               |             | 20      |
| Number of trees per ha                     | 1 250         | 1 250       | 1 250   |
| Pre-harvest costs                          | 260 169       | 34 021      | 114 847 |
| Plant material                             | 69 163        | 1 383       | 0       |
| Land clearing, soil mapping and fumigation | 42 490        |             |         |
| Land preparation & ridging                 | 51 396        | 0           | 0       |
| Irrigation (design & material)             | 40 317        | 0           | 0       |
| Drainage                                   | 28 393        | 0           | 0       |
| Trellising                                 | 0             | 0           | 0       |
| Fertilizer                                 | 14 167        | 8 732       | 14 404  |
| Herbicides                                 | 2 356         | 2 356       | 2 356   |
| Pesticides                                 | 820           | 618         | 9 590   |
| Fungicides                                 | 498           | 712         | 15 136  |
| Rest breaking agents/Growth Regulators     | 0             | 1 261       | 2 430   |
| Consultants                                | 1 556         | 1 556       | 1 556   |
| Seasonal Labour                            | 0             | 5 402       | 28 070  |
| Fuel (diesel)                              | 2 162         | 3 088       | 15 283  |
| Repairs and maintenance                    | 2 134         | 3 049       | 15 088  |
| Electricity                                | 2 743         | 5 486       | 8 313   |
| General                                    | 1 975         | 379         | 379     |
| Pollination                                | 0             | 0           | 2 242   |
| Harvest & Post-Harvest                     | 0             | 0           | 127 999 |
| Transport rental                           | 0             | 0           | 18 402  |
| Packaging                                  | 0             | 0           | 90 616  |
| Seasonal Labour                            | 0             | 0           | 18 068  |
| Fuel (diesel)                              | 0             | 0           | 700     |
| Repairs and maintenance                    | 0             | 0           | 212     |
| Overhead costs                             | 92 520        | 79 234      | 91 502  |
| Fixed labour                               | 29 741        | 29 741      | 29 741  |
| Water costs                                | 2 564         | 2 564       | 2 564   |
| Other overheads                            | 31 921        | 31 921      | 31 921  |
| Interest on loans                          | 15 285        | 1 999       | 14 267  |
| Depreciation on orchard                    | 13 008        | 13 008      | 13 008  |
| Total cost                                 | 352 688       | 113 255     | 334 347 |

\* 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 R15 000 per hectare

\*Plum Trellising = V-System

CROP BUDGETS: NECTARINES & PEACHES

|                                            | Nectarines/Peaches |             |         |
|--------------------------------------------|--------------------|-------------|---------|
|                                            | Establishment      | Non-bearing | Bearing |
|                                            | Rand               | Rand        | Rand    |
| Yield (ton/ha)                             |                    |             | 25      |
| Number of trees per ha                     | 1 250              | 1 250       | 1 250   |
| Pre-harvest costs                          | 262 707            | 31 528      | 124 550 |
| Plant material                             | 73 744             | 1 475       | 0       |
| Land clearing, soil mapping and fumigation | 42 490             |             |         |
| Land preparation & ridging                 | 51 396             | 0           | 0       |
| Irrigation (design & material)             | 40 317             | 0           | 0       |
| Drainage                                   | 28 393             | 0           | 0       |
| Trellising                                 | 0                  | 0           | 0       |
| Fertilizer                                 | 11 645             | 6 548       | 18 943  |
| Herbicides                                 | 2 356              | 2 356       | 2 356   |
| Pesticides                                 | 1 144              | 1 634       | 13 989  |
| Fungicides                                 | 228                | 326         | 20 202  |
| Rest breaking agents/Growth Regulators     | 0                  | 0           | 0       |
| Consultants                                | 1 556              | 1 556       | 1 556   |
| Seasonal Labour                            | 0                  | 5 631       | 28 445  |
| Fuel (diesel)                              | 2 376              | 3 088       | 15 281  |
| Repairs and maintenance                    | 2 345              | 3 049       | 15 086  |
| Electricity                                | 2 743              | 5 486       | 8 313   |
| General                                    | 1 975              | 379         | 379     |
| Pollination                                | 0                  | 0           | 0       |
| Harvest & Post-Harvest                     | 0                  | 0           | 169 693 |
| Transport rental                           | 0                  | 0           | 28 033  |
| Packaging                                  | 0                  | 0           | 129 925 |
| Seasonal Labour                            | 0                  | 0           | 10 594  |
| Fuel (diesel)                              | 0                  | 0           | 876     |
| Repairs and maintenance                    | 0                  | 0           | 266     |
| Overhead costs                             | 92 796             | 79 214      | 94 649  |
| Fixed labour                               | 29 741             | 29 741      | 29 741  |
| Water costs                                | 2 564              | 2 564       | 2 564   |
| Other overheads                            | 31 921             | 31 921      | 31 921  |
| Interest on loans                          | 15 434             | 1 852       | 17 287  |
| Depreciation on orchard                    | 13 135             | 13 135      | 13 135  |
| Total cost                                 | 355 503            | 110 742     | 388 892 |

\* 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 R15 000 per hectare

\*Plum Trellising = V-System



CROP BUDGETS: PLUMS

|                                            | Plums         |             |         |
|--------------------------------------------|---------------|-------------|---------|
|                                            | Establishment | Non-bearing | Bearing |
|                                            | Rand          | Rand        | Rand    |
| Yield (ton/ha)                             |               |             | 30      |
| Number of trees per ha                     | 1 524         | 1 524       | 1 524   |
| Pre-harvest costs                          | 370 163       | 40 250      | 132 579 |
| Plant material                             | 96 513        | 1 930       | 0       |
| Land clearing, soil mapping and fumigation | 42 490        |             |         |
| Land preparation & ridging                 | 51 396        | 0           | 0       |
| Irrigation (design & material)             | 40 317        | 0           | 0       |
| Drainage                                   | 28 393        | 0           | 0       |
| Trellising                                 | 83 718        | 0           | 0       |
| Fertilizer                                 | 12 388        | 7 768       | 16 466  |
| Herbicides                                 | 2 356         | 2 356       | 2 356   |
| Pesticides                                 | 2 000         | 2 292       | 14 605  |
| Fungicides                                 | 228           | 326         | 11 306  |
| Rest breaking agents/Growth Regulators     | 0             | 0           | 7 170   |
| Consultants                                | 1 556         | 1 556       | 1 556   |
| Seasonal Labour                            | 0             | 12 049      | 32 904  |
| Fuel (diesel)                              | 1 829         | 2 613       | 14 801  |
| Repairs and maintenance                    | 1 806         | 2 580       | 14 612  |
| Electricity                                | 3 200         | 6 400       | 9 698   |
| General                                    | 1 975         | 379         | 379     |
| Pollination                                | 0             | 0           | 6 726   |
| Harvest & Post-Harvest                     | 0             | 0           | 190 149 |
| Transport rental                           | 0             | 0           | 30 489  |
| Packaging                                  | 0             | 0           | 145 675 |
| Seasonal Labour                            | 0             | 0           | 12 558  |
| Fuel (diesel)                              | 0             | 0           | 1 094   |
| Repairs and maintenance                    | 0             | 0           | 332     |
| Overhead costs                             | 104 482       | 85 099      | 101 695 |
| Fixed labour                               | 29 741        | 29 741      | 29 741  |
| Water costs                                | 2 564         | 2 564       | 2 564   |
| Other overheads                            | 31 921        | 31 921      | 31 921  |
| Interest on loans                          | 21 747        | 2 365       | 18 960  |
| Depreciation on orchard                    | 18 508        | 18 508      | 18 508  |
| Total cost                                 | 474 645       | 125 349     | 424 423 |

\* 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 R15 000 per hectare

\*Plum Trellising = V-System

CROP BUDGETS: CHERRIES

|                                            | Cherries      |                 |             |         |
|--------------------------------------------|---------------|-----------------|-------------|---------|
|                                            | Establishment |                 | Non-bearing | Bearing |
|                                            | Ontbos+net    | Ontbos-Geen Net |             |         |
|                                            | Rand          |                 | Rand        | Rand    |
| Yield (ton/ha)                             |               |                 |             | 12      |
| Number of trees per ha                     | 1 481         | 1 481           | 1 481       | 1 481   |
| Pre-harvest costs                          | 954 332       | 559 302         | 98 068      | 116 052 |
| Plant material                             | 245 559       | 245 559         | 4 911       | 0       |
| Land clearing, soil mapping and fumigation | 14 804        | 14 804          | 0           | 0       |
| Land preparation & ridging                 | 51 396        | 51 396          | 0           | 0       |
| Irrigation (design & material)             | 77 900        | 77 900          | 0           | 0       |
| Drainage                                   | 33 137        | 33 137          | 0           | 0       |
| Trellising                                 | 460 000       | 64 970          | 0           | 0       |
| Fertilizer                                 | 18 394        | 18 394          | 21 441      | 25 936  |
| Herbicides                                 | 1 122         | 1 122           | 1 357       | 1 466   |
| Pesticides                                 | 218           | 218             | 790         | 2 210   |
| Fungicides                                 | 260           | 260             | 945         | 2 973   |
| Rest breaking agents/Growth Regulators     | 1 150         | 1 150           | 3 788       | 1 216   |
| Consultants                                | 1 556         | 1 556           | 1 556       | 1 556   |
| Seasonal Labour                            | 34 020        | 34 020          | 46 653      | 50 385  |
| Fuel (diesel)                              | 3 374         | 3 374           | 3 801       | 3 564   |
| Repairs and maintenance                    | 3 163         | 3 163           | 3 455       | 3 518   |
| Electricity                                | 6 400         | 6 400           | 8 991       | 11 638  |
| General                                    | 1 879         | 1 879           | 379         | 379     |
| Pollination                                | 0             | 0               | 0           | 11 210  |
| Harvest & Post-Harvest                     | 0             | 0               | 0           | 156 851 |
| Transport rental                           | 0             | 0               | 0           | 13 187  |
| Packaging                                  | 0             | 0               | 0           | 131 922 |
| Seasonal Labour                            | 0             | 0               | 0           | 10 323  |
| Fuel (diesel)                              | 0             | 0               | 0           | 1 094   |
| Repairs and maintenance                    | 0             | 0               | 0           | 326     |
| Overhead costs                             | 168 010       | 125 051         | 97 953      | 108 225 |
| Fixed labour                               | 29 741        | 29 741          | 29 741      | 29 741  |
| Water costs                                | 2 564         | 2 564           | 2 564       | 2 564   |
| Other overheads                            | 31 921        | 31 921          | 31 921      | 31 921  |
| Interest on loans                          | 56 067        | 32 859          | 5 761       | 16 033  |
| Depreciation on orchard                    | 47 717        | 27 965          | 27 965      | 27 965  |
| Total cost                                 | 1 122 342     | 684 352         | 196 021     | 381 128 |

\* 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 R15 000 per hectare

\*Plum Trellising = V-System

TRELLIS SYSTEMS FOR DECIDUOUS FRUIT

|                                           | 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                                | R256,16                           | R256,16             | R309,20             |
| Cost of Anchor Poles (excl Vat)           | R19 980,83                        | R19 980,83          | R21 025,91          |
| In-row poles (Treated & SABS Std)         | 3.2m (50:75mm)CL2                 | 3.2m (50:75mm)CL2   | 3.6m (80:100mm)CL3  |
| No. In-row poles/ha                       | 156                               | 195                 | 170                 |
| In-Row Pole Price                         | R81,42                            | R81,42              | R196,14             |
| Cost of In-Row Poles (excl Vat)           | R12 701,75                        | R15 916,98          | R33 343,38          |
| In-row 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                       | R38 484,64                        | R23 577,34          | R5 591,79           |
| Anchor wire - 4mm Mild Steal Full Galv    | 1 560                             | 1 560               | 544                 |
| Cost of MS 4mm wire                       | R4 595,76                         | R4 595,76           | R1 602,62           |
| 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                           | R651,00                           | R464,97             | R110,36             |
| Top trellis Pole                          | 3.6m(1.8m) split pole or 12mm rod |                     |                     |
| Cost of Top Trellis pole                  | R7 303,51                         |                     |                     |
| Total Trellising Cost:                    | R83 717,50                        | R64 535,88          | R61 674,05          |

\*Per hectare

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

DRAPE NET COSTS PER HECTARE

| ITEMS                                                | POME FRUIT | APRICOTS & NECTARINES | PLUMS      | CHERRIES  | PRUNE      |
|------------------------------------------------------|------------|-----------------------|------------|-----------|------------|
| TREE ROW SPACING                                     | 4M X 1.5M  | 4M X 2M               | 3.28M X 2M | 4M X 1,5M | 4,5MX 2,5M |
| NUMBER OF TREES PER HECTARE                          | 1 667      | 1 250                 | 1 524      | 1 667     | 889        |
| METER SQUARE                                         | 6          | 8                     | 7          | 6         | 11         |
| NUMBER OF ROWS PER 1HA<br>(100M/4MROW TO ROW LENGTH) | 25         | 25                    | 30         | 25        | 22         |
| 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   | R197 525  | R219 482   |
| EMPLOYEE COSTS                                       | R7 487     | R7 487                | R7 487     | R6 997    | R6 997     |
| TOTAL COSTS PER HECTARE                              | R155 638   | R205 012              | R248 371   | R204 522  | R226 480   |

Additional info

- \*\*use white nets for red and bi-colour apples
- \*\*Black nets for green apples
- \*\*contractor fees is around R7 487/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 HECTARE BASIS: ASSUMPTIONS

| ASSUMPTIONS                       | UNIT  | OPEN-CLOSE SYSTEM | FLAT ANTI-HAIL SYSTEM |
|-----------------------------------|-------|-------------------|-----------------------|
| 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              | -                     |

NETTING COSTS ON A PER HECTARE BAS: COST OF COMPONENTS

| NET STRUCTURE                                      | SPECS                 | QTY    | OPEN-CLOSE | FLAT     |
|----------------------------------------------------|-----------------------|--------|------------|----------|
| SUPPORT MATERIAL                                   |                       |        | RAND/HA    | RAND/HA  |
| POLES                                              |                       |        |            |          |
| PERIMETER POLES (4,8M - PINE- Class 5)             | Class 5               | 47     | R26 997    | R26 997  |
| INSIDE POLES (4,8M - PINE- Class 4)                | Class 4               | 201    | R92 543    | R92 543  |
| TOTAL POLE COST                                    |                       |        | R119 540   | R119 540 |
| ANCHORAGES                                         |                       |        |            |          |
| CONCRETE PLATE                                     | 300mm                 | 29     | R1 953     | R1 953   |
| GALVANIZED POLES FOR ACHORING                      | AB-30                 | 29     | R2 250     | R2 250   |
| GALVANIZED STEEL ROPE: UPPER CONNECTION - 19 WIRES | 7mm                   | 220    | R2 890     | R2 890   |
| GALVANZED STEEL ROPE: LOWER CONNECTION - 19 WIRES  | 7mm                   | 190    | R2 505     | R2 505   |
| CLAMP FOR WIRE                                     | 8mm                   | 229    | R1 187     | R1 187   |
| TOTAL ANCHORAGE COST                               |                       |        | R10 784    | R10 784  |
| STRUCTURAL WIRES                                   |                       |        |            |          |
| GALVANIZED STEEL ROPE: TRUSS CONNECTION - 19 WIRES | 7mm                   | 81     | R1 060     | R1 060   |
| PLASTIC COATED ROPE: HEAD TRUSS                    | 4-6mm                 | 86     | R1 013     | R1 013   |
| ZN-AL GALVANIZED WIRE COMAVIT PLUS                 | 4mm - 4-5% elongation | 266    | R10 570    | R10 570  |
| GALVANIZED ROPE: TRANSVERSE CONNECTION-19 WIRES    | 5mm                   | 962    | R6 656     | R6 656   |
| TOTAL STRUCTURAL WIRE COSTS                        |                       |        | R19 298    | R19 298  |
| NET & OTHER ACCESSORIES                            |                       |        |            |          |
| GREY ANTI HAIL NET                                 | 4,4m                  | 11 440 | R69 287    | R69 287  |
| CLAMP FOR TRANSVERSAL ROPE FIXING                  |                       | 18     | R61        | R61      |
| CLAMP FOR TOP WIRE FIXING                          |                       | 38     | R132       | R132     |
| CLAMP FOR GALVANIZED RING FIXING                   |                       | 19     | R99        | R99      |
| CLAMP FOR HEADBOARD PLASTIC WIRE                   |                       | 19     | R97        | R97      |
| ROPE BLOCK BAND: HEAD POSTS                        | M10                   | 29     | R1 112     | R1 112   |
| POLE COVER WITH FLAT NET KIT (DIAMETER)            | 160cm                 | 19     | R1 088     | R1 088   |
| POLE COVER WITH FLAT NET KIT (DIAMETER)            | 160cm                 | 28     | R1 590     | R1 590   |
| POLE COVER WITH FLAT NET KIT (DIAMETER)            | 130cm                 | 201    | R9 587     | R9 587   |
| OPEN-CLOSE NET CLOSE NET PLATE COMAVIT             |                       | 1 923  | R18 303    | -        |
| NET PLATE PLATE FOR LATERAL TENSIONING             |                       | 48     | R293       | R293     |
| GALVANISED S GALVANISED S HOOK                     |                       | 19     | R99        | R99      |
| CLIP FOR FOR TOP WIRE FIXING                       |                       | 3 333  | R9 806     | -        |
| GALVANIZED RING                                    |                       | 19     | R231       | R231     |
| NET BLOCK BAND: NET WRAPPING                       |                       | 1 099  | R4 944     | R4 944   |
| TOTAL NET AND ACCESSORY COSTS                      |                       |        | R116 727   | R88 619  |
| INSTALLATION FEE                                   | PER HA                |        | R113 620   | R113 620 |
| TOTAL COST                                         |                       |        | R379 969   | R351 861 |

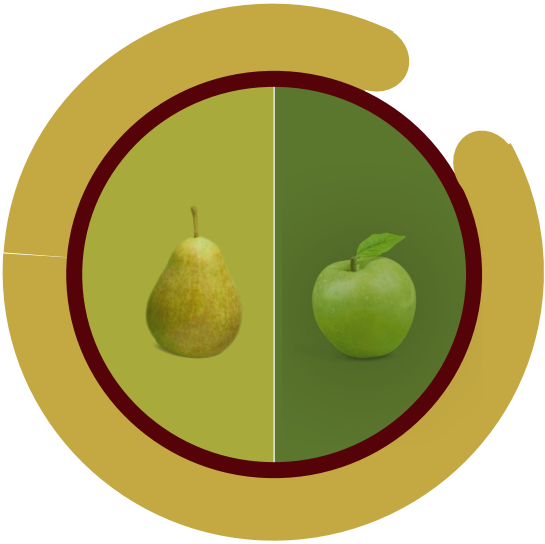
Notes:

- \* 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

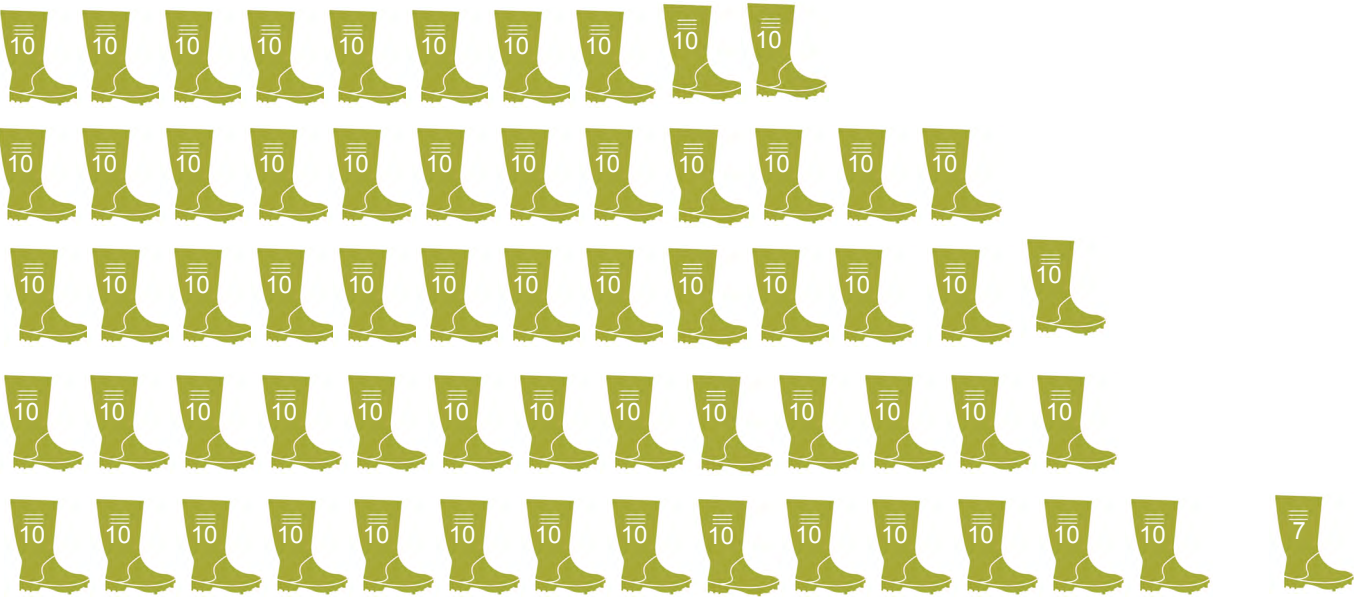
# POME FRUIT

R 13,71 BN TURNOVER: POME

90% OF POME FRUIT INDUSTRY  
INCOME GENERATED BY FRESH SALES



637 PRODUCERS: POME



LARGEST EXPORT MARKETS: POME





# apples



## PRODUCTION AREAS: APPLES

| REGION               | NUMBER OF TREES | AREA (HA) |
|----------------------|-----------------|-----------|
| CERES                | 12 542 802      | 7 792     |
| GROENLAND            | 11 738 461      | 7 434     |
| VILLIERSDORP/VYEBOOM | 5 776 217       | 4 218     |
| LANGKLOOF EAST       | 3 896 632       | 2 902     |
| LANGKLOOF WEST       | 1 712 343       | 1 207     |
| FREE STATE           | 920 188         | 563       |
| KLEIN KAROO          | 513 716         | 389       |
| PIKETBERG            | 386 481         | 245       |
| NORTHERN PROVINCES   | 270 228         | 187       |
| MPUMALANGA           | 274 071         | 186       |
| BOLAND               | 262 980         | 90        |
| WORCESTER            | 153 421         | 85        |
| EASTERN CAPE         | 52 671          | 67        |
| BERG RIVER           | 64 460          | 53        |
| WOLSELEY/TULBAGH     | 28 463          | 20        |
| TOTAL                | 38 593 134      | 25 438    |

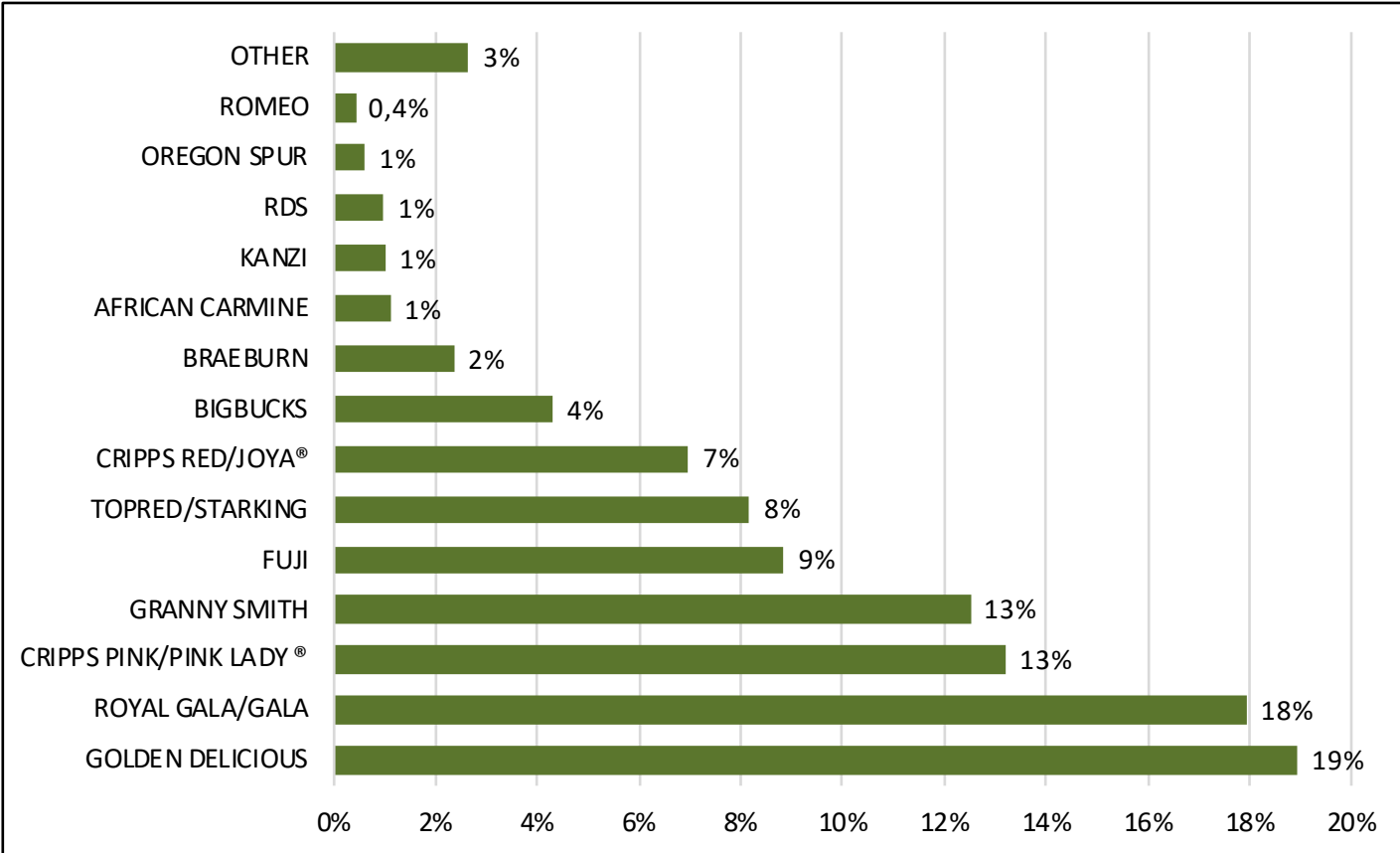
SOURCE: HORTGRO TREE CENSUS, 2022

# AREA PLANTED PER CULTIVAR (HECTARES): APPLES

| CULTIVAR                | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   |
|-------------------------|--------|--------|--------|--------|--------|--------|
| GOLDEN DELICIOUS        | 5 701  | 5 522  | 5 491  | 5 334  | 5 111  | 4 822  |
| ROYAL GALA/GALA         | 4 146  | 4 134  | 4 210  | 4 295  | 4 340  | 4 565  |
| CRIPPS PINK/PINK LADY®  | 2 565  | 2 761  | 3 023  | 3 212  | 3 252  | 3 360  |
| GRANNY SMITH            | 3 718  | 3 508  | 3 469  | 3 378  | 3 239  | 3 182  |
| FUJI                    | 2 197  | 2 146  | 2 197  | 2 214  | 2 250  | 2 250  |
| TOPRED/STARKING         | 2 613  | 2 471  | 2 388  | 2 307  | 2 166  | 2 078  |
| CRIPPS RED/JOYA®        | 1 306  | 1 498  | 1 623  | 1 718  | 1 773  | 1 771  |
| BIGBUCKS                | 77     | 277    | 610    | 852    | 933    | 1 093  |
| BRAEBURN                | 668    | 626    | 631    | 615    | 625    | 597    |
| AFRICAN CARMINE         | 208    | 239    | 241    | 252    | 269    | 280    |
| KANZI                   | 268    | 255    | 257    | 249    | 240    | 254    |
| RDS                     | 0      | 0      | 0      | 15     | 49     | 248    |
| OREGON SPUR             | 201    | 176    | 165    | 163    | 159    | 153    |
| ROMEO                   | 51     | 82     | 104    | 127    | 109    | 112    |
| OTHER                   | 437    | 483    | 520    | 540    | 696    | 674    |
| TOTAL                   | 24 156 | 24 176 | 24 930 | 25 272 | 25 209 | 25 438 |
| % CHANGE (YEAR-ON-YEAR) |        | 0%     | 3%     | 1%     | 0%     | 1%     |

SOURCE: HORTGRO TREE CENSUS, 2022

# CONTRIBUTION TO TOTAL APPLE AREA PER CULTIVAR



SOURCE: HORTGRO TREE CENSUS, 2022

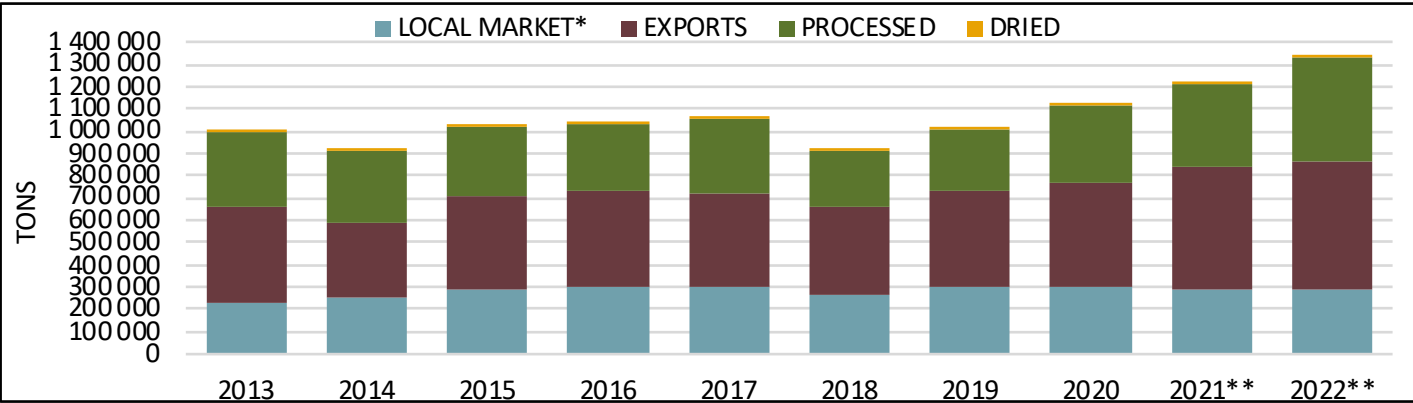
ORCHARD AGE DISTRIBUTION (HECTARES): APPLES

| CULTIVAR               | 0 - 3 YRS | 4 - 10 YRS | 11 - 15 YRS | 16 - 25 YRS | 25+ YEARS |
|------------------------|-----------|------------|-------------|-------------|-----------|
| GOLDEN DELICIOUS       | 53        | 891        | 840         | 696         | 2 341     |
| ROYAL GALA/GALA        | 526       | 1 180      | 806         | 1 008       | 1 046     |
| CRIPPS PINK/PINK LADY® | 398       | 1 026      | 734         | 519         | 683       |
| GRANNY SMITH           | 241       | 631        | 316         | 444         | 1 551     |
| FUJI                   | 129       | 606        | 858         | 453         | 204       |
| TOPRED/STARKING        | 109       | 357        | 430         | 329         | 853       |
| CRIPPS RED/JOYA®       | 119       | 1 223      | 31          | 295         | 103       |
| BIGBUCKS               | 365       | 710        | 5           | 7           | 6         |
| BRAEBURN               | 29        | 57         | 140         | 123         | 249       |
| AFRICAN CARMINE        | 11        | 176        | 35          | 52          | 5         |
| KANZI                  | 23        | 113        | 118         | 0           | 0         |
| RDS                    | 247       | 1          | 0           | 0           | 0         |
| OREGON SPUR            | 0         | 2          | 0           | 21          | 131       |
| ROMEO                  | 13        | 90         | 4           | 5           | 0         |
| OTHER                  | 144       | 386        | 48          | 45          | 51        |
| TOTAL                  | 2 407     | 7 448      | 4 364       | 3 997       | 7 223     |
| % OF TOTAL AREA (HA)   | 9%        | 29%        | 17%         | 16%         | 28%       |

SOURCE: HORTGRO TREE CENSUS, 2022

CROP DISTRIBUTION: APPLES

| Year JAN-DEC                  | TOTAL PRODUCTION | LOCAL MARKET* | EXPORTS | PROCESSED | DRIED | CHANGE IN TOTAL PRODUCTION |
|-------------------------------|------------------|---------------|---------|-----------|-------|----------------------------|
|                               | (TON)            | (TON)         | (TON)   | (TON)     | (TON) | %                          |
| 2013                          | 998 481          | 230 611       | 434 248 | 330 662   | 2 960 | -                          |
| 2014                          | 912 831          | 252 427       | 339 096 | 318 148   | 3 160 | -9%                        |
| 2015                          | 1 023 278        | 294 755       | 413 757 | 312 016   | 2 750 | 12%                        |
| 2016                          | 1 027 435        | 306 821       | 425 325 | 295 089   | 200   | 0%                         |
| 2017                          | 1 052 100        | 306 677       | 417 794 | 325 459   | 2 170 | 2%                         |
| 2018                          | 910 460          | 264 396       | 393 344 | 250 640   | 2 080 | -13%                       |
| 2019                          | 1 008 065        | 306 941       | 423 394 | 275 810   | 1 920 | 11%                        |
| 2020                          | 1 111 774        | 307 117       | 458 920 | 344 206   | 1 530 | 10%                        |
| 2021**                        | 1 206 400        | 284 536       | 559 247 | 361 007   | 1 610 | 9%                         |
| 2022**                        | 1 324 393        | 292 766       | 565 727 | 465 770   | 130   | 10%                        |
| AVERAGE CROP DISTRIBUTION (%) |                  | 27%           | 42%     | 31%       | 0%    |                            |



SOURCE: DAFF/PPECB/HORTGRO, 2022

\*VOLUMES DECLARED TO HORTGRO

\*\*Last 2 seasons subject to possible adjustments

NOTE: Change in historic information due to upgrading of reporting systems and databases to improve accuracy of information

# HISTORICAL PRICE TRENDS: APPLES

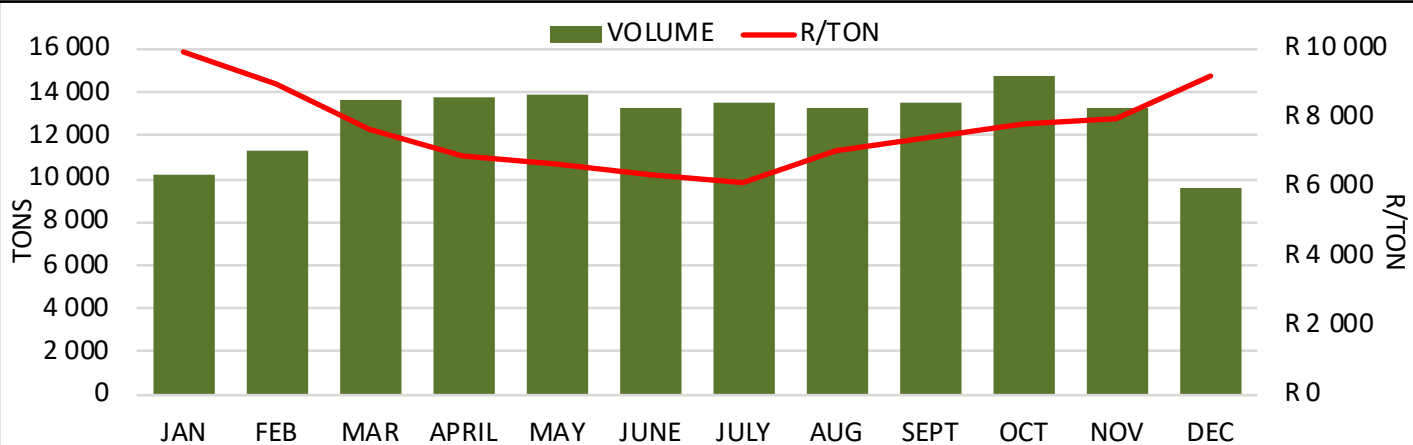
| Year JAN-DEC | SALES ON MARKET | EXPORTS NET REALISATION | PROCESSED   | GROSS VALUE DRIED | GROSS VALUE FRESH | TOTAL VALUE OF PRODUCTION | CHANGE IN TOTAL VALUE OF PRODUCTION |
|--------------|-----------------|-------------------------|-------------|-------------------|-------------------|---------------------------|-------------------------------------|
|              | (R per ton)     | (R per ton)             | (R per ton) | (R1,000)          | (R1,000)          | (R1,000)                  | (%)                                 |
| 2013         | 4 739           | 8 960                   | 1 135       | 7 936             | 4 894 836         | 5 367 024                 | -                                   |
| 2014         | 5 128           | 10 250                  | 1 142       | 16 119            | 4 522 419         | 5 149 738                 | -4%                                 |
| 2015         | 5 048           | 10 676                  | 1 144       | 14 482            | 5 905 136         | 6 276 599                 | 22%                                 |
| 2016         | 5 559           | 10 321                  | 1 454       | 1 053             | 6 095 127         | 6 525 120                 | 4%                                  |
| 2017         | 5 577           | 9 005                   | 1 304       | 13 743            | 5 472 665         | 5 910 821                 | -9%                                 |
| 2018         | 4 423           | 11 382                  | 1 562       | 19 139            | 5 646 329         | 6 057 062                 | 2%                                  |
| 2019         | 4 174           | 11 504                  | 1 834       | 11 612            | 6 152 022         | 6 669 485                 | 10%                                 |
| 2020         | 3 907           | 13 159                  | 2 000       | 10 075            | 7 238 639         | 7 939 510                 | 19%                                 |
| 2021**       | 4 400           | 12 145                  | 1 641       | 10 602            | 8 043 877         | 8 642 858                 | 9%                                  |
| 2022**       | 4 493           | 12 740                  | 1 918       | 856               | 8 522 506         | 9 416 509                 | 9%                                  |

SOURCE: DAFF/HORTGRO, 2022, SARS, 2016 - 2022

\*Sales on major local fresh produce markets

\*\*Last 2 seasons subject to possible adjustments

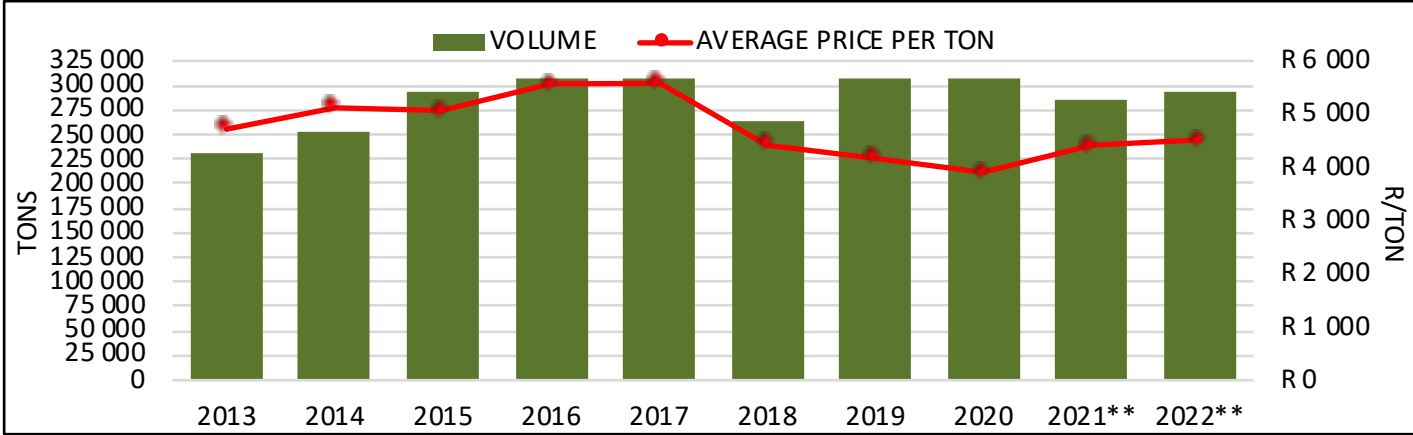
## LOCAL MARKET SALES 2022: APPLES



SOURCE: DAFF, 2022

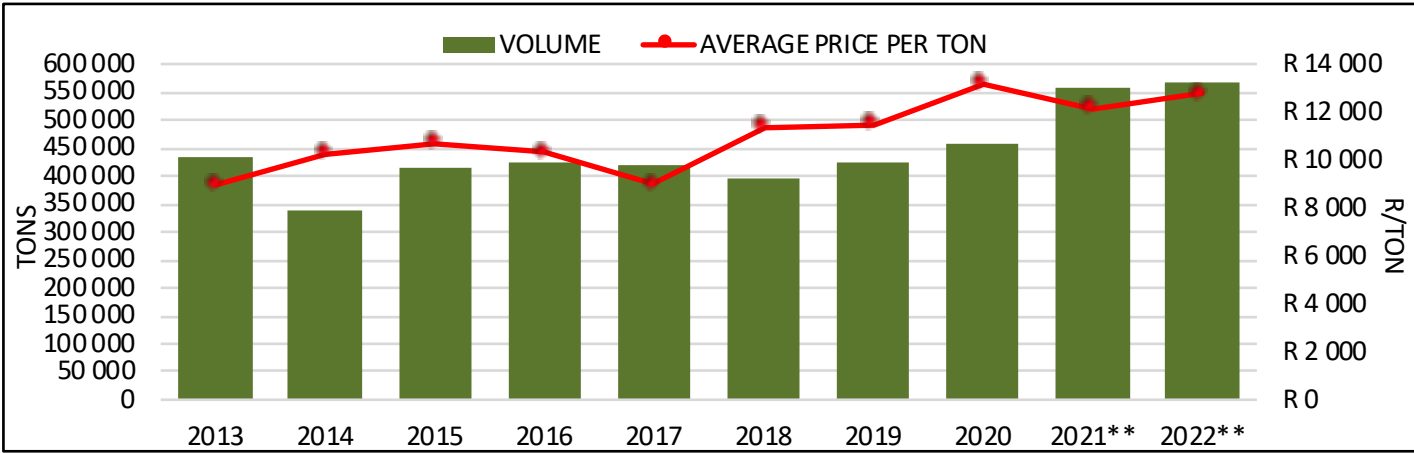
NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information

## LOCAL MARKET HISTORICAL SALES: APPLES



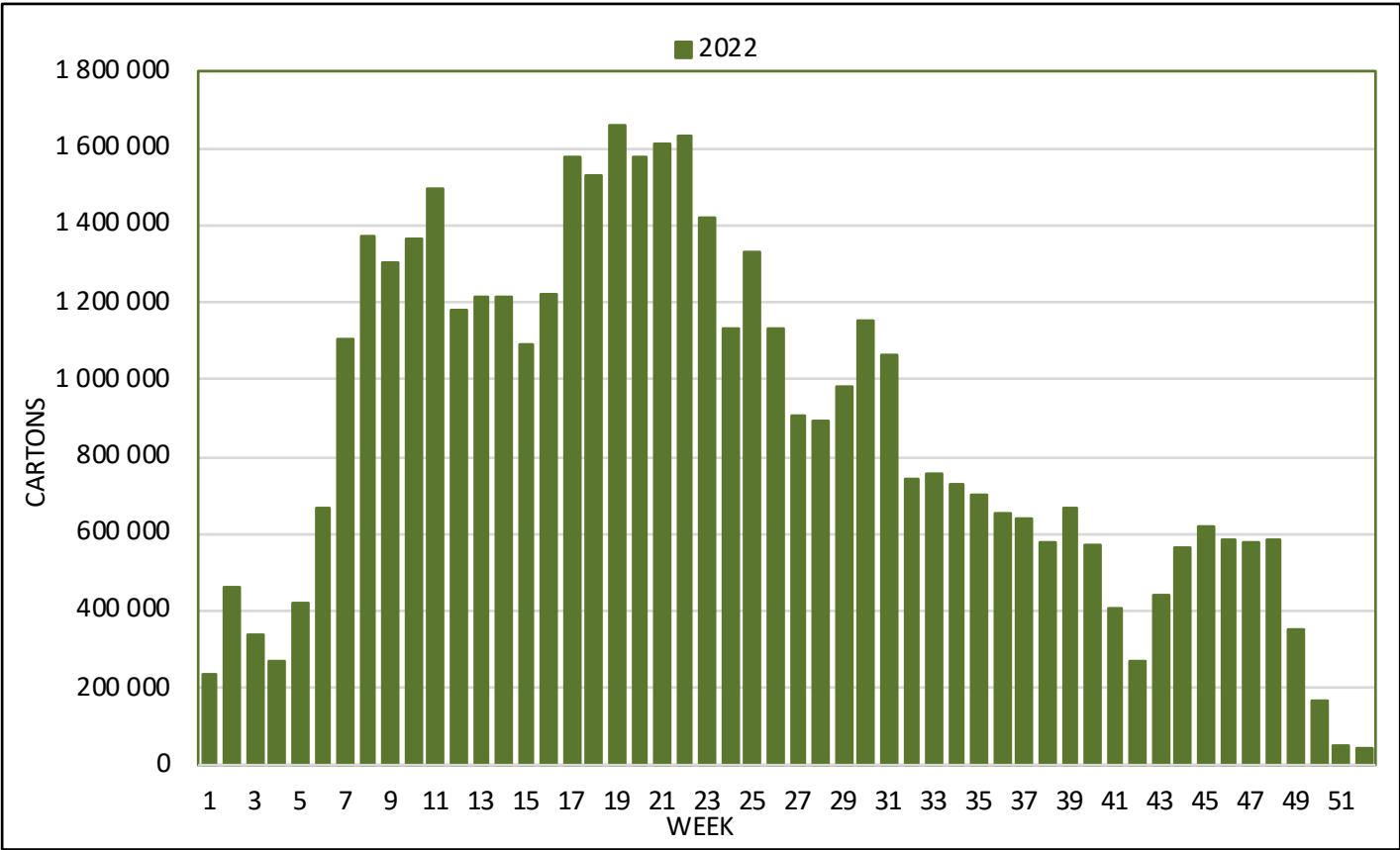
SOURCE: HORTGRO/DAFF, 2022

# EXPORT MARKET HISTORICAL SALES: APPLES



SOURCE: DAFF/PPECB, 2022, SARS Pricing 2016-2022

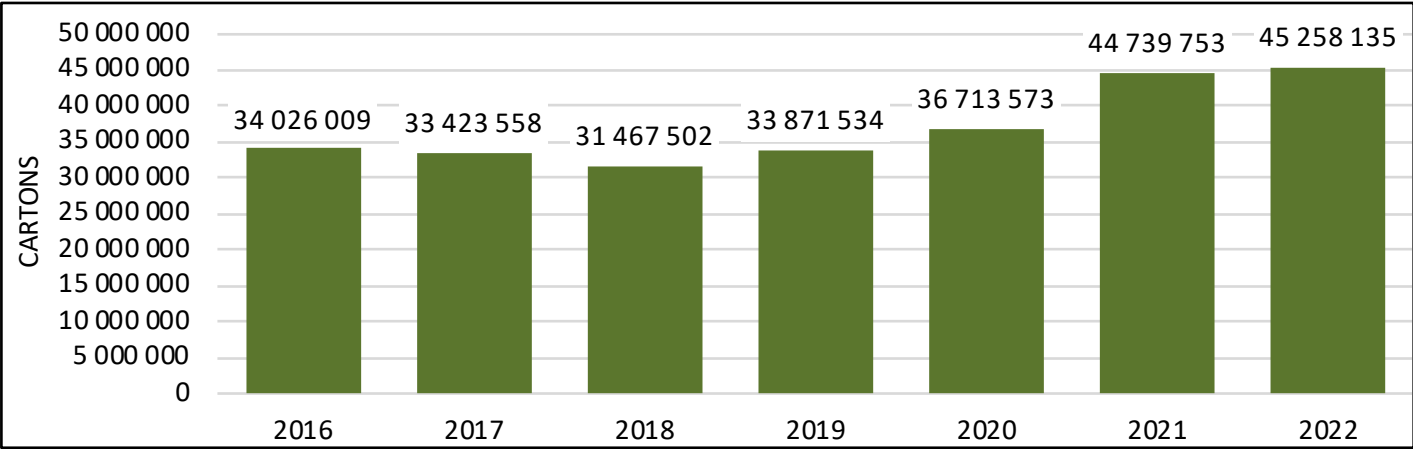
# PASSED FOR EXPORT PER WEEK: APPLES



SOURCE: PPECB, 2022

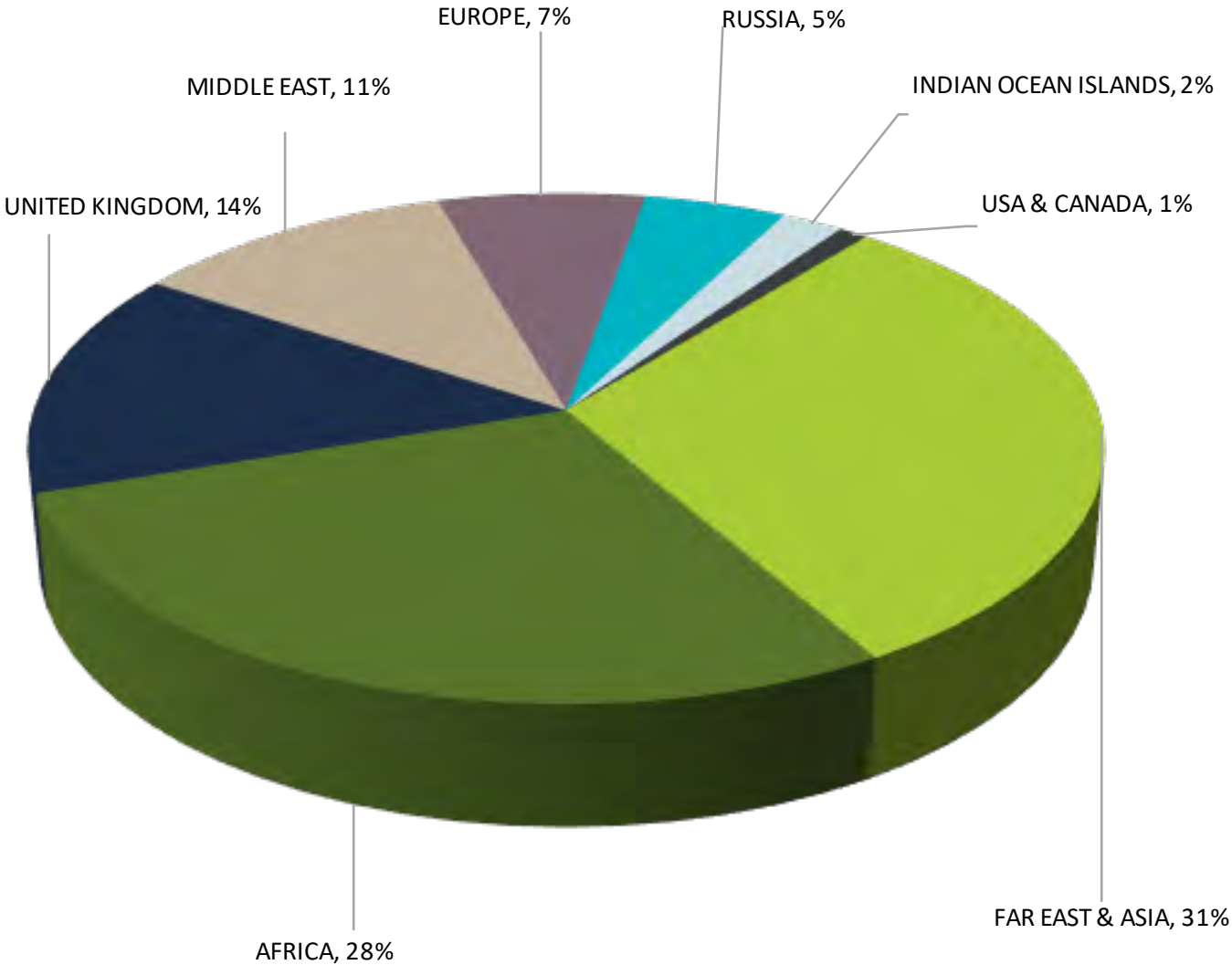
\*12.5 kg equivalent cartons

PASSED FOR EXPORT PER SEASON: APPLES



SOURCE: PPECB, 2022  
\*12.5 kg equivalent cartons

EXPORTS PER MARKET SEGMENT: APPLES



SOURCE: AGRI-HUB, 2022

# CARTONS PASSED FOR EXPORT PER CULTIVAR: APPLES

| CULTIVAR               | 2018       | 2019       | 2020       | 2021       | 2022       | % CHANGE |
|------------------------|------------|------------|------------|------------|------------|----------|
| ROYAL GALA/GALA        | 6 355 830  | 7 920 296  | 8 733 386  | 10 413 390 | 10 262 231 | -1%      |
| GOLDEN DELICIOUS       | 7 360 327  | 8 381 023  | 9 216 983  | 9 396 259  | 9 431 367  | 0%       |
| CRIPPS PINK/PINK LADY® | 4 238 836  | 4 827 037  | 4 901 656  | 6 336 227  | 6 479 278  | 2%       |
| GRANNY SMITH           | 5 312 620  | 4 732 739  | 4 419 542  | 5 416 247  | 4 834 596  | -11%     |
| FUJI                   | 2 853 872  | 3 014 535  | 3 486 045  | 4 803 744  | 4 500 234  | -6%      |
| CRIPPS RED/JOYA®       | 1 261 636  | 1 640 509  | 2 006 027  | 3 199 954  | 4 051 584  | 27%      |
| TOPRED/STARKING        | 2 212 650  | 1 525 845  | 2 117 803  | 2 497 539  | 2 495 328  | 0%       |
| BRAEBURN               | 1 411 418  | 1 394 316  | 1 110 822  | 1 389 873  | 1 407 170  | 1%       |
| BIGBUCKS               | 4 343      | 20 233     | 94 977     | 371 078    | 819 705    | 121%     |
| KANZI                  | 244 531    | 273 412    | 378 678    | 474 013    | 477 329    | 1%       |
| AFRICAN CARMINE        | 91 242     | 85 254     | 179 904    | 263 383    | 331 986    | 26%      |
| OTHER                  | 120 197    | 56 336     | 67 749     | 178 046    | 167 327    | -6%      |
| TOTAL                  | 31 467 502 | 33 871 534 | 36 713 573 | 44 739 753 | 45 258 135 | 1%       |
| % CHANGE (Y-O-Y)       |            | 8%         | 8%         | 22%        | 1%         |          |

SOURCE: PPECB, 2022

NOTE: Change in historic information due to upgrading of reporting systems and databases to improve accuracy

\*12.5 kg equivalent cartons



# pears



## PRODUCTION AREAS: PEARS

| DISTRICT             | NUMBER OF TREES | AREA (HA) |
|----------------------|-----------------|-----------|
| CERES                | 6 895 832       | 4 796     |
| GROENLAND            | 2 700 986       | 1 688     |
| LANGKLOOF EAST       | 2 168 166       | 1 600     |
| WOLSELEY/TULBAGH     | 2 031 628       | 1 392     |
| VILLIERSDORP/VYEBOOM | 1 984 962       | 1 322     |
| KLEIN KAROO          | 1 232 626       | 1 027     |
| LANGKLOOF WEST       | 497 099         | 401       |
| PIKETBERG            | 231 602         | 187       |
| WORCESTER            | 264 238         | 178       |
| SOMERSET WEST        | 230 087         | 112       |
| BERG RIVER           | 167 228         | 111       |
| BOLAND               | 84 037          | 59        |
| EASTERN CAPE         | 56 232          | 50        |
| OLIFANTS RIVER       | 39 975          | 28        |
| MPUMALANGA           | 858             | 1         |
| TOTAL                | 18 585 556      | 12 950    |

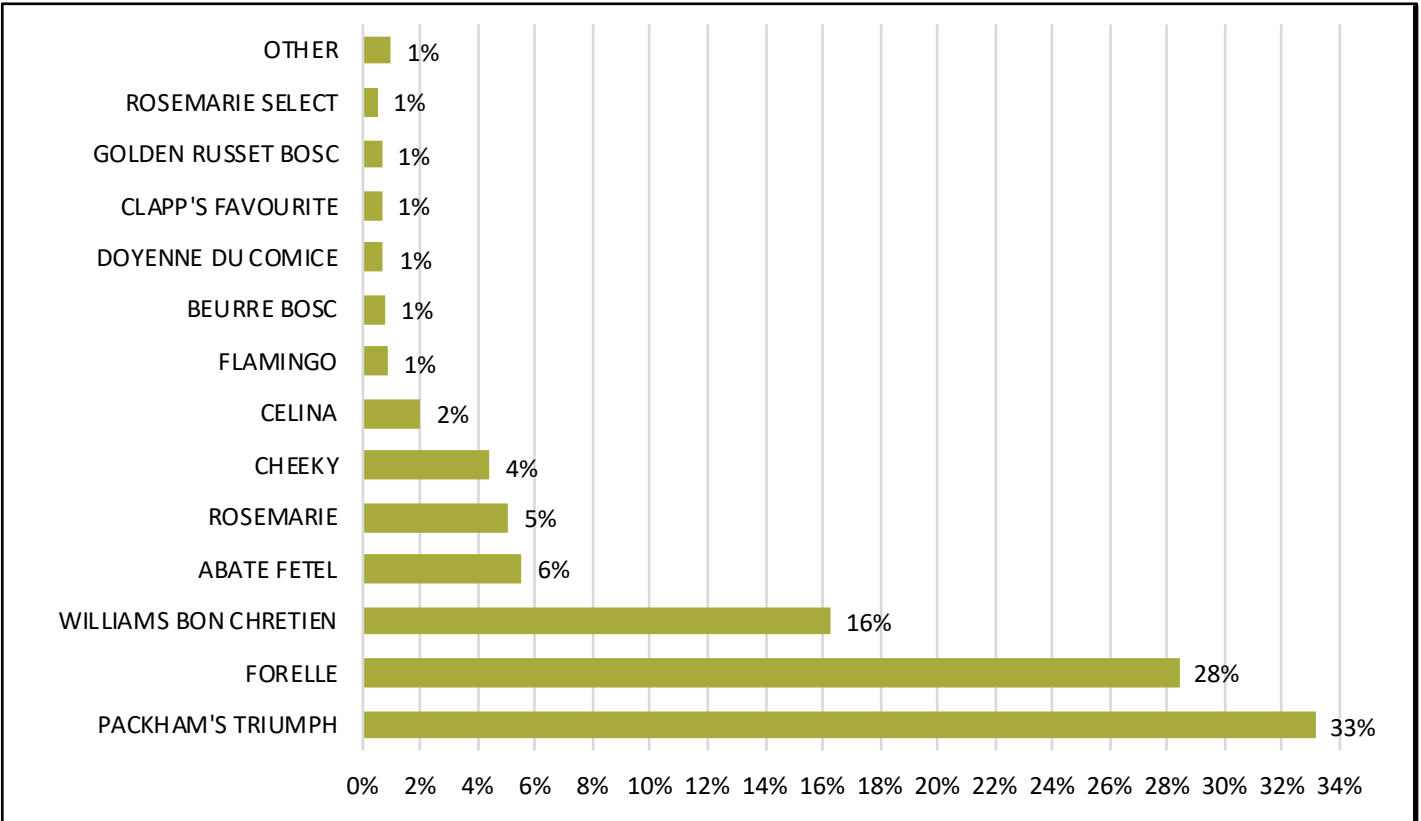
SOURCE: HORTGRO TREE CENSUS, 2022

AREA PLANTED PER CULTIVAR (HECTARES): PEARS

| CULTIVAR                | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   |
|-------------------------|--------|--------|--------|--------|--------|--------|
| PACKHAM'S TRIUMPH       | 4 072  | 4 158  | 4 275  | 4 354  | 4 283  | 4 292  |
| FORELLE                 | 3 219  | 3 246  | 3 361  | 3 515  | 3 543  | 3 678  |
| WILLIAMS BON CHRETIEN   | 2 451  | 2 361  | 2 329  | 2 275  | 2 205  | 2 110  |
| ABATE FETEL             | 776    | 729    | 744    | 720    | 703    | 715    |
| ROSEMARIE               | 445    | 477    | 510    | 589    | 605    | 655    |
| CHEEKY                  | 408    | 462    | 526    | 560    | 577    | 571    |
| CELINA                  | 110    | 143    | 208    | 217    | 229    | 261    |
| FLAMINGO                | 147    | 146    | 145    | 137    | 136    | 112    |
| BEURRE BOSC             | 153    | 140    | 130    | 115    | 109    | 99     |
| DOYENNE DU COMICE       | 149    | 139    | 130    | 111    | 110    | 93     |
| CLAPP'S FAVOURITE       | 95     | 91     | 102    | 102    | 105    | 85     |
| GOLDEN RUSSET BOSC      | 99     | 92     | 88     | 96     | 91     | 85     |
| ROSEMARIE SELECT        | 0      | 0      | 0      | 0      | 24     | 66     |
| OTHER                   | 141    | 135    | 126    | 121    | 129    | 127    |
| TOTAL                   | 12 265 | 12 319 | 12 674 | 12 913 | 12 848 | 12 950 |
| % CHANGE (YEAR-ON-YEAR) |        | 0%     | 3%     | 2%     | -1%    | 1%     |

SOURCE: HORTGRO TREE CENSUS, 2022

CONTRIBUTION TO TOTAL PEAR AREA PER CULTIVAR



SOURCE: HORTGRO TREE CENSUS, 2022

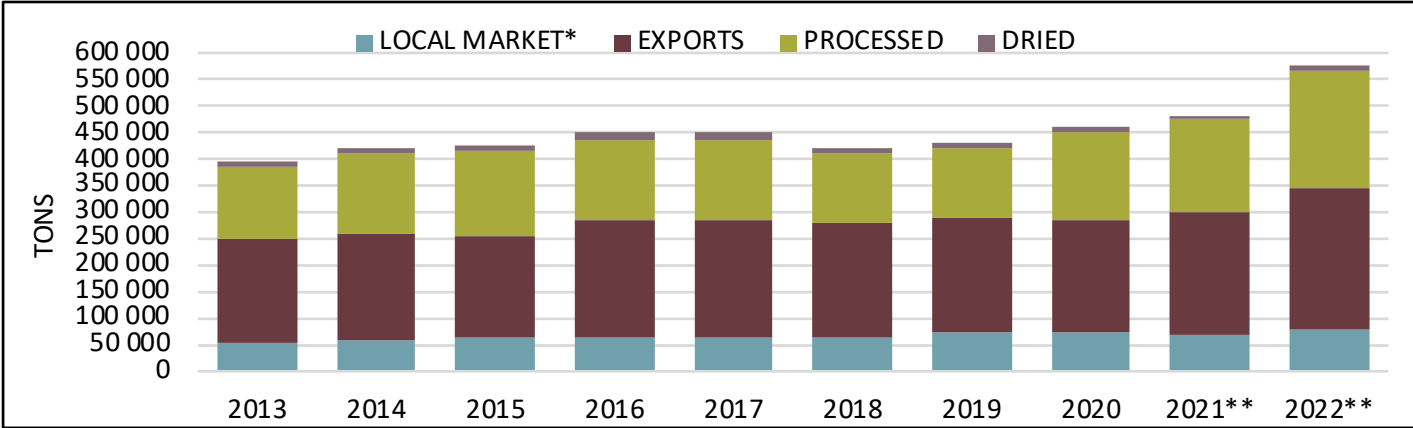
ORCHARD AGE DISTRIBUTION (HECTARES): PEARS

| CULTIVAR              | 0 - 3 YRS | 4 - 10 YRS | 11 - 15 YRS | 16 - 25 YRS | 25+ YEARS |
|-----------------------|-----------|------------|-------------|-------------|-----------|
| PACKHAM'S TRIUMPH     | 161       | 1 297      | 848         | 610         | 1 377     |
| FORELLE               | 331       | 549        | 540         | 1 213       | 1 046     |
| WILLIAMS BON CHRETIEN | 51        | 282        | 100         | 585         | 1 092     |
| ABATE FETEL           | 36        | 63         | 281         | 218         | 116       |
| ROSEMARIE             | 112       | 189        | 30          | 58          | 266       |
| CHEEKY                | 45        | 297        | 218         | 9           | 2         |
| CELINA                | 34        | 223        | 3           | 0           | 0         |
| FLAMINGO              | 0         | 8          | 10          | 35          | 58        |
| BEURRE BOSC           | 0         | 0          | 2           | 3           | 94        |
| DOYENNE DU COMICE     | 0         | 1          | 1           | 8           | 84        |
| CLAPP'S FAVOURITE     | 4         | 35         | 12          | 8           | 27        |
| GOLDEN RUSSET BOSC    | 0         | 0          | 0           | 13          | 72        |
| ROSEMARIE SELECT      | 50        | 15         | 0           | 0           | 0         |
| OTHER                 | 21        | 23         | 17          | 18          | 47        |
| TOTAL                 | 845       | 2 984      | 2 063       | 2 778       | 4 281     |
| % OF TOTAL AREA (HA)  | 7%        | 23%        | 16%         | 21%         | 33%       |

SOURCE: HORTGRO TREE CENSUS, 2022

CROP DISTIBUTION: PEARS

| Year JAN-DEC                  | TOTAL PRODUCTION | LOCAL MARKET* | EXPORTS | PROCESSED | DRIED  | CHANGE IN TOTAL PRODUCTION |
|-------------------------------|------------------|---------------|---------|-----------|--------|----------------------------|
|                               | (TON)            | (TON)         | (TON)   | (TON)     | (TON)  | %                          |
| 2013                          | 394 966          | 52 773        | 197 905 | 132 240   | 12 048 | -                          |
| 2014                          | 422 052          | 56 501        | 203 112 | 150 559   | 11 880 | 7%                         |
| 2015                          | 427 076          | 63 894        | 192 009 | 157 613   | 13 560 | 1%                         |
| 2016                          | 450 738          | 64 088        | 222 192 | 151 178   | 13 280 | 6%                         |
| 2017                          | 449 622          | 65 646        | 218 426 | 150 346   | 15 204 | 0%                         |
| 2018                          | 421 966          | 65 249        | 212 149 | 135 481   | 9 088  | -6%                        |
| 2019                          | 428 267          | 74 198        | 213 666 | 133 515   | 6 888  | 1%                         |
| 2020                          | 460 121          | 75 210        | 210 264 | 167 527   | 7 120  | 7%                         |
| 2021**                        | 483 166          | 70 179        | 229 528 | 174 810   | 8 648  | 5%                         |
| 2022**                        | 575 296          | 80 482        | 264 960 | 220 838   | 9 016  | 19%                        |
| AVERAGE CROP DISTRIBUTION (%) |                  | 15%           | 48%     | 35%       | 2%     |                            |



SOURCE: DAFF/PPECB/HORTGRO, 2022

\*VOLUMES DECLARED TO HORTGRO

\*\*Last 2 seasons subject to possible adjustments

NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information

HISTORICAL PRICE TRENDS: PEARS

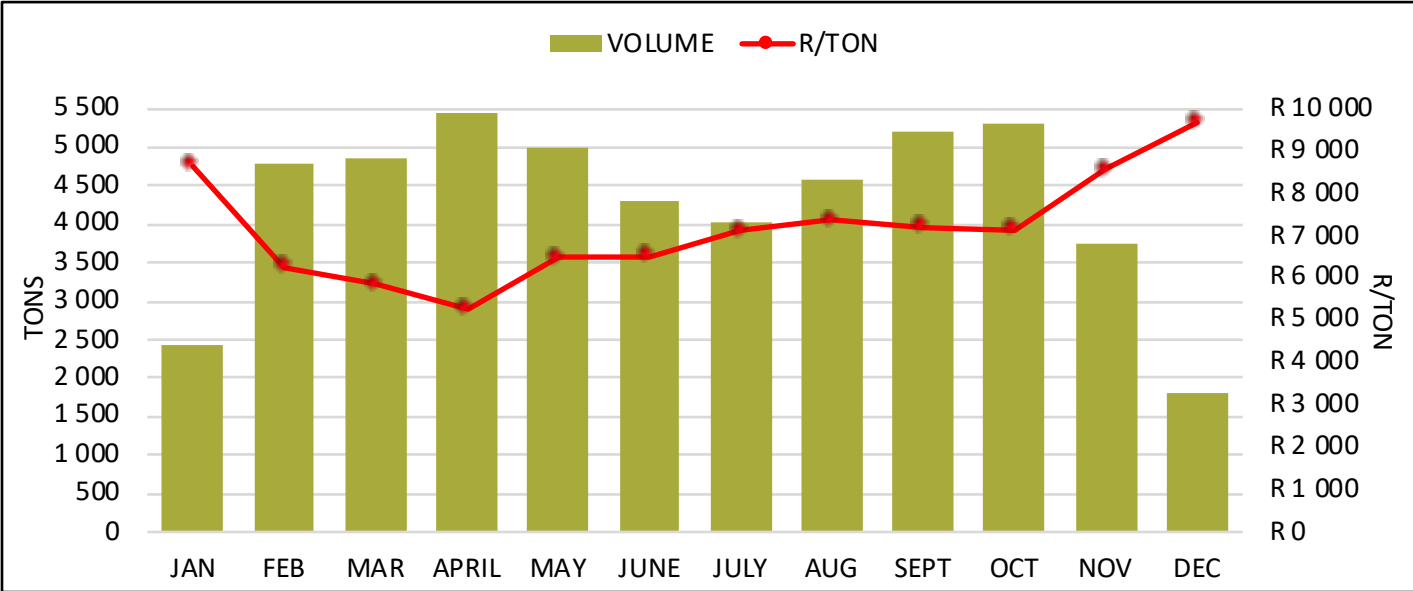
| YEAR JAN-DEC | SALES ON MARKET | EXPORTS NET REALISATION | PROCESSED   | GROSS VALUE DRIED | GROSS VALUE FRESH | TOTAL VALUE OF PRODUCTION | CHANGE IN TOTAL VALUE OF PRODUCTION |
|--------------|-----------------|-------------------------|-------------|-------------------|-------------------|---------------------------|-------------------------------------|
|              | (R per ton)     | (R per ton)             | (R per ton) | (R1,000)          | (R1,000)          | (R1,000)                  | (%)                                 |
| 2013         | 4 724           | 8 843                   | 1 317       | 28 885            | 1 975 372         | 2 202 493                 | -                                   |
| 2014         | 4 916           | 9 913                   | 1 381       | 35 863            | 2 259 524         | 2 534 924                 | 15%                                 |
| 2015         | 5 203           | 10 058                  | 1 525       | 50 765            | 2 191 875         | 2 554 720                 | 1%                                  |
| 2016         | 5 664           | 11 157                  | 1 852       | 49 717            | 2 842 085         | 3 171 781                 | 24%                                 |
| 2017         | 5 578           | 10 022                  | 1 589       | 58 954            | 2 555 161         | 2 852 967                 | -10%                                |
| 2018         | 4 492           | 11 477                  | 1 554       | 23 890            | 2 727 943         | 2 962 424                 | 4%                                  |
| 2019         | 4 551           | 11 751                  | 1 641       | 20 828            | 2 848 557         | 3 088 418                 | 4%                                  |
| 2020         | 4 195           | 13 745                  | 1 886       | 31 720            | 3 205 578         | 3 553 303                 | 15%                                 |
| 2021**       | 4 639           | 12 211                  | 1 927       | 29 446            | 3 128 445         | 3 494 795                 | -2%                                 |
| 2022**       | 4 460           | 13 093                  | 1 999       | 30 699            | 3 827 978         | 4 300 179                 | 23%                                 |

SOURCE: DAFF/HORTGRO, 2022, SARS, 2016 - 2022

\*Sales on major local fresh produce markets

\*\*Last 2 seasons subject to possible adjustments

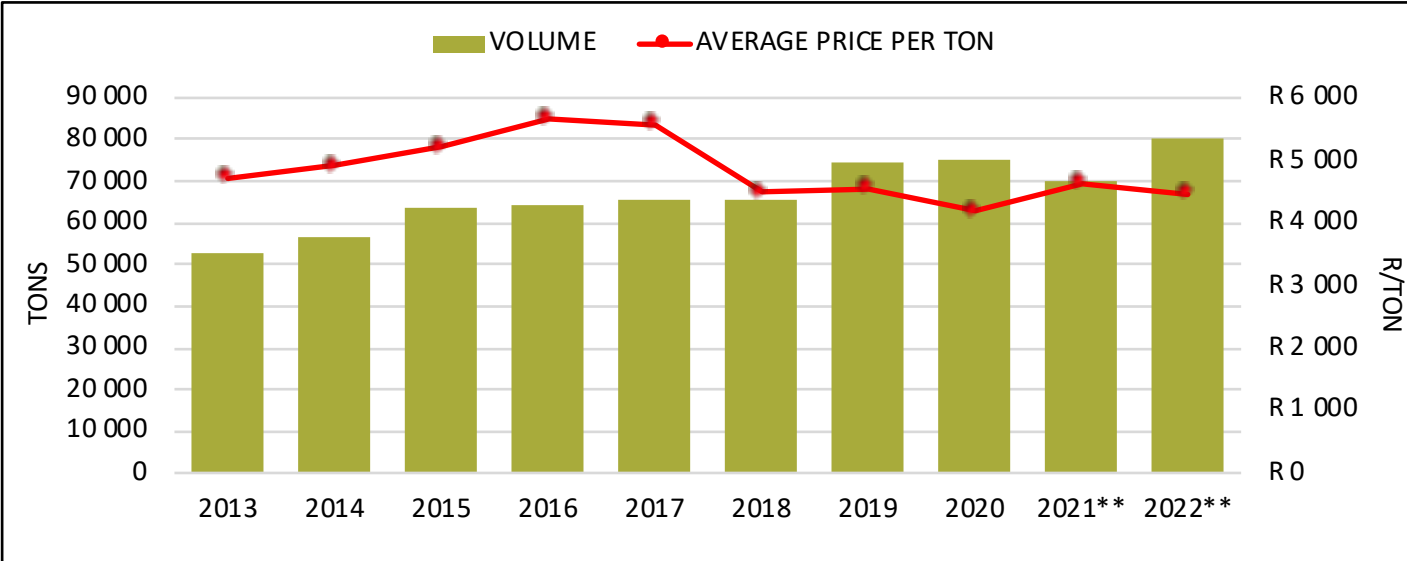
LOCAL MARKET SALES 2022:PEARS



SOURCE: DAFF, 2022

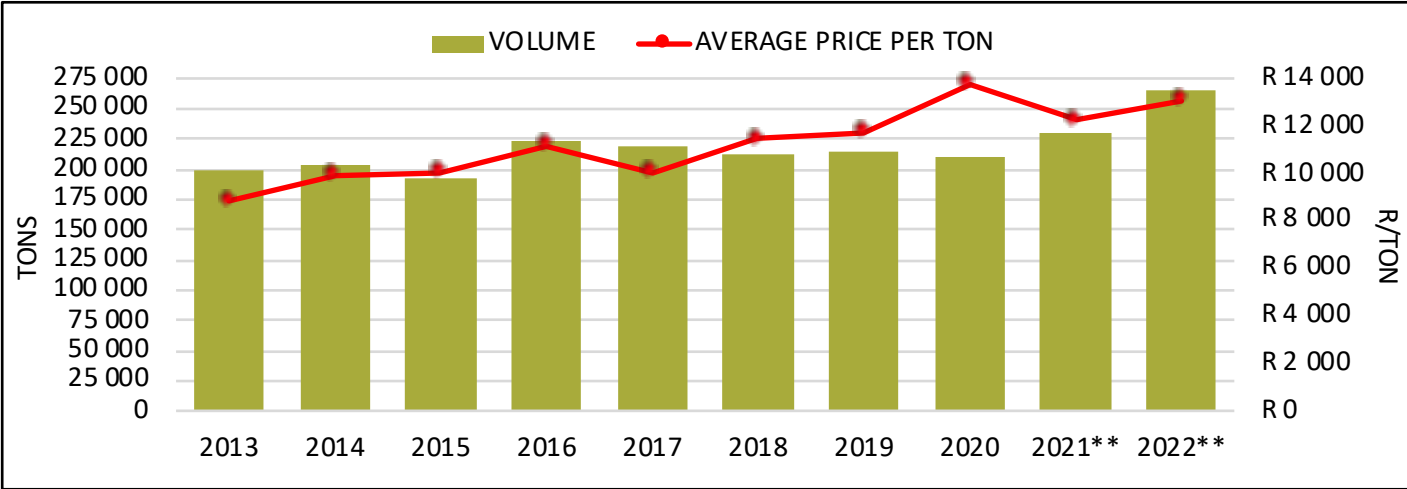
NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information

# LOCAL MARKET HISTORICAL SALES: PEARS



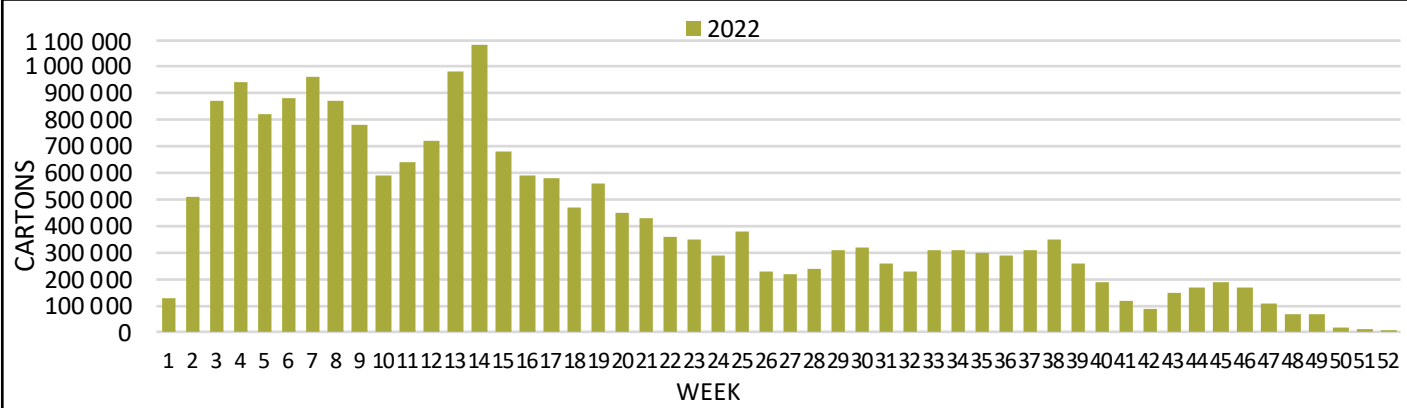
SOURCE: DAFF/HORTGRO, 2022

# EXPORT HISTORICAL SALES: PEARS



SOURCE: DAFF/PPECB, 2022, SARS Pricing 2016-2022

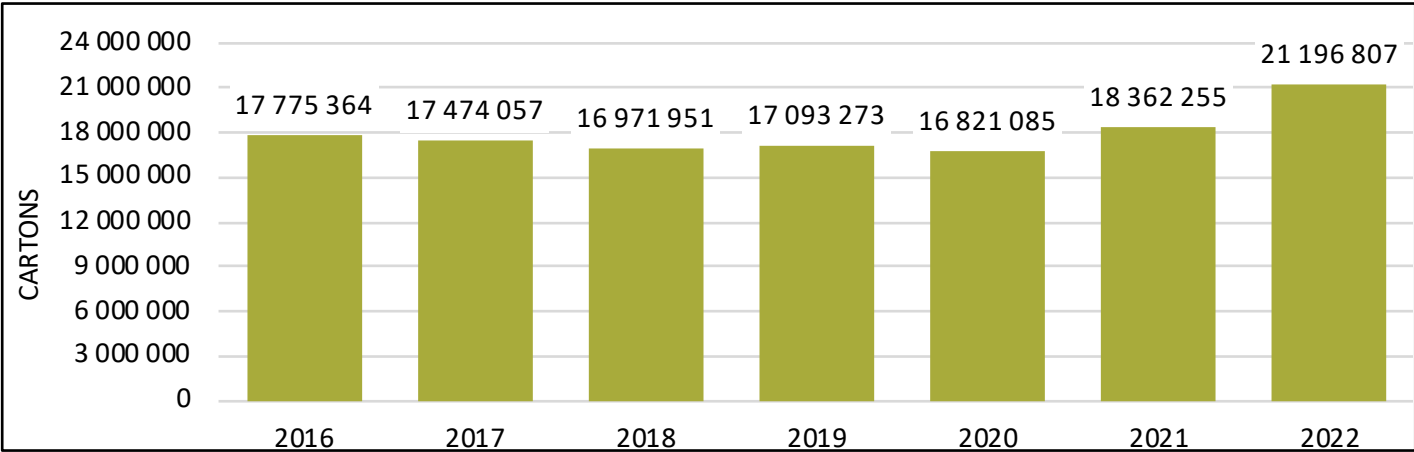
# PASSED FOR EXPORT PER WEEK: PEARS



SOURCE: PPECB, 2022

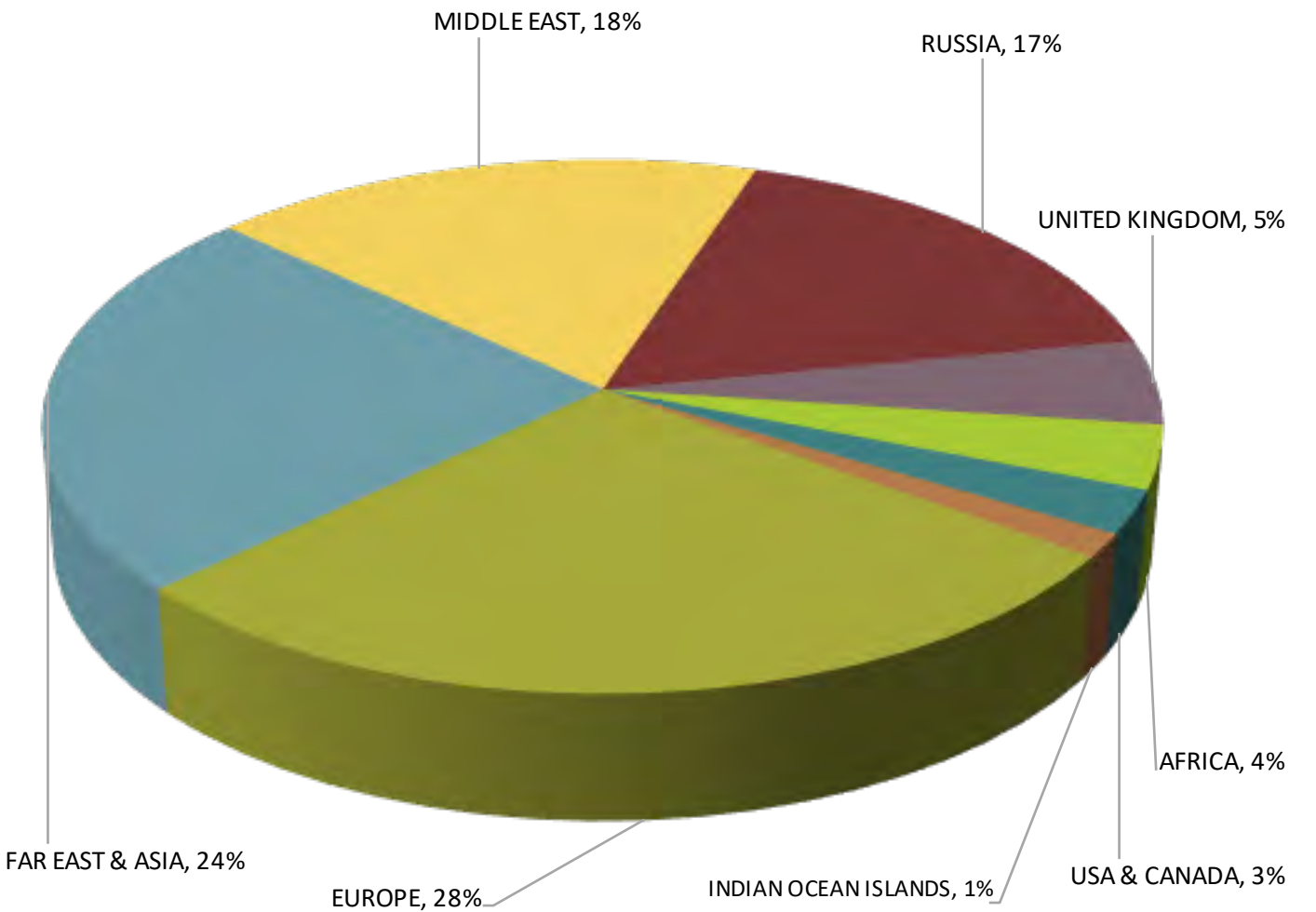
\*12,5 kg equivalent cartons

## PASSED FOR EXPORT PER SEASON: PEARS



SOURCE: PPECB, 2022  
\*12,5 kg equivalent cartons

## EXPORTS PER MARKET SEGMENT: PEARS



SOURCE: AGRI-HUB, 2022

CARTONS PASSED FOR EXPORT PER CULTIVAR: PEARS

| CULTIVAR              | 2018       | 2019       | 2020       | 2021       | 2022       | % CHANGE<br>2022 VS<br>2021 |
|-----------------------|------------|------------|------------|------------|------------|-----------------------------|
| PACKHAM'S TRIUMPH     | 5 600 254  | 5 116 108  | 6 581 259  | 8 021 709  | 8 038 318  | 0%                          |
| FORELLE               | 4 206 908  | 4 197 262  | 4 190 659  | 3 374 945  | 4 281 859  | 27%                         |
| VERMONT BEAUTY        | 1 392 075  | 1 779 856  | 1 556 423  | 1 738 614  | 2 231 929  | 28%                         |
| WILLIAMS BON CHRETIEN | 2 163 879  | 1 974 252  | 1 721 953  | 1 677 838  | 2 172 981  | 30%                         |
| ABATE FETEL           | 1 480 230  | 1 723 686  | 981 696    | 1 168 716  | 1 723 031  | 47%                         |
| CHEEKY                | 349 225    | 445 708    | 421 211    | 538 464    | 737 078    | 37%                         |
| ROSEMARIE             | 447 074    | 429 816    | 497 907    | 499 227    | 592 127    | 19%                         |
| SEMPRE                | 411 090    | 443 425    | 362 400    | 491 999    | 518 927    | 5%                          |
| CELINA                | 656        | 5 863      | 51 318     | 148 886    | 248 769    | 67%                         |
| GOLDEN RUSSET BOSC    | 190 077    | 229 772    | 97 204     | 154 886    | 132 521    | -14%                        |
| CAPE ROSE             | 30 299     | 33 686     | 54 376     | 85 797     | 129 319    | 51%                         |
| FLAMINGO              | 121 276    | 117 416    | 89 555     | 130 999    | 119 439    | -9%                         |
| BEURRE BOSC           | 186 154    | 116 072    | 73 396     | 104 343    | 80 238     | -23%                        |
| BON ROUGE             | 98 888     | 58 909     | 44 803     | 79 124     | 71 888     | -9%                         |
| DOYENNE DU COMICE     | 220 415    | 303 605    | 52 145     | 83 977     | 66 350     | -21%                        |
| OTHER                 | 73 451     | 117 837    | 44 781     | 62 732     | 52 033     | -17%                        |
| TOTAL                 | 16 971 951 | 17 093 273 | 16 821 085 | 18 362 255 | 21 196 807 | 15%                         |
| % CHANGE (Y-O-Y)      |            | 1%         | -2%        | 9%         | 15%        |                             |

SOURCE: PPECB, 2022

NOTE: Change in historic information due to upgrading of reporting systems and databases to improve accuracy

\*12.5 kg equivalent cartons

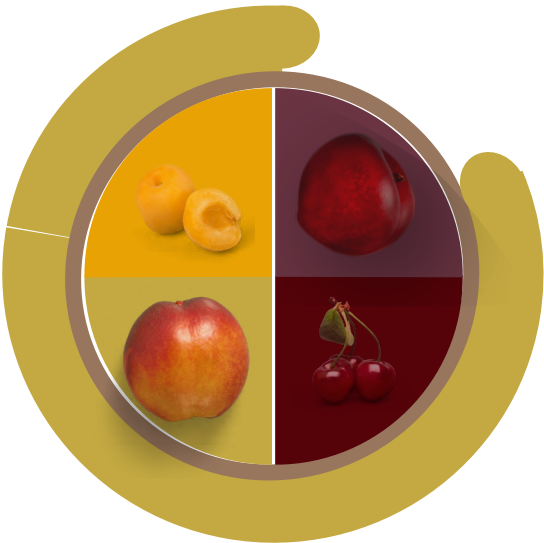


# STONE FRUIT

R3,96 BN TURNOVER: STONE

85% OF INDUSTRY INCOME  
GENERATED BY FRESH SALES: STONE

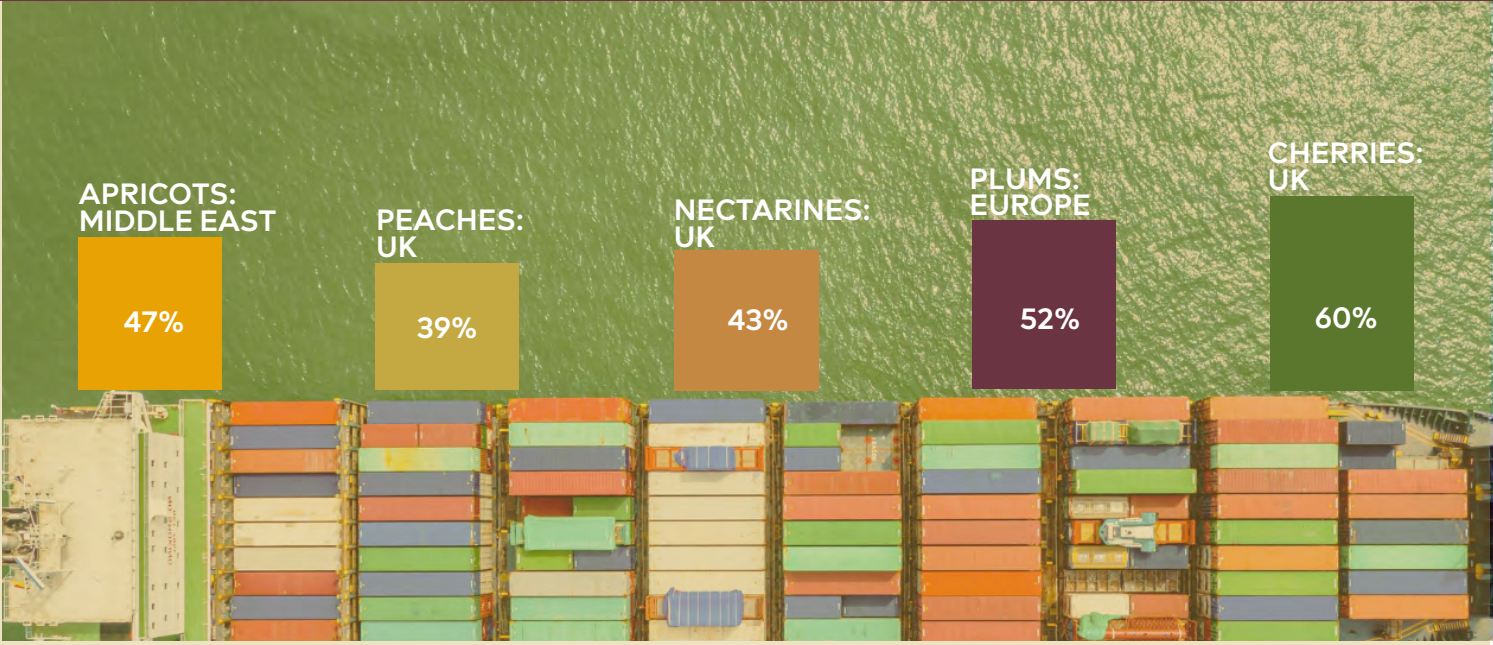
1000 000 000  
1000 000 000  
1000 000 000  
960 000 000



883 PRODUCERS: STONE



LARGEST EXPORT MARKETS: STONE





# apricots



## PRODUCTION AREAS: APRICOTS

| DISTRICT           | NUMBER OF TREES | AREA (HA) |
|--------------------|-----------------|-----------|
| KLEIN KAROO        | 1 196 703       | 1 712     |
| CERES              | 110 029         | 130       |
| BERG RIVER         | 70 368          | 104       |
| WORCESTER          | 58 820          | 76        |
| VILLIERSDORP       | 49 654          | 58        |
| LANGKLOOF WEST     | 45 106          | 53        |
| LANGKLOOF EAST     | 18 007          | 26        |
| OLIFANTS RIVER     | 5 929           | 23        |
| WOLSELEY/TULBAGH   | 17 996          | 21        |
| NORTHERN PROVINCES | 22 321          | 20        |
| ORANGE RIVER       | 7 245           | 9         |
| EASTERN CAPE       | 2 902           | 5         |
| FREE STATE         | 700             | 3         |
| BOLAND             | 979             | 1         |
| TOTAL              | 1 606 759       | 2 241     |

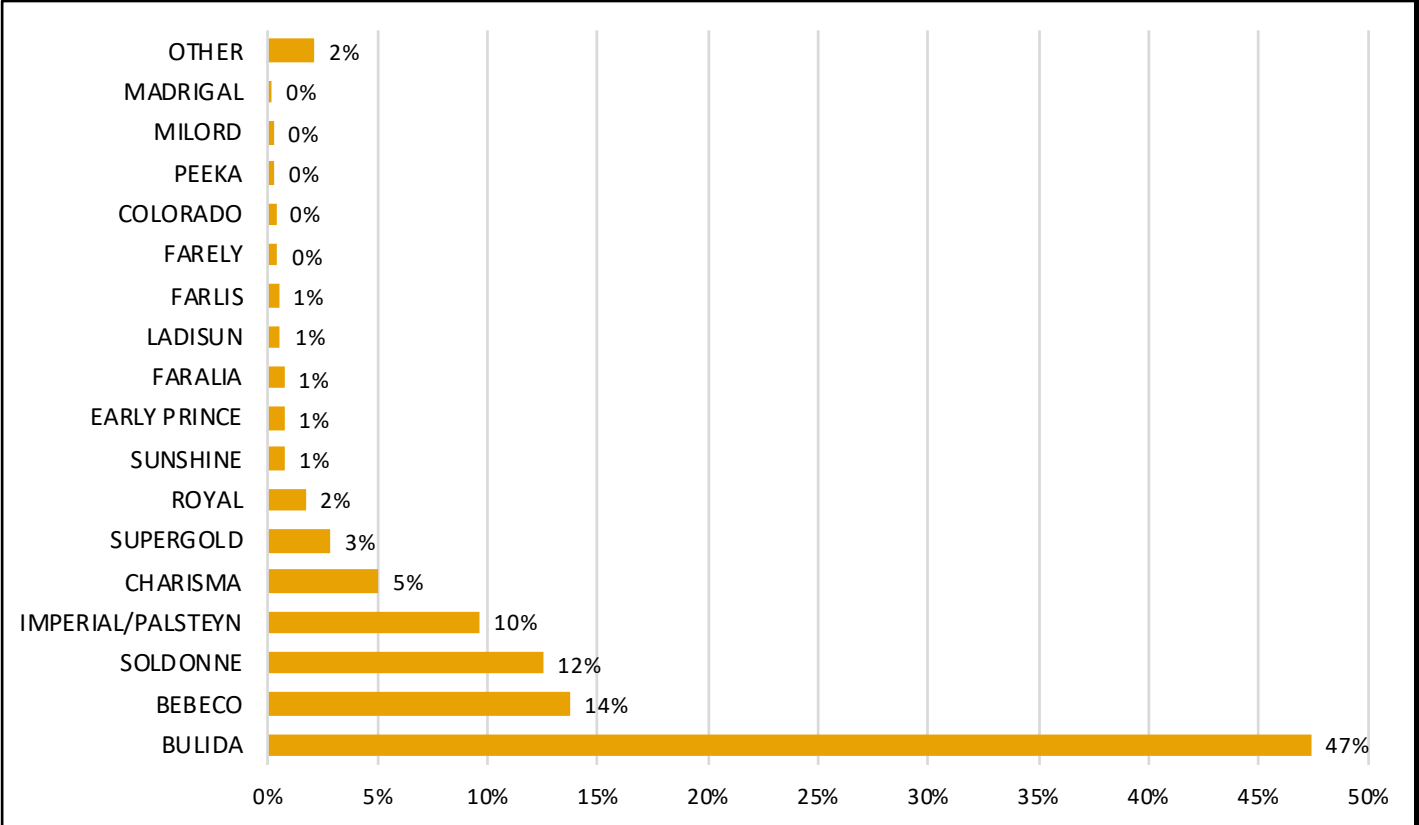
SOURCE: HORTGRO TREE CENSUS, 2022

## AREA PLANTED PER CULTIVAR (HECTARES): APRICOTS

| CULTIVAR                | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  |
|-------------------------|-------|-------|-------|-------|-------|-------|
| BULIDA                  | 1 436 | 1 393 | 1 208 | 1 119 | 1 049 | 1 061 |
| BEBECO                  | 249   | 246   | 272   | 302   | 295   | 307   |
| SOLDONNE                | 315   | 336   | 320   | 313   | 304   | 280   |
| IMPERIAL/PALST          | 237   | 229   | 204   | 213   | 206   | 215   |
| CHARISMA                | 110   | 124   | 122   | 123   | 109   | 113   |
| SUPERGOLD               | 145   | 125   | 87    | 77    | 71    | 64    |
| ROYAL                   | 65    | 65    | 64    | 55    | 39    | 39    |
| SUNSHINE                | 13    | 12    | 18    | 17    | 17    | 17    |
| EARLY PRINCE            | 16    | 15    | 17    | 17    | 17    | 17    |
| FARALIA                 | 9     | 9     | 8     | 18    | 17    | 17    |
| LADISUN                 | 13    | 13    | 13    | 13    | 13    | 13    |
| FARLIS                  | 0     | 0     | 0     | 7     | 11    | 12    |
| FARELY                  | 6     | 6     | 6     | 9     | 15    | 11    |
| COLORADO                | 21    | 25    | 5     | 9     | 8     | 8     |
| PEEKA                   | 46    | 43    | 33    | 24    | 9     | 7     |
| MILORD                  | 0     | 0     | 0     | 2     | 2     | 6     |
| MADRIGAL                | 0     | 0     | 0     | 0     | 3     | 4     |
| OTHER                   | 127   | 96    | 72    | 53    | 53    | 48    |
| TOTAL                   | 2 808 | 2 737 | 2 448 | 2 371 | 2 240 | 2 241 |
| % CHANGE (YEAR-ON-YEAR) |       | -3%   | -11%  | -3%   | -6%   | 0%    |

SOURCE: HORTGRO TREE CENSUS, 2022

## CONTRIBUTION TO TOTAL APRICOT AREA PER CULTIVAR



SOURCE: HORTGRO TREE CENSUS, 2022

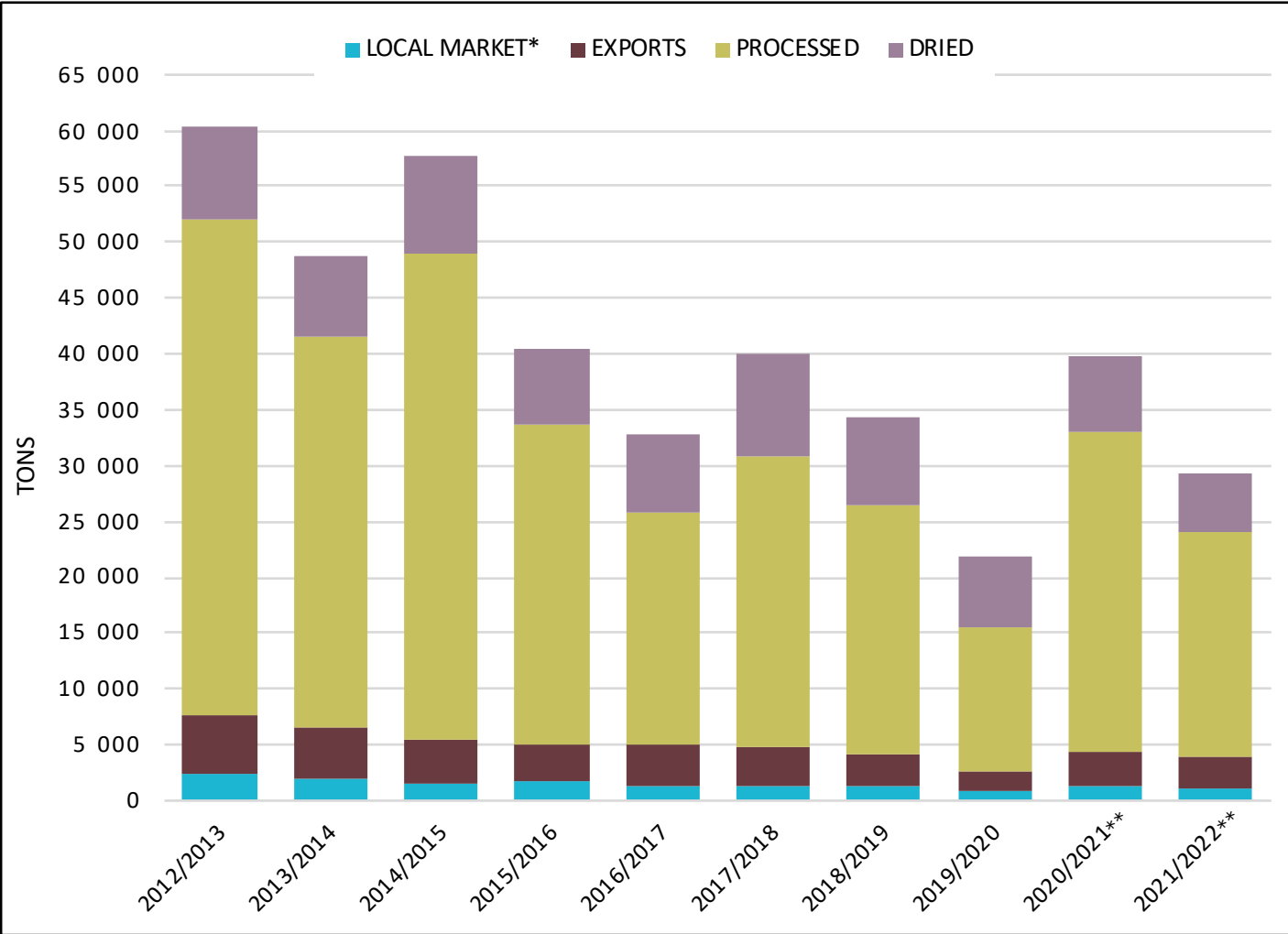
ORCHARD AGE DISTRIBUTION (HECTARES): APRICOTS

| CULTIVAR          | 0 - 2 YRS | 3 - 5 YRS | 6 - 15 YRS | 16 - 18 YRS | 18+ YEARS |
|-------------------|-----------|-----------|------------|-------------|-----------|
| BULIDA            | 59        | 57        | 326        | 103         | 516       |
| BEBECO            | 22        | 58        | 86         | 37          | 105       |
| SOLDONNE          | 2         | 39        | 81         | 29          | 128       |
| IMPERIAL/PALSTEYN | 18        | 46        | 32         | 11          | 107       |
| CHARISMA          | 4         | 7         | 62         | 27          | 13        |
| SUPERGOLD         | 0         | 3         | 11         | 4           | 47        |
| ROYAL             | 3         | 3         | 1          | 0           | 33        |
| SUNSHINE          | 0         | 8         | 10         | 0           | 0         |
| EARLY PRINCE      | 1         | 0         | 12         | 5           | 0         |
| FARALIA           | 2         | 1         | 13         | 0           | 0         |
| LADISUN           | 0         | 0         | 2          | 2           | 9         |
| FARLIS            | 1         | 9         | 2          | 0           | 0         |
| FARELY            | 0         | 1         | 9          | 0           | 0         |
| COLORADO          | 0         | 0         | 7          | 0           | 1         |
| PEEKA             | 0         | 0         | 0          | 0           | 7         |
| MILORD            | 0         | 6         | 0          | 0           | 0         |
| MADRIGAL          | 4         | 0         | 0          | 0           | 0         |
| OTHER             | 14        | 5         | 17         | 4           | 9         |
| TOTAL             | 131       | 243       | 671        | 222         | 975       |
| % OF TOTAL        | 6%        | 11%       | 30%        | 10%         | 43%       |

SOURCE: HORTGRO TREE CENSUS, 2022

CROP DISTRIBUTION: APRICOTS

| Year<br>OCT - SEPT            | TOTAL<br>PRODUCTION | LOCAL<br>MARKET* | EXPORTS | PROCESSED | DRIED | CHANGE IN<br>TOTAL<br>PRODUCTION |
|-------------------------------|---------------------|------------------|---------|-----------|-------|----------------------------------|
|                               | (TON)               | (TON)            | (TON)   | (TON)     | (TON) | %                                |
| 2012/2013                     | 60 339              | 2 397            | 5 278   | 44 370    | 8 295 | -                                |
| 2013/2014                     | 48 840              | 1 922            | 4 615   | 35 058    | 7 245 | -19%                             |
| 2014/2015                     | 57 794              | 1 566            | 3 850   | 43 468    | 8 910 | 18%                              |
| 2015/2016                     | 40 375              | 1 796            | 3 324   | 28 630    | 6 625 | -30%                             |
| 2016/2017                     | 32 851              | 1 360            | 3 678   | 20 663    | 7 150 | -19%                             |
| 2017/2018                     | 40 054              | 1 395            | 3 435   | 26 039    | 9 185 | 22%                              |
| 2018/2019                     | 34 260              | 1 344            | 2 731   | 22 385    | 7 800 | -14%                             |
| 2019/2020                     | 21 933              | 939              | 1 685   | 12 815    | 6 495 | -36%                             |
| 2020/2021**                   | 39 720              | 1 212            | 3 247   | 28 471    | 6 790 | 81%                              |
| 2021/2022**                   | 29 224              | 1 040            | 2 829   | 20 265    | 5 090 | -26%                             |
| AVERAGE CROP DISTRIBUTION (%) |                     | 4%               | 9%      | 70%       | 18%   |                                  |



NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information

SOURCE: DAFF, PPECB, HORTGRO, 2022

\*Volumes declared to Hortgro

\*\* Last two seasons subject to possible change

# HISTORICAL PRICE TRENDS: APRICTOS

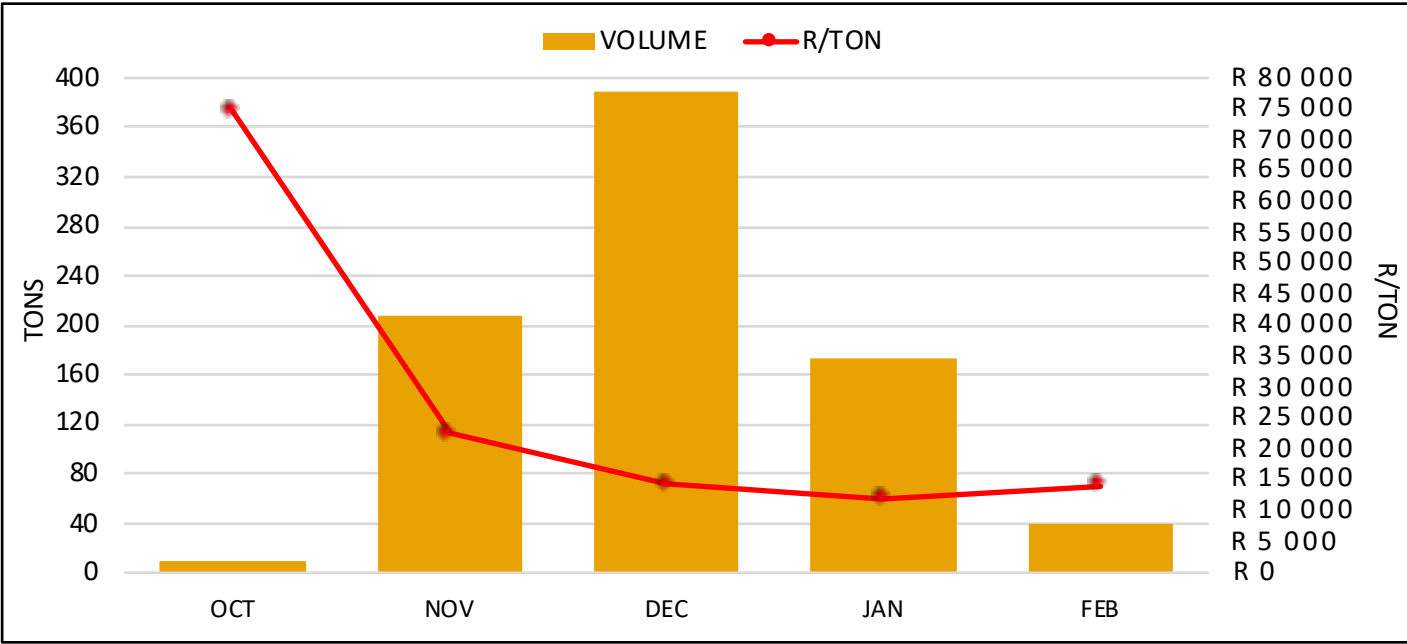
| YEAR<br>OCT - SEPT | SALES ON<br>MARKET | EXPORTS NET<br>REALISATION | PROCESSED   | GROSS<br>VALUE<br>DRIED | GROSS<br>VALUE<br>FRESH | TOTAL VALUE<br>OF<br>PRODUCTION | CHANGE IN<br>TOTAL VALUE<br>OF<br>PRODUCTION |
|--------------------|--------------------|----------------------------|-------------|-------------------------|-------------------------|---------------------------------|----------------------------------------------|
|                    | (R per ton)        | (R per ton)                | (R per ton) | (R1,000)                | (R1,000)                | (R1,000)                        | (%)                                          |
| 2012/2013          | 5 571              | 12 649                     | 1 418       | 35 187                  | 83 265                  | 178 207                         | -                                            |
| 2013/2014          | 6 865              | 16 280                     | 1 707       | 31 994                  | 89 132                  | 180 171                         | 1%                                           |
| 2014/2015          | 7 914              | 19 725                     | 2 315       | 60 909                  | 91 658                  | 249 861                         | 39%                                          |
| 2015/2016          | 10 107             | 20 759                     | 3 044       | 45 434                  | 87 152                  | 219 724                         | -12%                                         |
| 2016/2017          | 12 425             | 20 839                     | 3 795       | 76 820                  | 93 546                  | 248 781                         | 13%                                          |
| 2017/2018          | 11 861             | 21 025                     | 3 169       | 96 112                  | 88 762                  | 267 392                         | 7%                                           |
| 2018/2019          | 11 936             | 24 122                     | 3 137       | 83 023                  | 81 911                  | 235 153                         | -12%                                         |
| 2019/2020          | 16 971             | 32 218                     | 4 043       | 58 650                  | 70 218                  | 180 673                         | -23%                                         |
| 2020/2021**        | 15 881             | 31 019                     | 3 755       | 41 881                  | 119 962                 | 268 758                         | 49%                                          |
| 2021/2022**        | 16 735             | 32 214                     | 4 274       | 31 395                  | 108 538                 | 226 555                         | -16%                                         |

SOURCE: DAFF/HORTGRO, 2022, SARS, 2015/2016 – 2021/2022

\*Sales on major local fresh produce markets

\*\*Last 2 seasons subject to possible adjustments

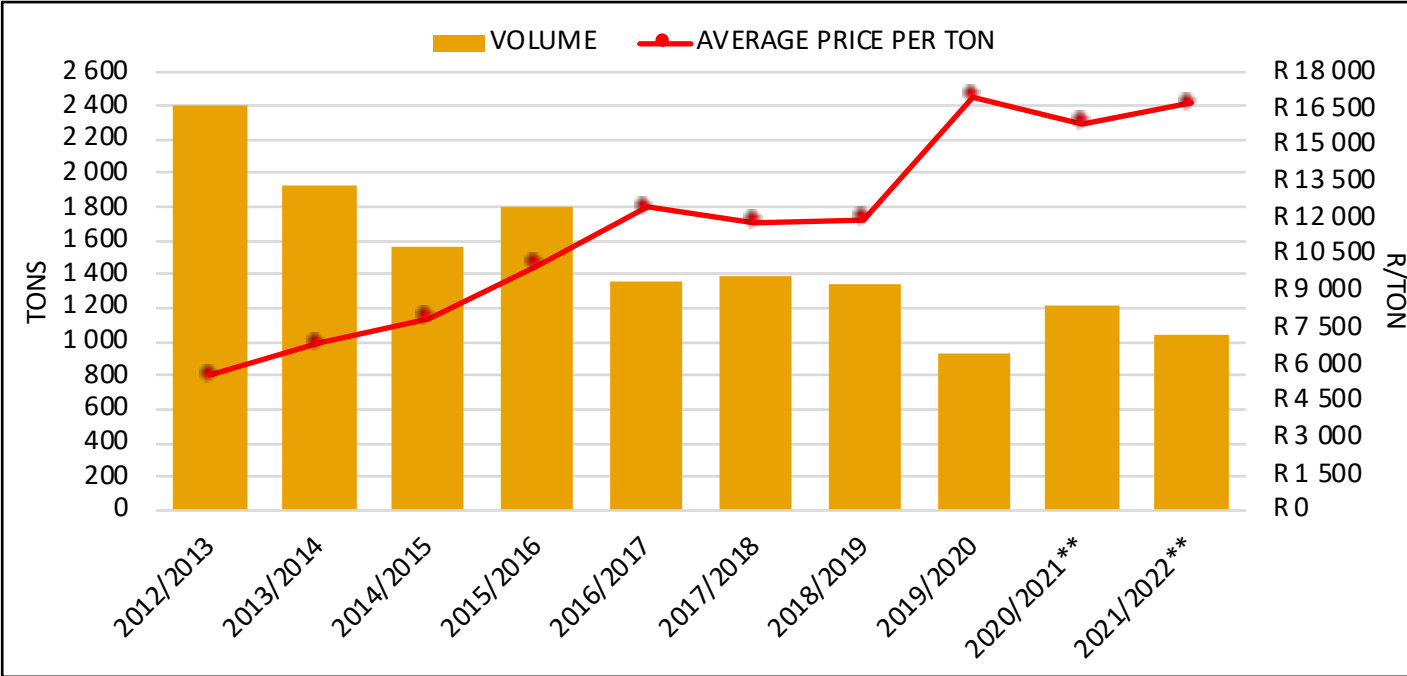
# LOCAL MARKET SALES 2021/2022: APRICOTS



SOURCE: DAFF, 2022

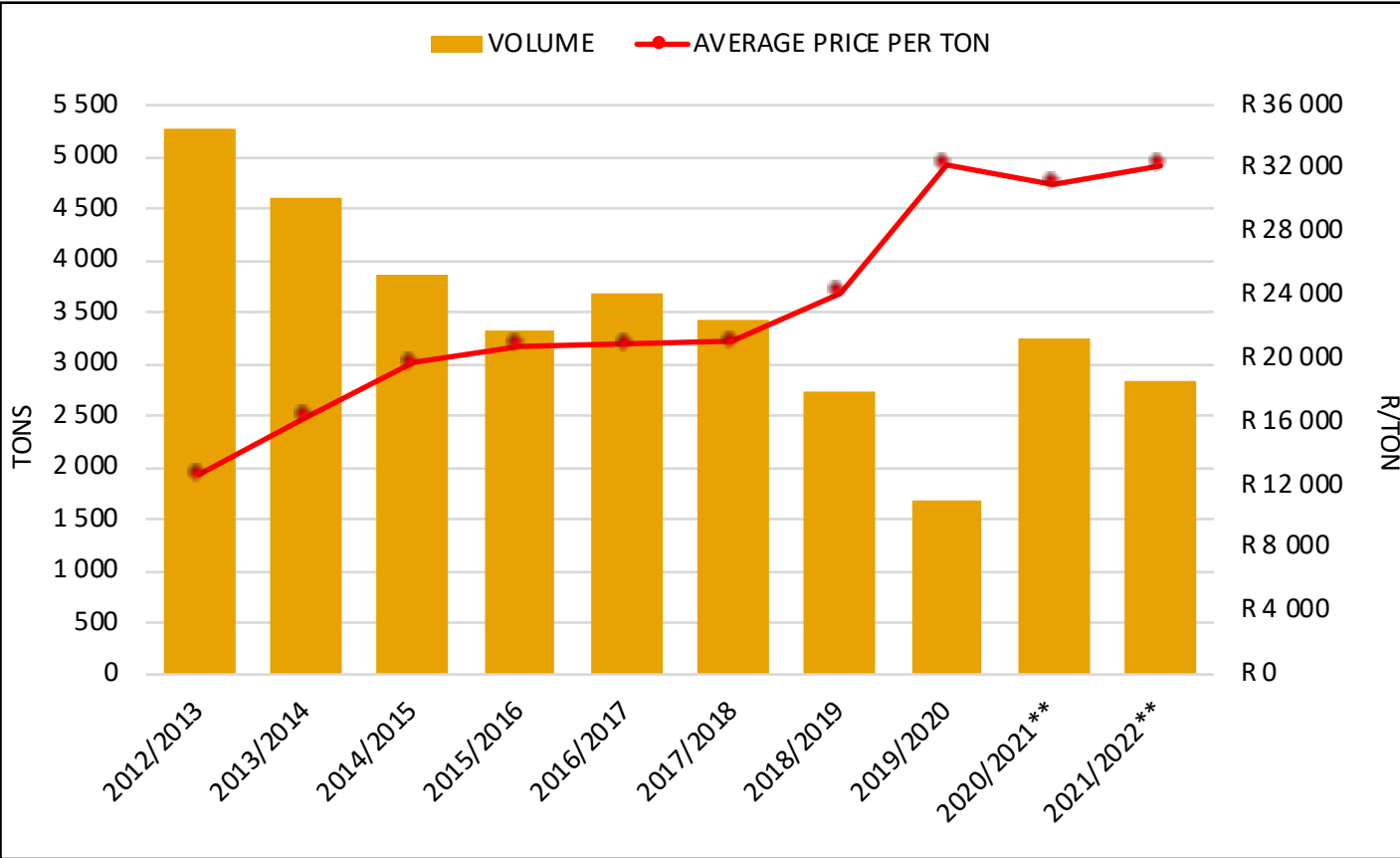
NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information

# LOCAL MARKET HISTORICAL SALES: APRICOTS



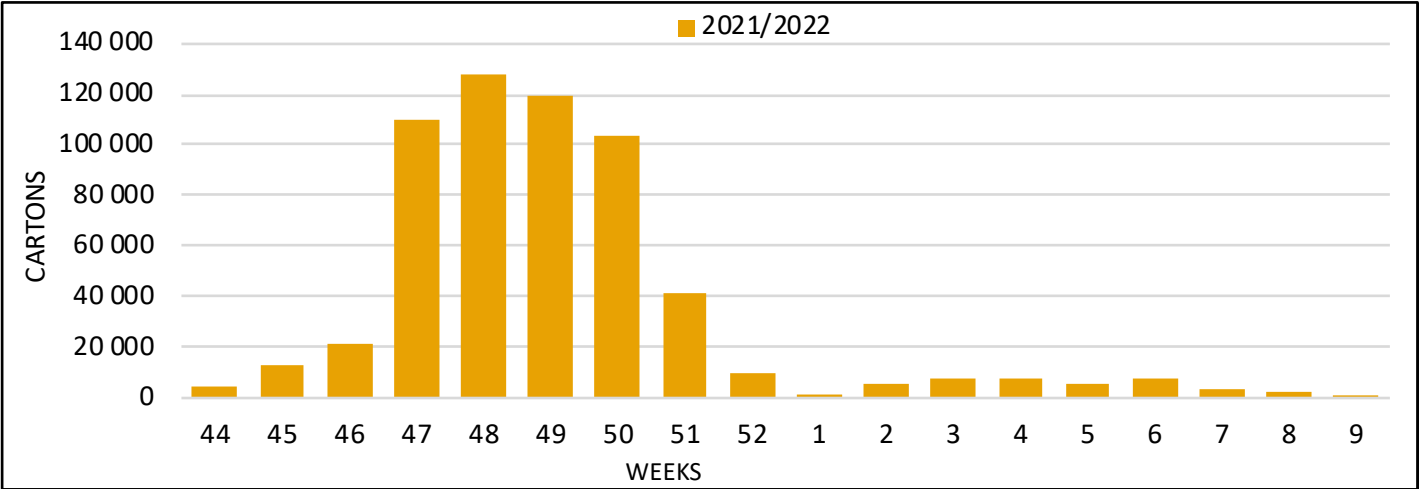
SOURCE:DAFF/HORTGRO, 2022

# EXPORT HISTORICAL SALES: APRICOTS



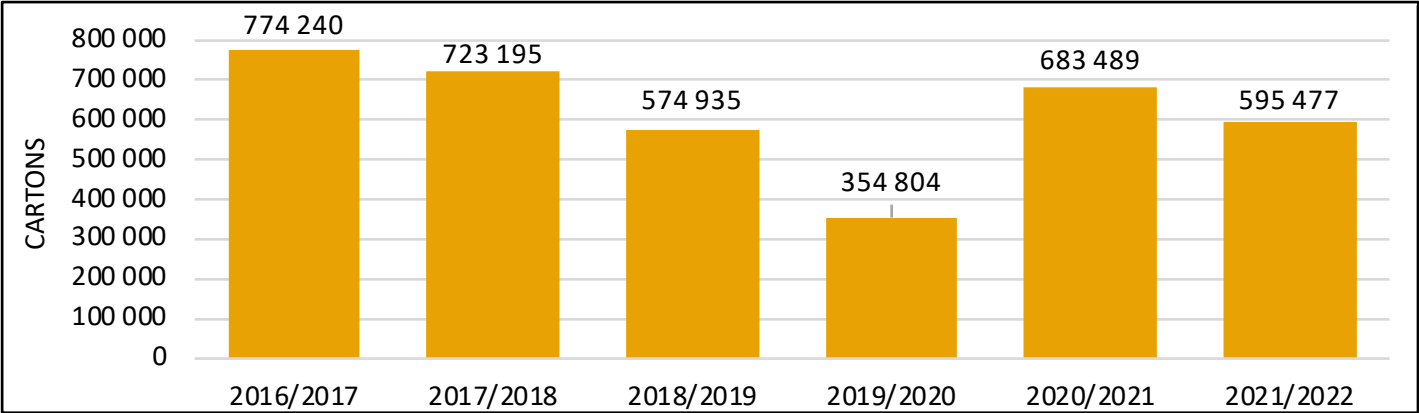
SOURCE:DAFF/PPECB, 2022, SARS Pricing 2015/2016–2021/2022

## PASSED FOR EXPORT PER WEEK: APRICOTS



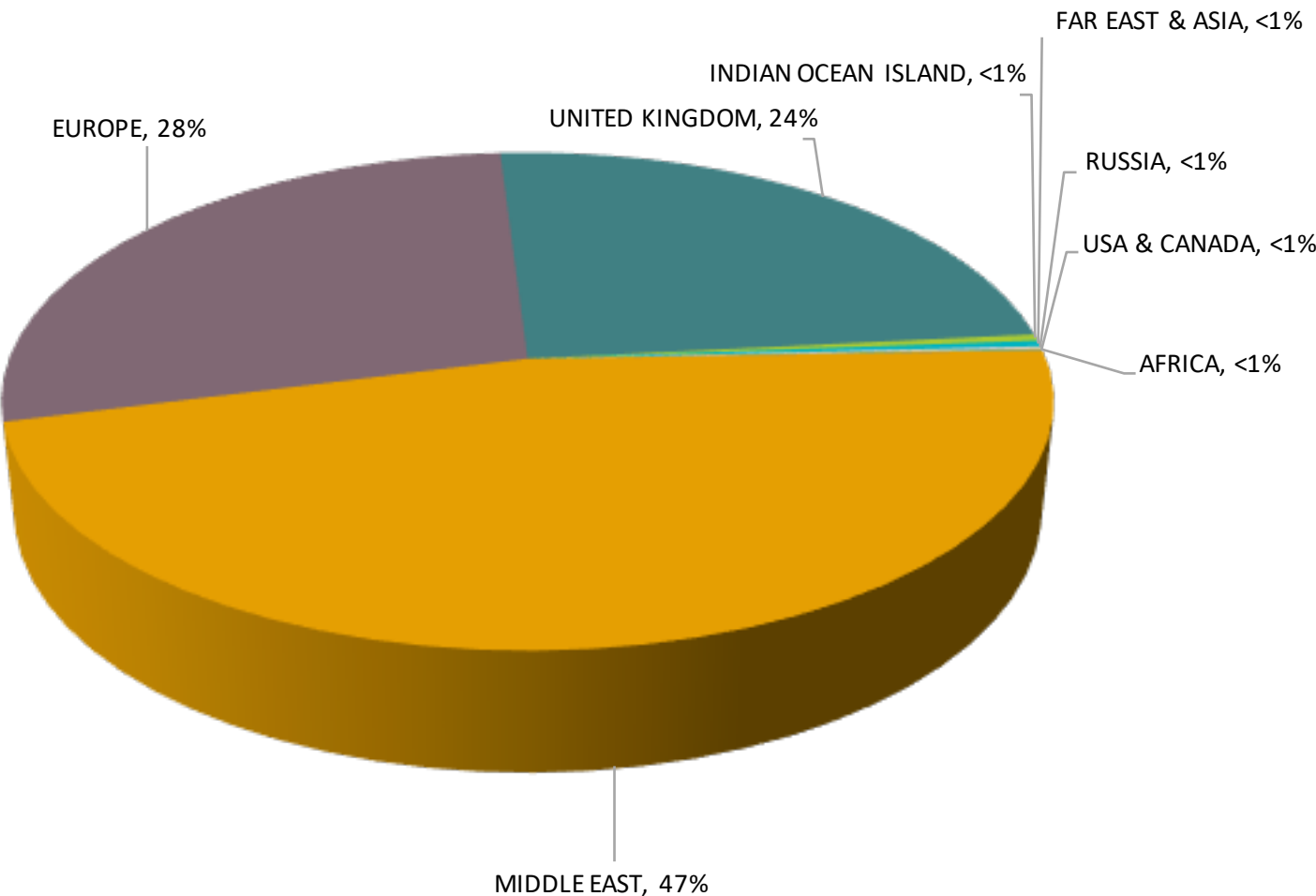
SOURCE: PPECB, 2022  
\*4.75 kg equivalent cartons

## PASSED FOR EXPORT PER SEASON: APRICOTS



SOURCE: PPECB, 2022  
\*4.75 kg equivalent cartons

EXPORTS PER MARKET SEGMENT: APRICOTS



SOURCE: AGRI-HUB, 2022

CARTONS PASSED FOR EXPORT PER CULTIVAR: APRICOTS

| CULTIVAR                | 2018/2019 | 2019/2020 | 2020/2021 | 2021/2022 | % CHANGE<br>21/22 VS<br>20/21 |
|-------------------------|-----------|-----------|-----------|-----------|-------------------------------|
| IMPERIAL/PALSTEYN       | 208 148   | 112 290   | 251 508   | 224 704   | -11%                          |
| CHARISMA                | 192 328   | 119 280   | 214 991   | 165 004   | -23%                          |
| BEBECO                  | 71 000    | 84 983    | 100 786   | 65 994    | -35%                          |
| SOLDONNE                | 17 676    | 9 954     | 40 934    | 45 741    | 12%                           |
| SUPERGOLD               | 37 392    | 12 405    | 30 031    | 26 731    | -11%                          |
| FARELY                  | 4 251     | 1 862     | 3 989     | 18 403    | 361%                          |
| FARALIA                 | 9 904     | 6 764     | 14 527    | 16 678    | 15%                           |
| MOGADOR                 | 4 687     | 0         | 4 450     | 6 960     | 56%                           |
| FARLIS                  | 0         | 0         | 1 619     | 6 107     | 277%                          |
| HONEYCOT®               | 10 381    | 2 145     | 10 227    | 5 853     | -43%                          |
| PAZ                     | 2 712     | 713       | 1 861     | 3 837     | 106%                          |
| OTHER                   | 16 455    | 4 407     | 8 566     | 9 465     | 10%                           |
| TOTAL                   | 574 935   | 354 804   | 683 489   | 595 477   | -13%                          |
| % CHANGE (YEAR-ON-YEAR) |           | -38%      | 93%       | -13%      |                               |

SOURCE: PPECB, 2022

NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy  
\*4.75 kg equivalent cartons



# peaches and nectarines



## PRODUCTION AREAS: PEACHES

| DISTRICT         | DESSERT PEACHES |           | CLING PEACHES   |           |
|------------------|-----------------|-----------|-----------------|-----------|
|                  | Number of trees | Area (ha) | Number of trees | Area (ha) |
| CERES            | 302 754         | 226       | 816 456         | 765       |
| CITRUSDAL        | 184 377         | 205       | 68 377          | 68        |
| LIMPOPO          | 172 115         | 196       | 14 188          | 19        |
| KLEIN KAROO      | 208 815         | 165       | 2 099 255       | 2 106     |
| WOLSELEY/TULBAGH | 158 280         | 119       | 251 470         | 217       |
| BERG RIVER       | 127 686         | 103       | 18 451          | 21        |
| FREE STATE       | 31 711          | 77        | 4 730           | 11        |
| MPUMALANGA       | 32 304          | 48        | 11 966          | 21        |
| WORCESTER        | 44 050          | 33        | 262 623         | 284       |
| NORTH WEST       | 35 360          | 27        | 3 000           | 4         |
| LANGKLOOF EAST   | 19 002          | 19        | 35 915          | 37        |
| EASTERN CAPE     | 16 290          | 16        | 19 700          | 26        |
| OLIFANTS RIVER   | 14 201          | 16        | 0               | 0         |
| BOLAND           | 15 462          | 10        | 21 608          | 16        |
| ORANGE RIVER     | 5 018           | 9         | 174             | 0         |
| LANGKLOOF WEST   | 7 930           | 7         | 40 712          | 67        |
| EGVV             | 9 562           | 7         | 302 550         | 325       |
| GAUTENG          | 3 075           | 5         | 0               | 0         |
| KWAZULU-NATAL    | 0               | 0         | 5 334           | 6         |
| TOTAL            | 1 387 992       | 1 287     | 3 976 509       | 3 993     |

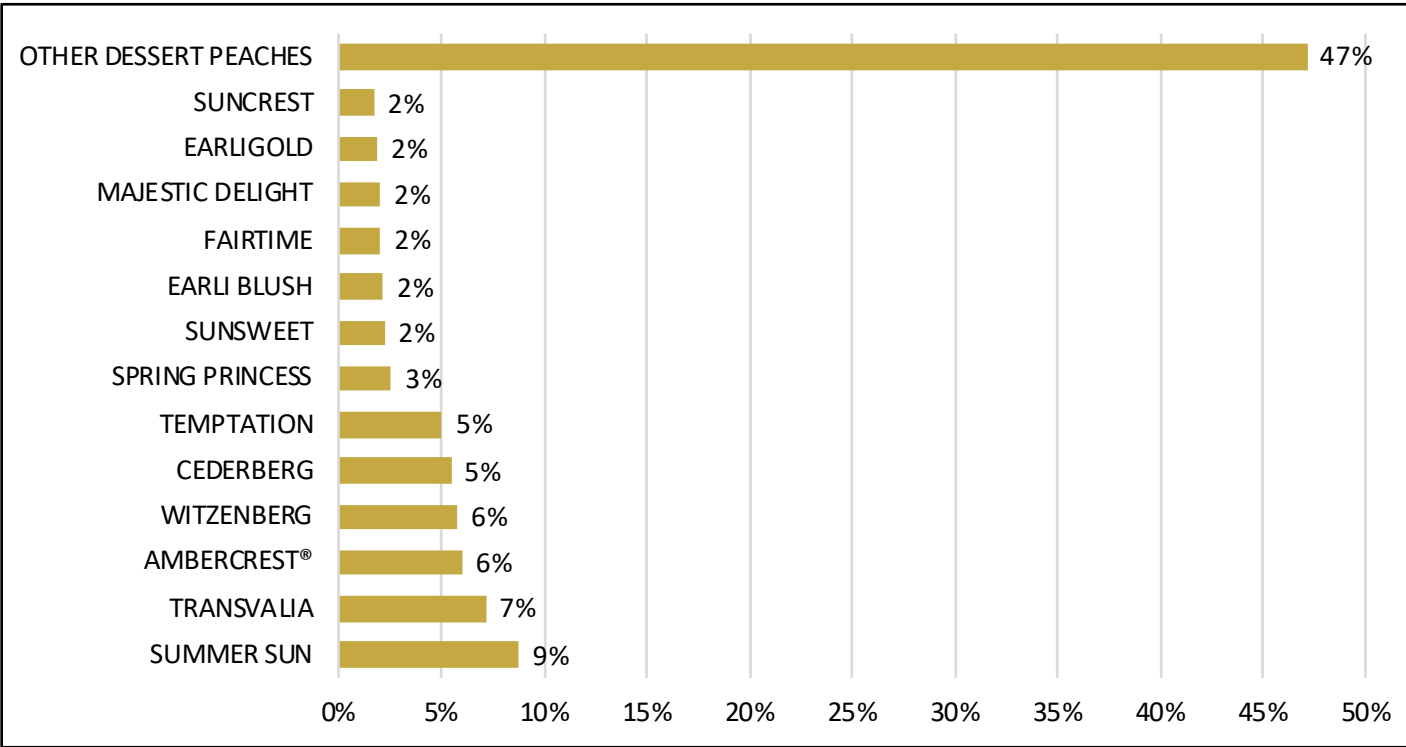
SOURCE: HORTGRO TREE CENSUS, 2022

AREA PLANTED PER CULTIVAR (HECTARES): DESSERT PEACHES

| DESSERT PEACHES         | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  |
|-------------------------|-------|-------|-------|-------|-------|-------|
| SUMMER SUN              | 108   | 107   | 112   | 117   | 114   | 113   |
| TRANSVALIA              | 129   | 125   | 103   | 96    | 100   | 92    |
| AMBERCREST®             | 59    | 58    | 55    | 62    | 63    | 77    |
| WITZENBERG              | 73    | 67    | 63    | 80    | 81    | 74    |
| CEDERBERG               | 49    | 47    | 47    | 74    | 71    | 70    |
| TEMPTATION              | 79    | 69    | 66    | 68    | 73    | 65    |
| SPRING PRINCESS         | 31    | 37    | 34    | 33    | 33    | 33    |
| SUNSWEEP                | 60    | 41    | 33    | 33    | 29    | 29    |
| EARLI BLUSH             | 19    | 24    | 20    | 26    | 28    | 28    |
| FAIRTIME                | 50    | 49    | 47    | 42    | 32    | 26    |
| MAJESTIC DELIGHT        | 15    | 19    | 23    | 23    | 26    | 26    |
| EARLIGOLD               | 52    | 57    | 47    | 25    | 22    | 24    |
| SUNCREST                | 35    | 27    | 28    | 23    | 23    | 22    |
| OTHER DESSERT PEACHES   | 761   | 722   | 690   | 624   | 595   | 607   |
| TOTAL                   | 1 520 | 1 449 | 1 367 | 1 327 | 1 289 | 1 287 |
| % CHANGE (YEAR-ON-YEAR) |       | -5%   | -6%   | -3%   | -3%   | 0%    |

SOURCE: HORTGRO TREE CENSUS, 2022

CONTRIBUTION TO TOTAL DESSERT PEACH AREA PER CULTIVAR



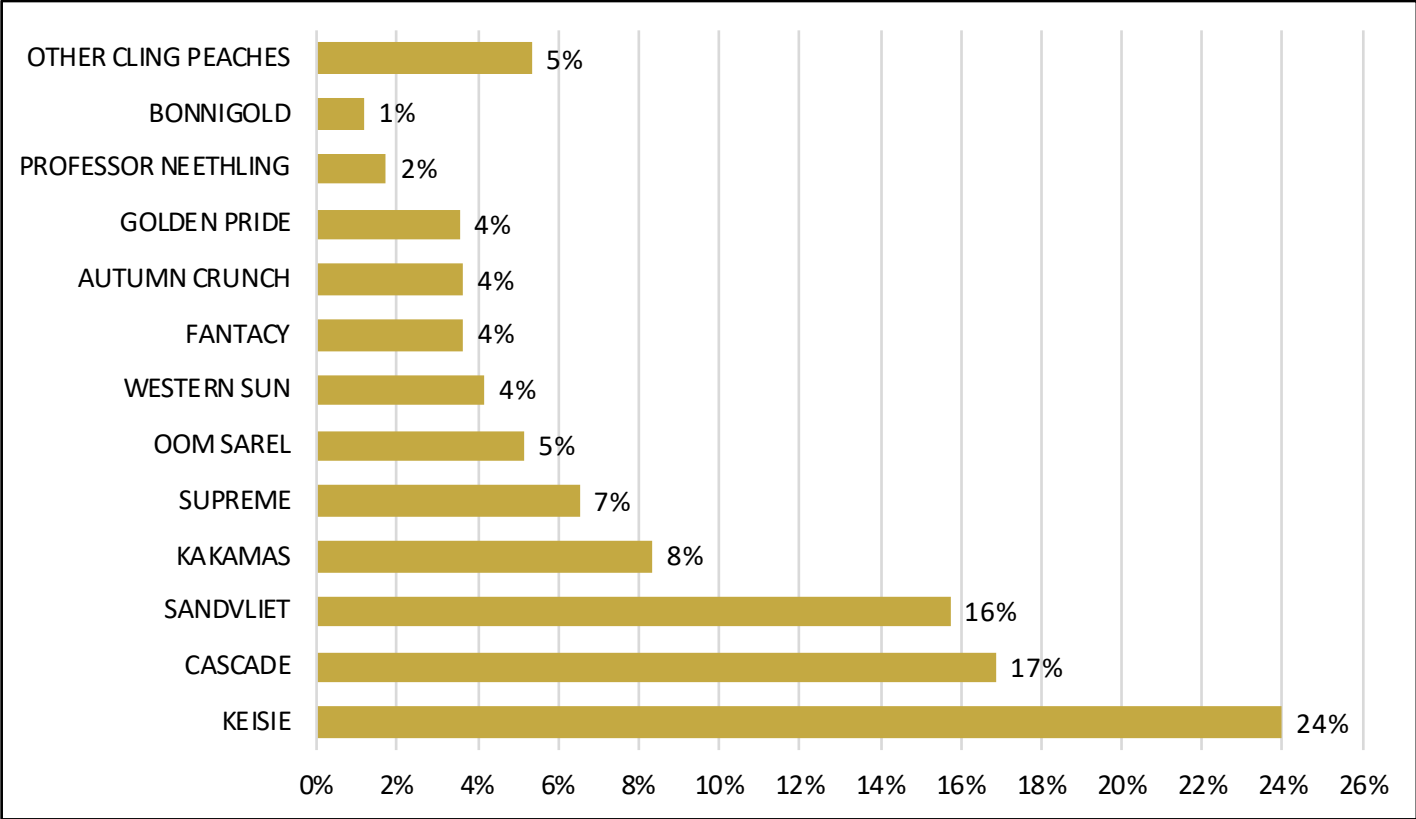
SOURCE: HORTGRO TREE CENSUS, 2022

AREA PLANTED PER CULTIVAR (HECTARES): CLING PEACHES

| CLING PEACHES           | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  |
|-------------------------|-------|-------|-------|-------|-------|-------|
| KEISIE                  | 1 331 | 1 264 | 1 153 | 1 119 | 1 020 | 958   |
| CASCADE                 | 490   | 543   | 618   | 685   | 677   | 675   |
| SANDVLIET               | 783   | 766   | 699   | 686   | 623   | 629   |
| KAKAMAS                 | 680   | 612   | 496   | 434   | 387   | 333   |
| SUPREME                 | 301   | 302   | 283   | 289   | 278   | 261   |
| OOM SAREL               | 385   | 315   | 275   | 232   | 214   | 206   |
| WESTERN SUN             | 365   | 317   | 254   | 208   | 197   | 167   |
| FANTACY                 | 121   | 132   | 144   | 143   | 138   | 146   |
| AUTUMN CRUNCH           | 112   | 124   | 135   | 143   | 145   | 146   |
| GOLDEN PRIDE            | 99    | 102   | 124   | 125   | 137   | 142   |
| PROFESSOR NEETHLING     | 263   | 212   | 145   | 100   | 91    | 69    |
| BONNIGOLD               | 88    | 80    | 65    | 58    | 57    | 48    |
| OTHER CLING PEACHES     | 437   | 368   | 290   | 272   | 243   | 214   |
| TOTAL                   | 5 455 | 5 138 | 4 683 | 4 494 | 4 206 | 3 993 |
| % CHANGE (YEAR-ON-YEAR) |       | -6%   | -9%   | -4%   | -6%   | -5%   |

SOURCE: HORTGRO TREE CENSUS, 2022

CONTRIBUTION TO TOTAL CLING PEACH AREA PER CULTIVAR



SOURCE: HORTGRO TREE CENSUS, 2022

ORCHARD AGE DISTRIBUTION (HECTARES): DESSERT PEACHES

| CULTIVAR              | 0 - 2 YRS | 3 - 5 YRS | 6 - 15 YRS | 16 - 18 YRS | 18+ YEARS |
|-----------------------|-----------|-----------|------------|-------------|-----------|
| SUMMER SUN            | 7         | 11        | 70         | 11          | 15        |
| TRANSVALIA            | 0         | 1         | 21         | 9           | 62        |
| AMBERCREST®           | 8         | 1         | 68         | 0           | 0         |
| WITZENBERG            | 0         | 0         | 43         | 11          | 20        |
| CEDERBERG             | 0         | 0         | 40         | 15          | 15        |
| TEMPTATION            | 0         | 0         | 65         | 0           | 0         |
| SPRING PRINCESS       | 0         | 0         | 33         | 0           | 0         |
| SUNSWEET              | 0         | 0         | 6          | 12          | 10        |
| EARLI BLUSH           | 0         | 5         | 23         | 0           | 0         |
| FAIRTIME              | 0         | 0         | 8          | 10          | 9         |
| MAJESTIC DELIGHT      | 0         | 2         | 24         | 0           | 0         |
| EARLIGOLD             | 2         | 3         | 18         | 1           | 0         |
| SUNCREST              | 0         | 0         | 7          | 2           | 14        |
| EARLIGRANDE           | 0         | 0         | 7          | 3           | 13        |
| NOVADONNA             | 2         | 0         | 1          | 7           | 10        |
| RICH LADY             | 0         | 0         | 3          | 15          | 0         |
| JIM DANDY             | 0         | 0         | 10         | 7           | 0         |
| BRITTANEY LANE        | 0         | 0         | 15         | 2           | 0         |
| SAN PEDRO             | 0         | 0         | 1          | 0           | 15        |
| OTHER DESSERT PEACHES | 18        | 38        | 227        | 61          | 153       |
| TOTAL                 | 37        | 61        | 690        | 164         | 335       |
| % OF TOTAL AREA (HA)  | 3%        | 5%        | 54%        | 13%         | 26%       |

SOURCE: HORTGRO TREE CENSUS, 2022

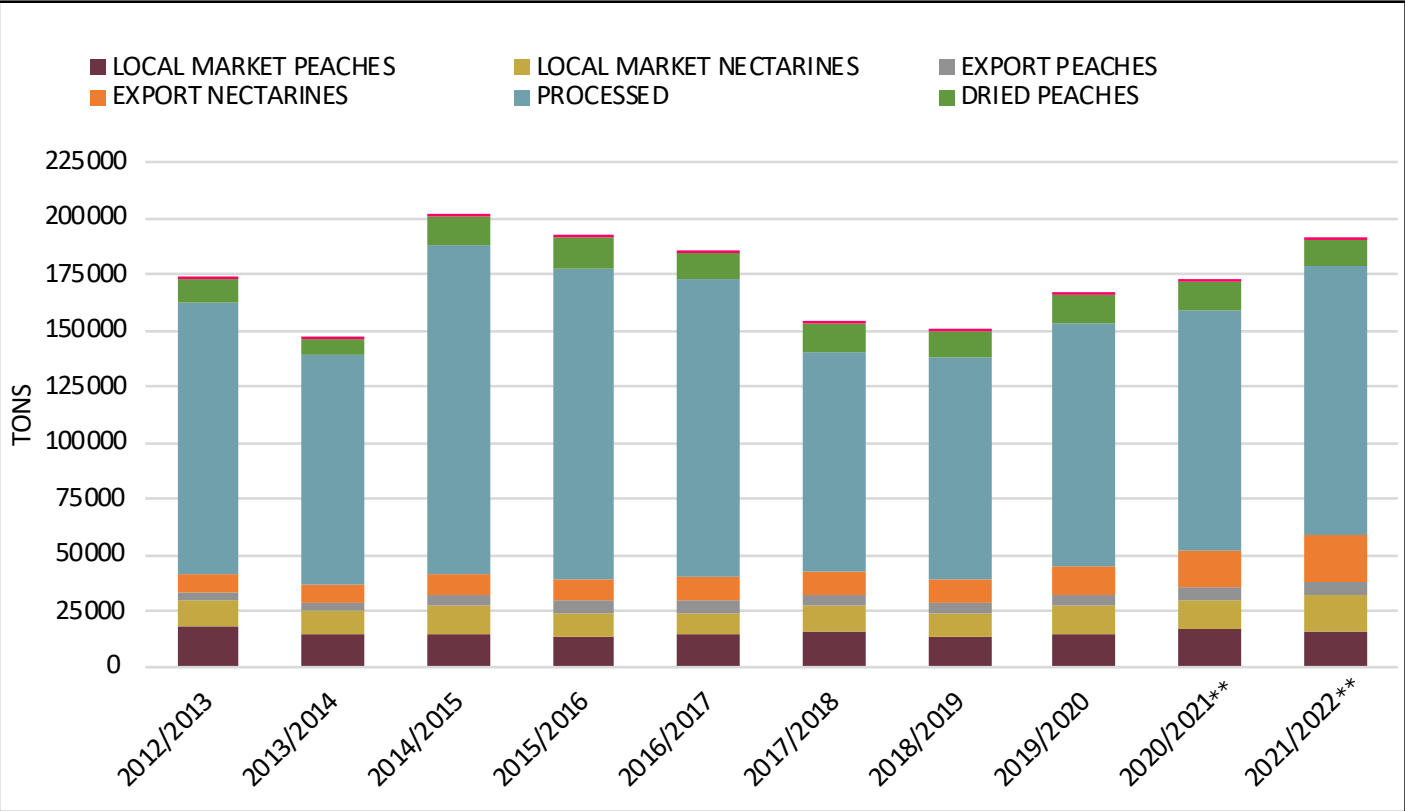
ORCHARD AGE DISTRIBUTION (HECTARES): CLING PEACHES

| CULTIVAR             | 0 - 2 YRS | 3 - 5 YRS | 6 - 15 YRS | 16 - 18 YRS | 18+ YEARS |
|----------------------|-----------|-----------|------------|-------------|-----------|
| KEISIE               | 16        | 73        | 341        | 140         | 388       |
| CASCADE              | 19        | 46        | 581        | 27          | 1         |
| SANDVLIET            | 30        | 65        | 326        | 52          | 157       |
| KAKAMAS              | 7         | 4         | 70         | 31          | 220       |
| SUPREME              | 3         | 9         | 100        | 87          | 62        |
| OOM SAREL            | 0         | 9         | 77         | 25          | 95        |
| WESTERN SUN          | 0         | 0         | 3          | 37          | 127       |
| FANTACY              | 0         | 6         | 124        | 10          | 6         |
| AUTUMN CRUNCH        | 8         | 8         | 125        | 4           | 0         |
| GOLDEN PRIDE         | 8         | 14        | 114        | 4           | 2         |
| PROFESSOR NEETHLING  | 0         | 0         | 0          | 0           | 69        |
| BONNIGOLD            | 0         | 6         | 17         | 10          | 14        |
| GOUDMYN              | 0         | 6         | 18         | 1           | 13        |
| PROFESSOR MALHERBE   | 1         | 0         | 10         | 3           | 20        |
| FIESTA GOLD          | 0         | 1         | 32         | 0           | 0         |
| WOLTEMADE            | 0         | 0         | 3          | 0           | 23        |
| OTHER CLING PEACHES  | 0         | 2         | 21         | 5           | 55        |
| TOTAL                | 93        | 248       | 1 962      | 436         | 1 254     |
| % OF TOTAL AREA (HA) | 4%        | 11%       | 85%        | 19%         | 54%       |

SOURCE: HORTGRO TREE CENSUS, 2022

CROP DISTRIBUTION: PEACHES & NECTARINES

| YEAR<br>OCT - SEPT               | TOTAL<br>PRODUCTION | LOCAL<br>MARKET<br>PEACHES | LOCAL<br>MARKET<br>NECTARINES | EXPORTS<br>PEACHES | EXPORTS<br>NECTARINES | PROCESSED | DRIED<br>PEACHES | DRIED<br>NECTARINES | CHANGE IN<br>TOTAL<br>PRODUCTION |
|----------------------------------|---------------------|----------------------------|-------------------------------|--------------------|-----------------------|-----------|------------------|---------------------|----------------------------------|
|                                  | (TON)               | (TON)                      | (TON)                         | (TON)              | (TON)                 | (TON)     | (TON)            | (TON)               | %                                |
| 2012/2013                        | 173 300             | 18 019                     | 11 583                        | 3 457              | 8 182                 | 121 539   | 9 790            | 732                 | -                                |
| 2013/2014                        | 147 062             | 14 571                     | 10 647                        | 3 928              | 7 373                 | 102 347   | 7 612            | 583                 | -15%                             |
| 2014/2015                        | 201 409             | 15 010                     | 12 214                        | 4 962              | 9 352                 | 146 148   | 13 013           | 710                 | 37%                              |
| 2015/2016                        | 191 886             | 13 872                     | 9 895                         | 5 531              | 10 044                | 137 733   | 14 080           | 732                 | -5%                              |
| 2016/2017                        | 185 749             | 15 200                     | 9 155                         | 5 423              | 10 307                | 132 464   | 12 381           | 820                 | -3%                              |
| 2017/2018                        | 153 122             | 16 212                     | 10 942                        | 5 390              | 10 505                | 97 720    | 11 831           | 523                 | -18%                             |
| 2018/2019                        | 150 098             | 13 176                     | 11 277                        | 4 588              | 10 027                | 98 953    | 11 556           | 523                 | -2%                              |
| 2019/2020                        | 166 043             | 14 614                     | 12 431                        | 5 026              | 12 664                | 108 459   | 12 386           | 462                 | 11%                              |
| 2020/2021**                      | 172 021             | 16 477                     | 13 185                        | 6 114              | 16 278                | 107 014   | 12 458           | 495                 | 4%                               |
| 2021/2022**                      | 190 421             | 16 022                     | 15 864                        | 6 272              | 20 489                | 120 284   | 11 088           | 402                 | 11%                              |
| AVERAGE CROP<br>DISTRIBUTION (%) |                     | 9%                         | 7%                            | 3%                 | 7%                    | 68%       | 7%               | 0%                  |                                  |



SOURCE: DAFF/PPECB/HORTGRO, 2022

\*VOLUMES DECLARED TO HORTGRO

\*\*Last 2 seasons subject to possible adjustments

NOTE:Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information

# HISTORICAL PRICE TRENDS: PEACHES & NECTARINES

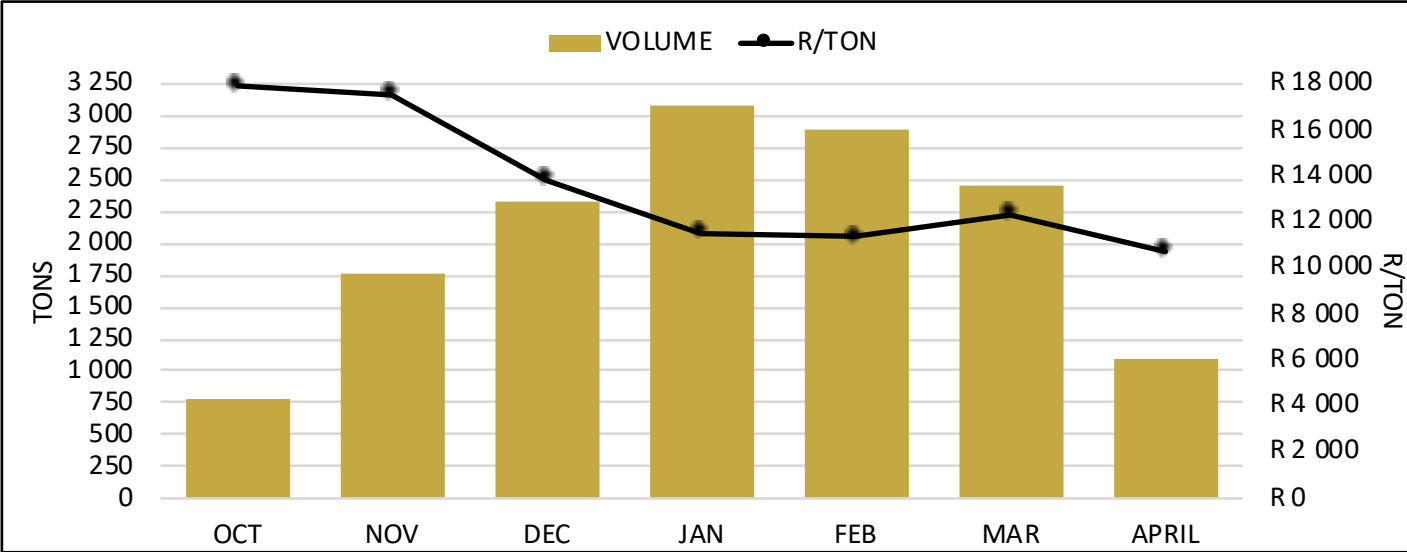
| YEAR<br>OCT - SEPT | SALES ON<br>MARKET | EXPORTS NET<br>REALISATION | PROCESSED   | GROSS<br>VALUE<br>DRIED | GROSS<br>VALUE<br>FRESH | TOTAL VALUE<br>OF<br>PRODUCTION | CHANGE IN<br>TOTAL VALUE<br>OF<br>PRODUCTION |
|--------------------|--------------------|----------------------------|-------------|-------------------------|-------------------------|---------------------------------|----------------------------------------------|
|                    | (R per ton)        | (R per ton)                | (R per ton) | (R1,000)                | (R1,000)                | (R1,000)                        | (%)                                          |
| 2012/2013          | 8 027              | 16 743                     | 2 205       | 27 991                  | 507 905                 | 803 885                         | -                                            |
| 2013/2014          | 9 396              | 19 403                     | 2 653       | 32 555                  | 524 138                 | 828 252                         | 3%                                           |
| 2014/2015          | 9 976              | 20 464                     | 3 133       | 71 064                  | 664 893                 | 1 193 827                       | 44%                                          |
| 2015/2016          | 11 107             | 24 380                     | 3 687       | 67 112                  | 644 145                 | 1 367 586                       | 15%                                          |
| 2016/2017          | 11 139             | 22 742                     | 3 157       | 66 493                  | 629 167                 | 1 254 418                       | -8%                                          |
| 2017/2018          | 15 922             | 27 210                     | 2 884       | 45 452                  | 866 051                 | 1 190 816                       | -5%                                          |
| 2018/2019          | 17 368             | 27 627                     | 2 898       | 51 075                  | 828 477                 | 1 165 668                       | -2%                                          |
| 2019/2020          | 16 984             | 25 877                     | 2 849       | 71 677                  | 917 099                 | 1 298 191                       | 11%                                          |
| 2020/2021**        | 17 199             | 26 052                     | 2 776       | 61 283                  | 1 093 505               | 1 451 251                       | 12%                                          |
| 2021/2022**        | 16 838             | 31 160                     | 2 840       | 61 781                  | 1 370 765               | 1 767 760                       | 22%                                          |

SOURCE: DAFF/PPECB, 2022

\*Sales on major local fresh produce markets

\*\*Last 2 seasons subject to possible adjustments

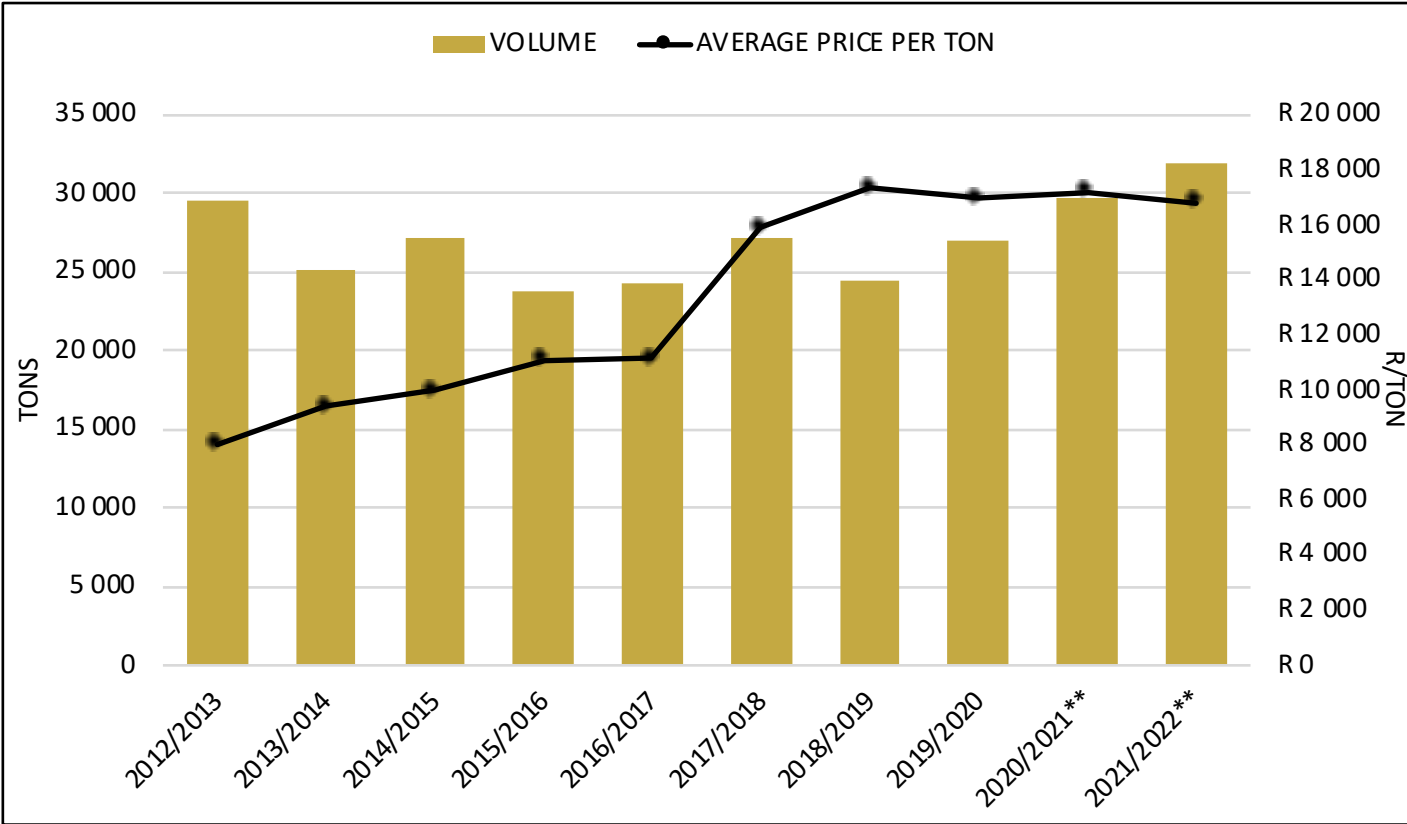
# LOCAL MARKET SALES 2021/2022: PEACHES



SOURCE: DAFF, 2022

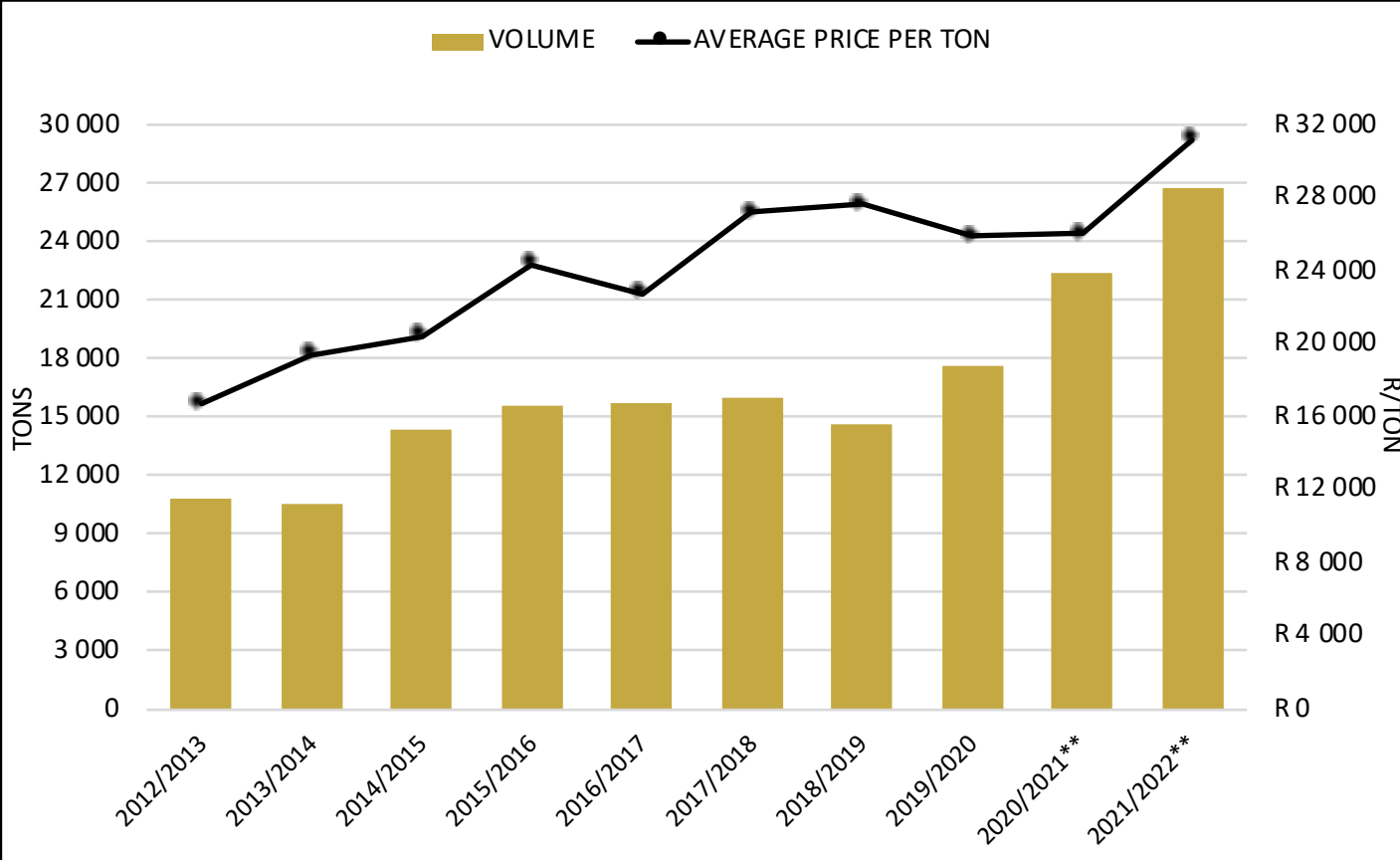
NOTE: Changes in historic information due to upgrading of reporing systems and databases to improve accuracy of information

# LOCAL MARKET HISTORICAL SALES: PEACHES & NECTARINES



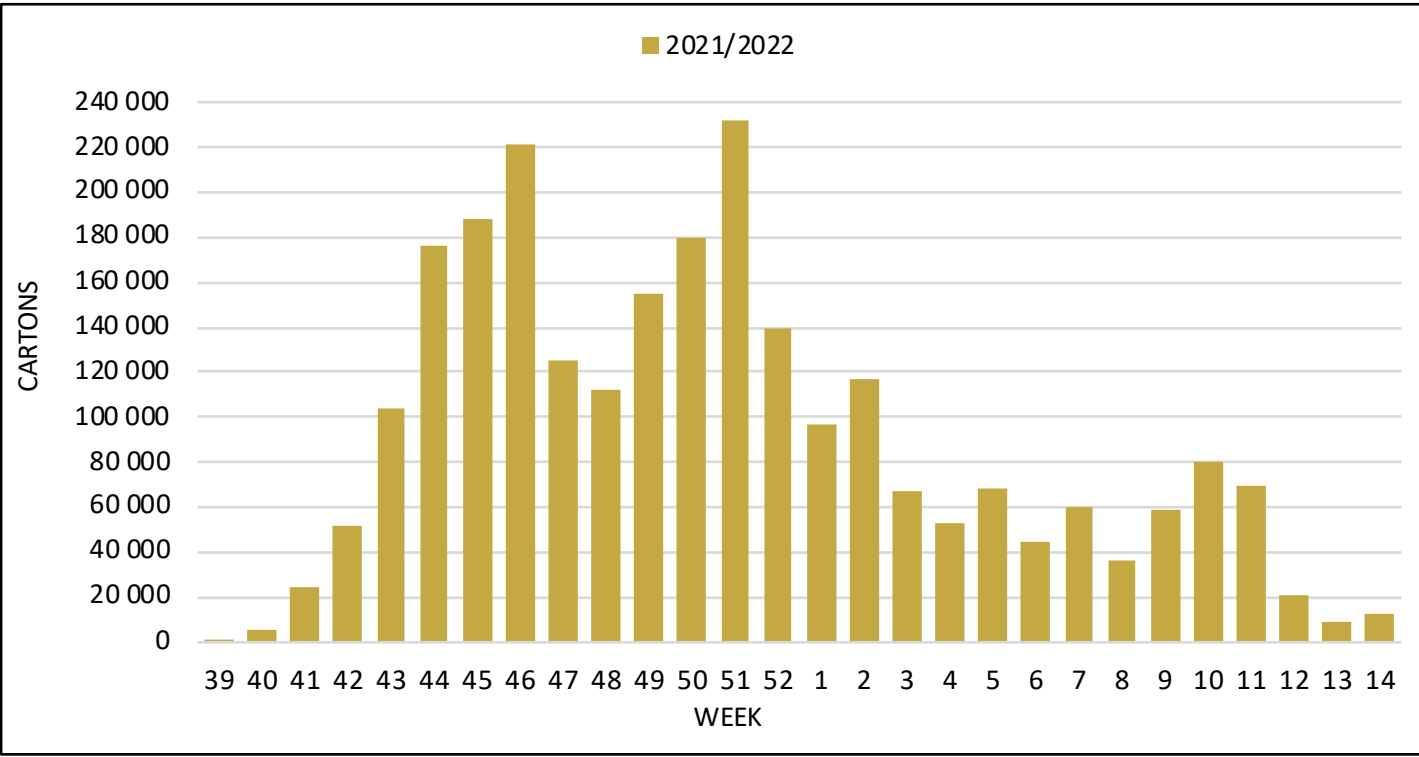
SOURCE: DAFF/HORTGRO, 2022

# EXPORT HISTORICAL SALES: PEACHES & NECTARINES



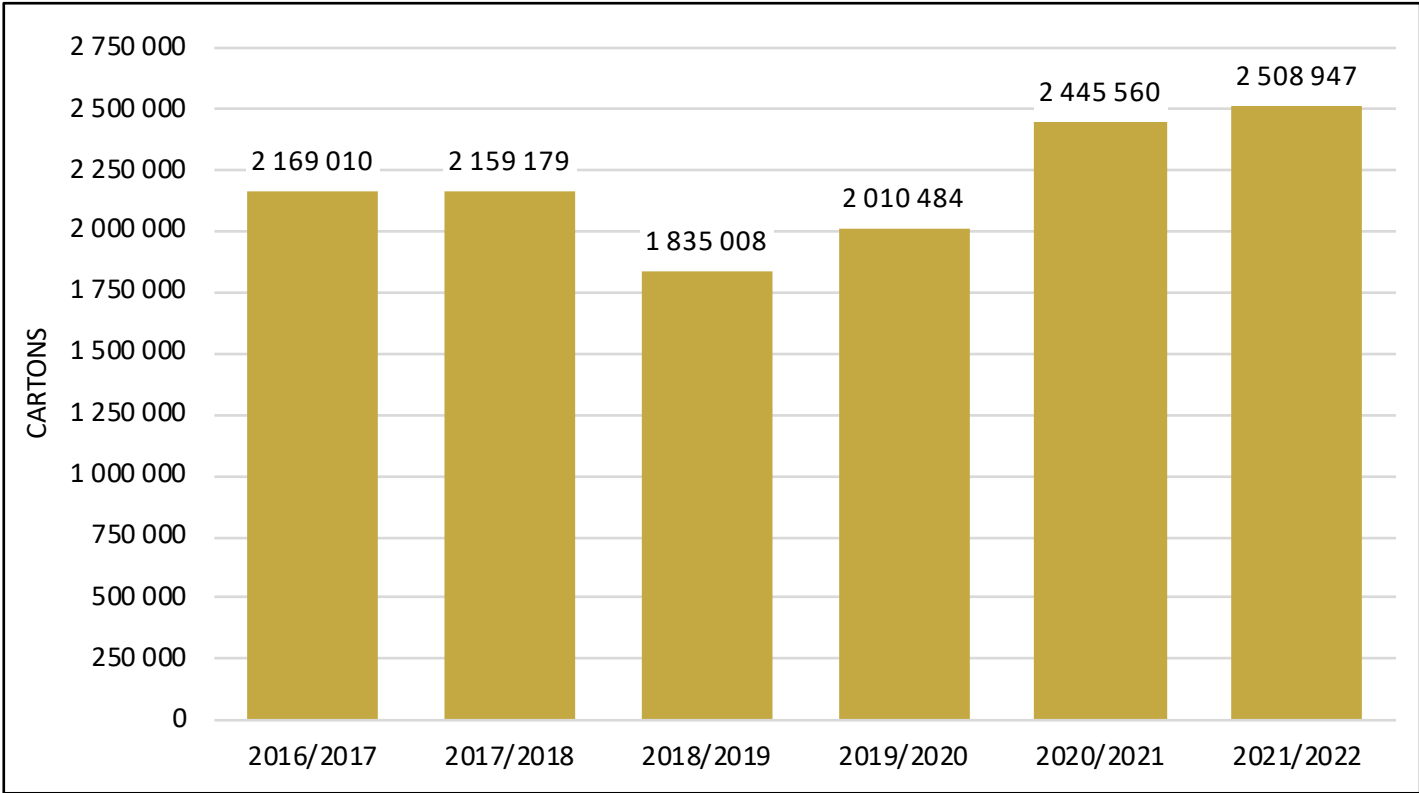
SOURCE: DAFF/PPECB, 2022

PASSED FOR EXPORT PER WEEK: PEACHES



SOURCE: PPECB, 2022  
\*2.5 kg equivalent cartons

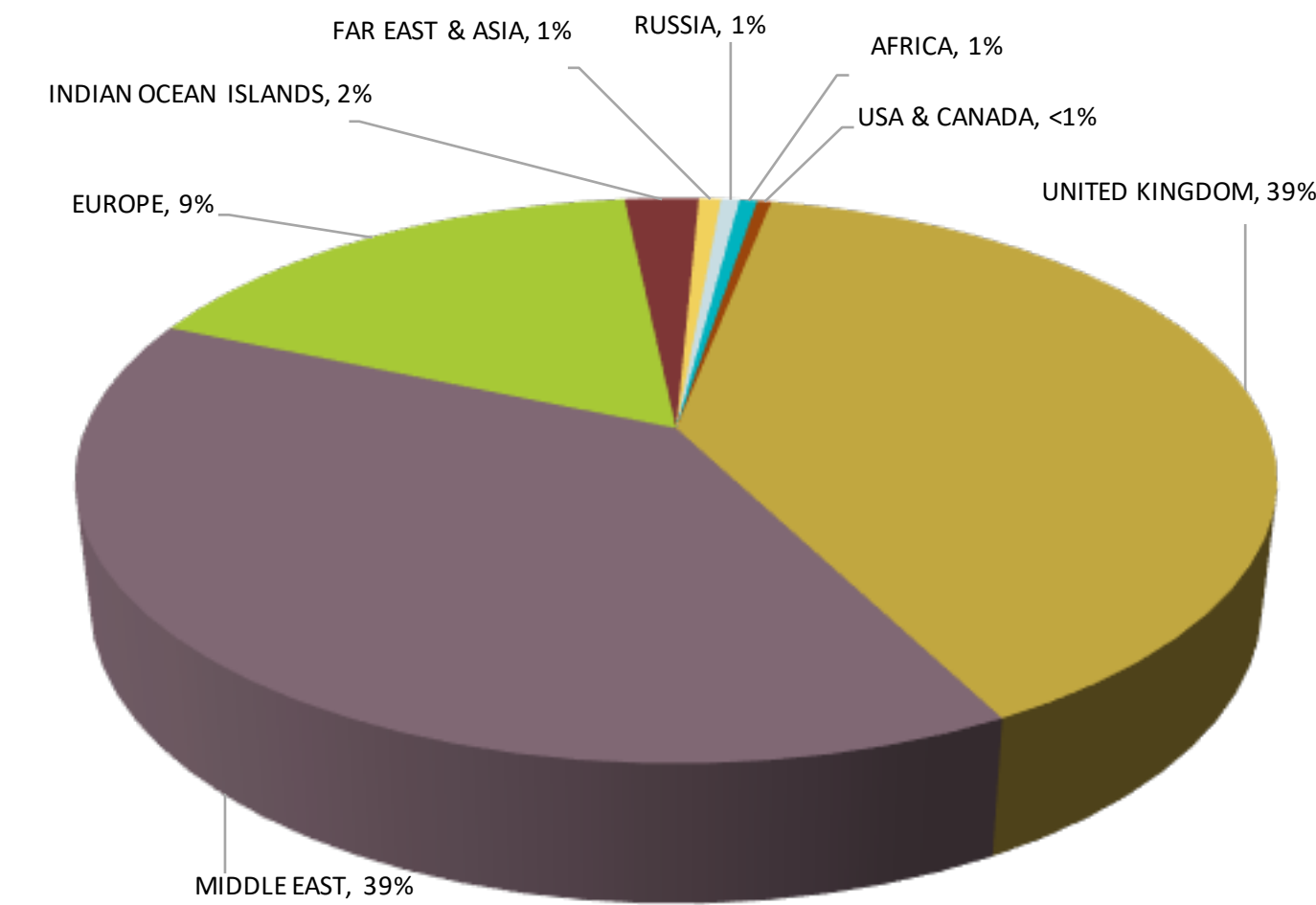
PASSED FOR EXPORT PER SEASON: PEACHES



SOURCE: PPECB, 2022  
\*2.5 kg equivalent cartons



EXPORTS PER MARKET SEGMENT: PEACHES



SOURCE: AGRI-HUB, 2022

CARTONS PASSED FOR EXPORT PER CULTIVAR: PEACHES

| CULTIVAR                | 2018/2019 | 2019/2020 | 2020/2021 | 2021/2022 | % CHANGE<br>21/22 VS<br>20/21 |
|-------------------------|-----------|-----------|-----------|-----------|-------------------------------|
| AMBERCREST®             | 206 006   | 254 491   | 225 972   | 216 656   | -4%                           |
| TEMPTATION              | 217 930   | 177 213   | 220 345   | 215 831   | -2%                           |
| EARLIBLUSH              | 118 572   | 198 495   | 150 881   | 197 985   | 31%                           |
| TRANSVALIA              | 118 910   | 112 539   | 168 516   | 160 938   | -4%                           |
| JIM DANDY               | 106 668   | 152 500   | 130 060   | 137 261   | 6%                            |
| SCARLET RICH            | 84 113    | 93 951    | 120 568   | 124 810   | 4%                            |
| BRITTANEY LANE          | 91 801    | 116 506   | 126 532   | 116 430   | -8%                           |
| SPRING PRINCESS         | 88 799    | 113 892   | 123 017   | 114 398   | -7%                           |
| MAJESTIC DELIGHT        | 57 330    | 61 481    | 77 023    | 101 223   | 31%                           |
| BURPEACH 13             | 3 120     | 1 823     | 71 221    | 100 130   | 41%                           |
| FAIRTIME                | 78 821    | 71 183    | 76 941    | 82 176    | 7%                            |
| SWEET HENRY             | 17 993    | 32 595    | 88 328    | 80 769    | -9%                           |
| RICH LADY               | 78 563    | 85 679    | 87 981    | 68 321    | -22%                          |
| FLATSTAR (REGAL'IN™)    | 0         | 2 291     | 42 368    | 64 418    | 52%                           |
| SUMMERTIME              | 36 261    | 49 818    | 39 142    | 50 983    | 30%                           |
| SWEET DREAM             | 38 700    | 23 870    | 63 408    | 50 441    | -20%                          |
| SUMMER ZEE              | 38 923    | 22 802    | 38 589    | 49 487    | 28%                           |
| DECEMBER PRINCESS       | 37 201    | 26 777    | 40 325    | 44 465    | 10%                           |
| JULIENICE               | 18 785    | 21 119    | 33 010    | 36 602    | 11%                           |
| SNOWCREST               | 33 129    | 21 229    | 28 624    | 28 973    | 1%                            |
| CRIMSON DELIGHT         | 32 980    | 30 202    | 37 377    | 28 808    | -23%                          |
| EARLIRICH               | 16 500    | 18 947    | 25 388    | 28 552    | 12%                           |
| ALPINE DELIGHT          | 22 813    | 16 339    | 23 063    | 26 484    | 15%                           |
| SNOW PRINCESS           | 7 903     | 22 933    | 29 470    | 24 879    | -16%                          |
| JULIEPRETTY             | 13 047    | 12 753    | 18 593    | 23 009    | 24%                           |
| STARPEACH2              | 15 405    | 11 592    | 11 854    | 22 823    | 0%                            |
| BURPEACH 30             | 0         | 0         | 7 581     | 21 292    | 181%                          |
| IVORY DUCHESS           | 17 384    | 12 544    | 19 363    | 19 473    | 1%                            |
| FIRE RICH               | 9 620     | 17 419    | 21 067    | 17 923    | -15%                          |
| SWEET DECEMBER          | 12 140    | 13 891    | 17 369    | 16 211    | -7%                           |
| SNOW ANGEL              | 26 079    | 27 005    | 20 168    | 15 158    | -25%                          |
| CASCADE                 | 1 103     | 2 068     | 7 693     | 15 121    | 97%                           |
| FLAT BEAUTI (REGAL'N™)  | 5 040     | 939       | 11 744    | 14 713    | 25%                           |
| NOVADONNA               | 9 279     | 20 795    | 10 882    | 14 621    | 34%                           |
| OTHER                   | 174 088   | 162 803   | 231 098   | 177 584   | -23%                          |
| TOTAL                   | 1 835 008 | 2 010 484 | 2 445 560 | 2 508 947 | 3%                            |
| % CHANGE (YEAR-ON-YEAR) |           | 10%       | 22%       | 3%        |                               |

SOURCE: PPECB, 2022

NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information

\*2.5 kg equivalent cartons

PRODUCTION AREAS: NECTARINES

| DISTRICT           | NUMBER OF TREES | AREA (HA) |
|--------------------|-----------------|-----------|
| CERES              | 2 072 365       | 1 113     |
| KLEIN KAROO        | 580 769         | 379       |
| BERG RIVER         | 414 564         | 299       |
| WOLSELEY/TULBAGH   | 404 203         | 255       |
| NORTHERN PROVINCES | 121 654         | 130       |
| CITRUSDAL          | 171 918         | 124       |
| WELLINGTON         | 153 339         | 102       |
| WORCESTER          | 138 797         | 87        |
| OLIFANTS RIVER     | 66 147          | 66        |
| EGV                | 98 878          | 60        |
| STELLENBOSCH       | 69 161          | 46        |
| LANGKLOOF WEST     | 56 669          | 37        |
| EASTERN CAPE       | 30 560          | 27        |
| LANGKLOOF EAST     | 45 354          | 23        |
| FRANSCHHOEK        | 24 523          | 22        |
| FREE STATE         | 2 600           | 4         |
| ORANGE RIVER       | 1 995           | 2         |
| TOTAL              | 4 453 496       | 2 776     |

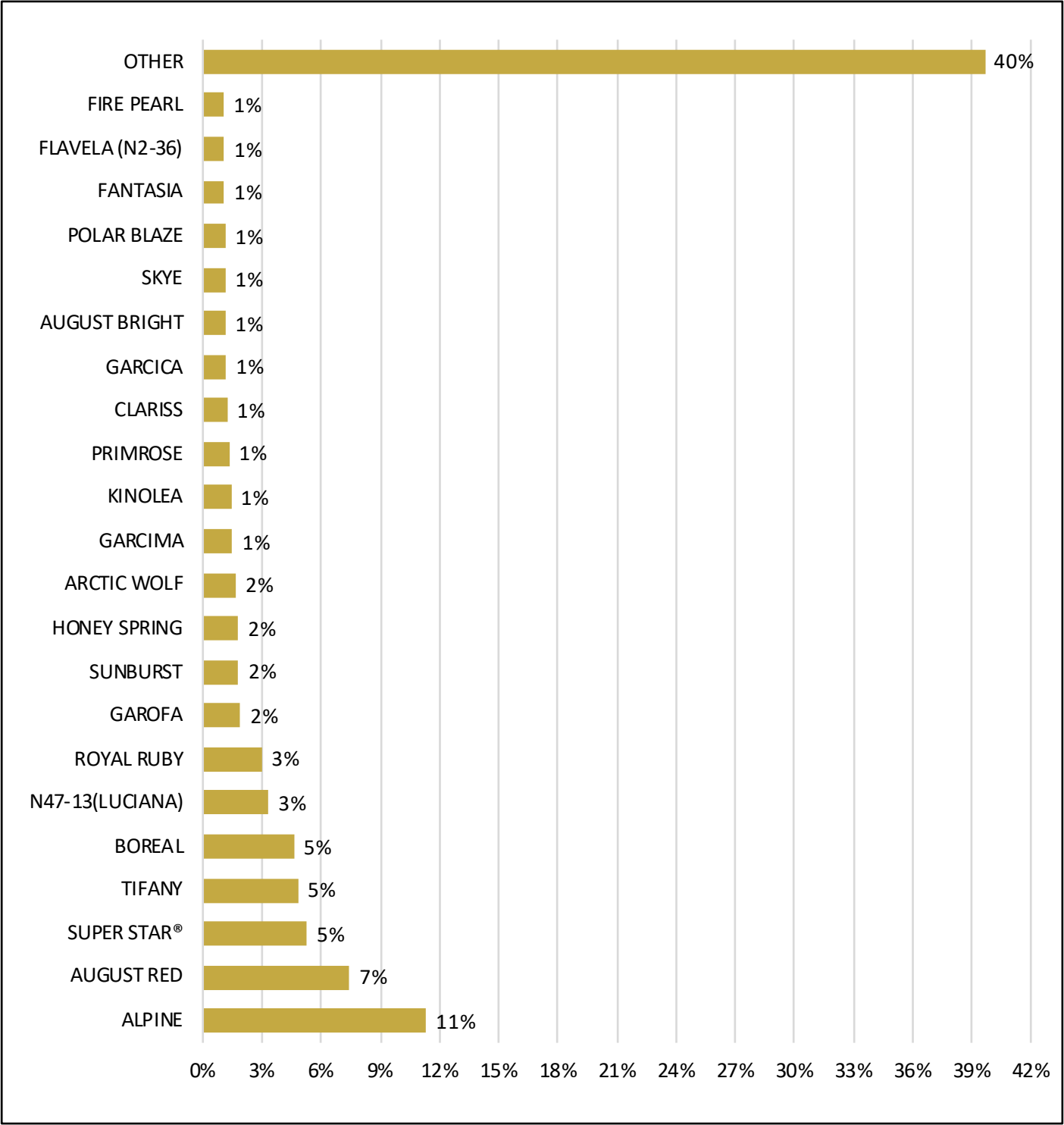
SOURCE: HORTGRO TREE CENSUS, 2022

AREA PLANTED PER CULTIVAR (HECTARES): NECTARINES

| CULTIVAR                | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  |
|-------------------------|-------|-------|-------|-------|-------|-------|
| ALPINE                  | 297   | 284   | 275   | 269   | 277   | 315   |
| AUGUST RED              | 158   | 159   | 181   | 198   | 198   | 207   |
| SUPER STAR®             | 49    | 57    | 75    | 97    | 91    | 147   |
| TIFANY                  | 28    | 35    | 76    | 103   | 112   | 134   |
| BOREAL                  | 0     | 5     | 20    | 50    | 92    | 128   |
| N47-13(LUCIANA)         | 39    | 52    | 62    | 72    | 73    | 93    |
| ROYAL RUBY              | 41    | 58    | 66    | 75    | 76    | 83    |
| GAROFA                  | 25    | 31    | 37    | 46    | 44    | 53    |
| SUNBURST                | 37    | 39    | 37    | 42    | 44    | 50    |
| HONEY SPRING            | 0     | 0     | 0     | 4     | 14    | 50    |
| ARCTIC WOLF             | 28    | 34    | 34    | 34    | 35    | 46    |
| GARCIMA                 | 3     | 3     | 11    | 11    | 23    | 41    |
| KINOLEA                 | 0     | 0     | 0     | 12    | 22    | 40    |
| PRIMROSE                | 9     | 13    | 15    | 24    | 28    | 37    |
| CLARISS                 | 0     | 6     | 15    | 17    | 20    | 34    |
| GARCICA                 | 24    | 25    | 29    | 29    | 29    | 33    |
| AUGUST BRIGHT           | 23    | 23    | 25    | 23    | 22    | 32    |
| SKYE                    | 31    | 36    | 33    | 30    | 31    | 32    |
| POLAR BLAZE             | 0     | 0     | 0     | 4     | 26    | 31    |
| FANTASIA                | 49    | 49    | 45    | 40    | 32    | 30    |
| FLAVELA (N2-36)         | 7     | 15    | 25    | 24    | 24    | 30    |
| FIRE PEARL              | 27    | 27    | 32    | 28    | 28    | 30    |
| OTHER                   | 1 215 | 1 150 | 1 027 | 998   | 975   | 1 101 |
| TOTAL                   | 2 092 | 2 100 | 2 121 | 2 228 | 2 314 | 2 776 |
| % CHANGE (YEAR-ON-YEAR) |       | 0%    | 1%    | 5%    | 4%    | 20%   |

SOURCE: HORTGRO TREE CENSUS, 2022

# CONTRIBUTION TO TOTAL NECTARINE AREA PER CULTIVAR



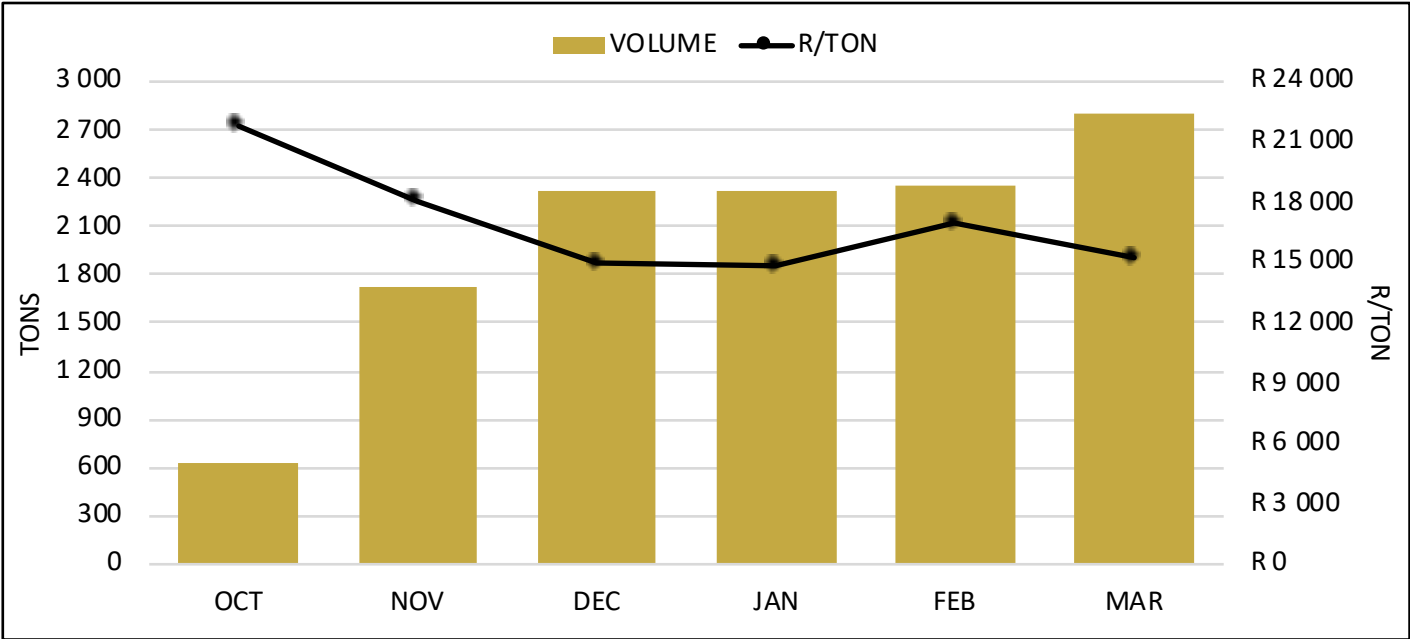
SOURCE: HORTGRO TREE CENSUS, 2022

ORCHARD AGE DISTRIBUTION (HECTARES): NECTARINES

| CULTIVAR             | 0 - 2 YRS | 3 - 5 YRS | 6 - 15 YRS | 16 - 18 YRS | 18+ YEARS |
|----------------------|-----------|-----------|------------|-------------|-----------|
| ALPINE               | 49        | 32        | 79         | 22          | 134       |
| AUGUST RED           | 9         | 60        | 87         | 29          | 22        |
| SUPER STAR®          | 34        | 34        | 78         | 1           | 0         |
| TIFANY               | 16        | 74        | 44         | 0           | 0         |
| BOREAL               | 52        | 75        | 0          | 1           | 0         |
| N47-13(LUCIANA)      | 15        | 42        | 35         | 0           | 0         |
| ROYAL RUBY           | 6         | 28        | 50         | 0           | 0         |
| GAROFA               | 2         | 27        | 24         | 0           | 0         |
| SUNBURST             | 8         | 6         | 23         | 9           | 4         |
| HONEY SPRING         | 43        | 5         | 2          | 0           | 0         |
| ARCTIC WOLF          | 5         | 15        | 26         | 0           | 0         |
| GARCIMA              | 26        | 8         | 8          | 0           | 0         |
| KINOLEA              | 17        | 23        | 0          | 0           | 0         |
| PRIMROSE             | 16        | 7         | 14         | 0           | 0         |
| CLARISS              | 17        | 15        | 2          | 0           | 0         |
| GARCICA              | 0         | 6         | 27         | 0           | 0         |
| AUGUST BRIGHT        | 5         | 2         | 24         | 0           | 0         |
| SKYE                 | 0         | 2         | 27         | 2           | 0         |
| POLAR BLAZE          | 13        | 12        | 6          | 0           | 0         |
| FANTASIA             | 0         | 1         | 6          | 0           | 24        |
| FLAVELA (N2-36)      | 3         | 1         | 26         | 0           | 0         |
| FIRE PEARL           | 0         | 0         | 13         | 14          | 3         |
| SEPTEMBER BRIGHT     | 0         | 3         | 26         | 0           | 0         |
| OTHER                | 168       | 120       | 481        | 149         | 153       |
| TOTAL                | 504       | 599       | 1 106      | 227         | 340       |
| % OF TOTAL AREA (HA) | 18%       | 22%       | 40%        | 8%          | 12%       |

SOURCE: HORTGRO TREE CENSUS, 2022

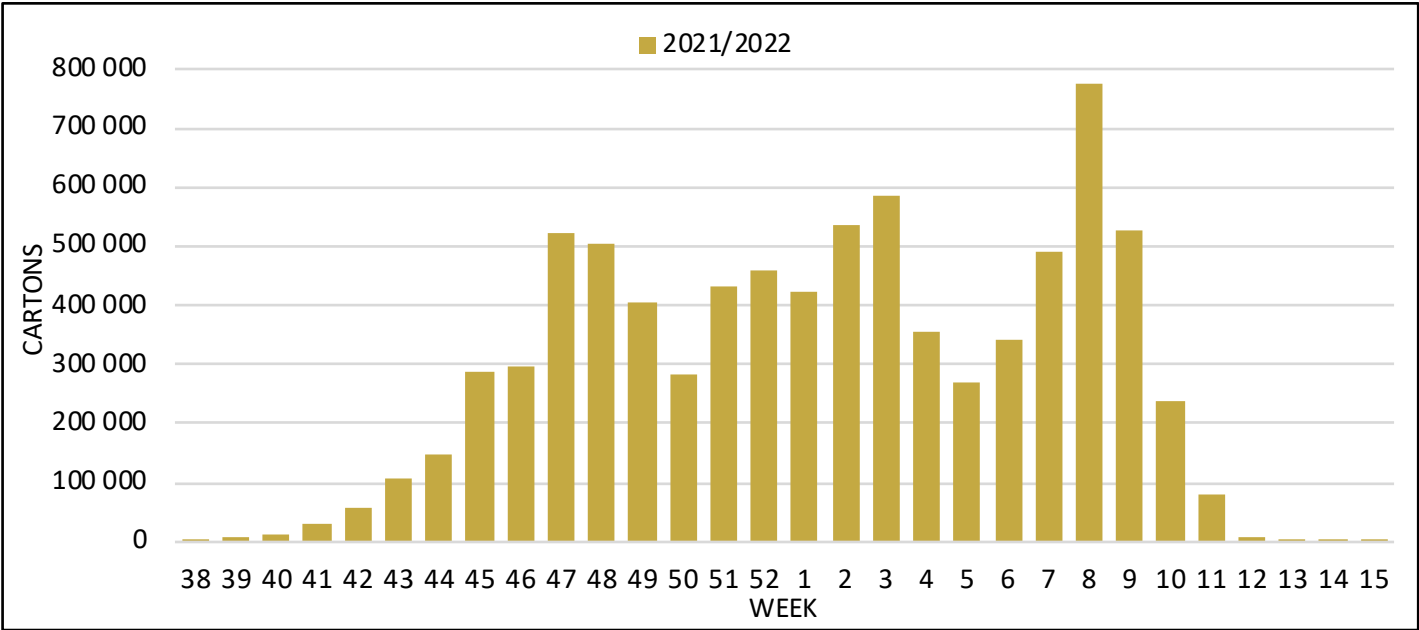
LOCAL MARKET SALES 2021/2022:NECTARINES



SOURCE: DAFF, 2022

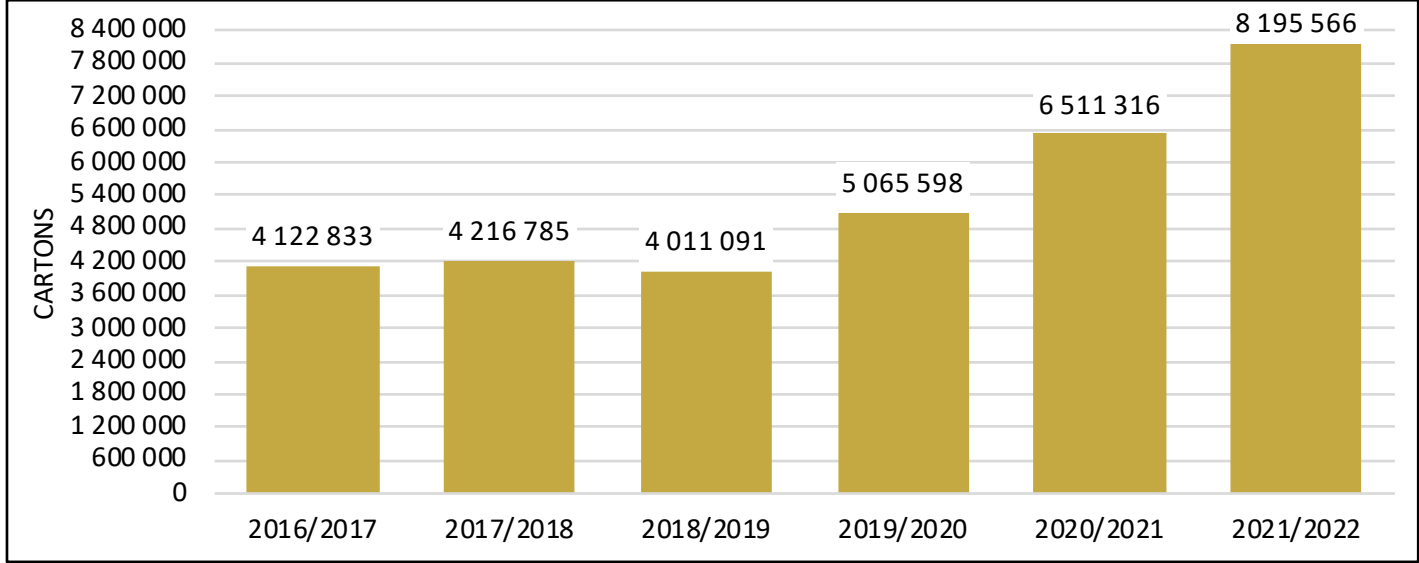
\*2.5 kg equivalent cartons

## PASSED FOR EXPORT PER WEEK: NECTARINES



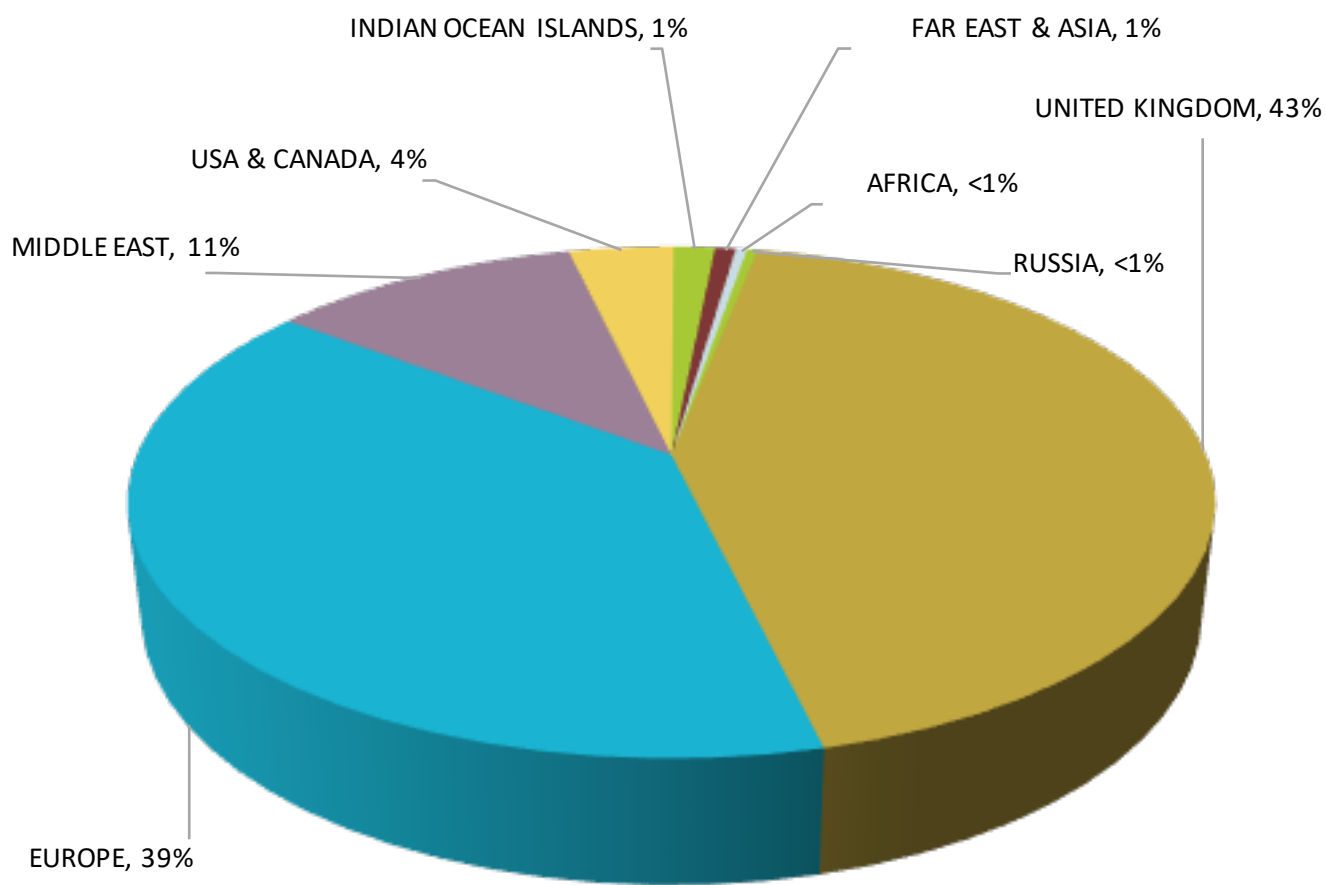
SOURCE: PPECB, 2022  
\*2.5 kg equivalent cartons

## PASSED FOR EXPORT PER SEASON: NECTARINES



SOURCE: PPECB, 2022  
\*2.5 kg equivalent cartons

EXPORTS PER MARKET SEGMENT: NECTARINES



SOURCE: AGRI-HUB, 2022

CARTONS PASSED FOR EXPORT PER CULTIVAR: NECTARINES

| CULTIVAR                | 2018/2019 | 2019/2020 | 2020/2021 | 2021/2022 | % CHANGE<br>21/22 VS<br>20/21 |
|-------------------------|-----------|-----------|-----------|-----------|-------------------------------|
| AUGUST RED              | 514 822   | 718 086   | 1 128 746 | 1 207 214 | 7%                            |
| ALPINE                  | 680 449   | 731 787   | 749 890   | 804 288   | 7%                            |
| TIFANY                  | 85 765    | 170 821   | 315 439   | 670 569   | 113%                          |
| N47-13(LUCIANA)         | 131 496   | 148 310   | 241 070   | 422 149   | 75%                           |
| ROYAL RUBY              | 70 603    | 129 992   | 186 254   | 259 109   | 39%                           |
| SUPER STAR ®            | 184 969   | 217 303   | 235 768   | 248 245   | 5%                            |
| ARCTIC WOLF             | 76 862    | 214 224   | 168 656   | 196 444   | 16%                           |
| SEPTEMBER BRIGHT        | 85 580    | 77 433    | 102 784   | 187 994   | 83%                           |
| SUNBURST                | 95 998    | 128 823   | 112 770   | 175 627   | 56%                           |
| AUGUST BRIGHT           | 69 015    | 145 867   | 126 789   | 169 108   | 33%                           |
| GAROFA                  | 53 893    | 84 315    | 69 117    | 162 620   | 135%                          |
| N48-21(GARCICA)         | 56 173    | 71 603    | 86 342    | 141 597   | 64%                           |
| BOREAL                  | 0         | 5 422     | 21 583    | 138 890   | 544%                          |
| SUMMER BRIGHT           | 78 347    | 93 375    | 130 453   | 130 269   | 0%                            |
| SUMMER FIRE             | 121 130   | 83 372    | 219 897   | 130 102   | -41%                          |
| FIRE PEARL              | 57 140    | 98 506    | 119 601   | 124 029   | 4%                            |
| GIANT PEARL             | 44 148    | 103 543   | 118 396   | 100 993   | -15%                          |
| PRIMROSE                | 14 759    | 44 356    | 46 302    | 96 843    | 109%                          |
| NECTARJEWEL (REGAL'N™)  | 49 789    | 76 237    | 85 311    | 92 048    | 8%                            |
| RUBY DIAMOND            | 54 020    | 46 654    | 67 799    | 87 997    | 30%                           |
| CLARISS                 | 0         | 1 026     | 39 354    | 80 032    | 103%                          |
| PEARLICIOUS VII         | 20 158    | 27 952    | 39 533    | 79 015    | 100%                          |
| REGAL PEARL             | 67 404    | 68 280    | 119 797   | 76 147    | -36%                          |
| KAY DIAMOND             | 43 741    | 61 527    | 47 113    | 74 899    | 59%                           |
| ARCTIC STAR             | 36 107    | 84 299    | 56 071    | 74 869    | 34%                           |
| POLAR LIGHT             | 22 962    | 54 516    | 49 958    | 74 266    | 49%                           |
| SHIMMER PEARL           | 38 168    | 51 712    | 70 216    | 72 693    | 4%                            |
| NECTAGALA (REGAL'N™)    | 22 320    | 34 350    | 122 550   | 64 754    | -47%                          |
| MICA                    | 35 630    | 36 445    | 49 386    | 64 737    | 31%                           |
| MARGARET'S PRIDE        | 23 803    | 44 602    | 38 084    | 62 296    | 64%                           |
| UNICO                   | 33 691    | 61 994    | 58 132    | 60 059    | 3%                            |
| FIRE SWEET              | 31 784    | 43 761    | 41 650    | 56 424    | 35%                           |
| DIAMOND ZEE             | 8 083     | 21 955    | 27 614    | 55 673    | 102%                          |
| ALASKA RED              | 24 221    | 34 988    | 29 474    | 54 712    | 86%                           |
| HONEY DELIGHT           | 0         | 0         | 883       | 54 260    | 6044%                         |
| KINOLEA                 | 0         | 0         | 3 143     | 46 834    | 1390%                         |
| OTHER                   | 1 078 061 | 1 048 163 | 1 385 390 | 1 597 764 | 15%                           |
| TOTAL                   | 4 011 091 | 5 065 598 | 6 511 316 | 8 195 566 | 26%                           |
| % CHANGE (YEAR-ON-YEAR) |           | 26%       | 29%       | 26%       |                               |

SOURCE: PPECB, 2022

NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information

\*2.5 kg equivalent cartons



# plums



## PRODUCTION AREAS: PLUMS AND PRUNES

| REGION               | PLUMS           |           | PRUNES          |           |
|----------------------|-----------------|-----------|-----------------|-----------|
|                      | NUMBER OF TREES | AREA (HA) | NUMBER OF TREES | AREA (HA) |
| KLEIN KAROO          | 4 024 946       | 1 885     | 8 075           | 11        |
| WOLSELEY/TULBAGH     | 1 258 162       | 691       | 67 280          | 77        |
| FRANSCHHOEK          | 976 119         | 503       | 860             | 1         |
| WELLINGTON           | 954 193         | 429       | 0               | 0         |
| PAARL                | 726 991         | 397       | 0               | 0         |
| STELLENBOSCH         | 624 982         | 326       | 21              | 0         |
| CERES                | 653 701         | 306       | 139 190         | 147       |
| WORCESTER            | 392 495         | 209       | 2 267           | 3         |
| GROENLAND            | 287 257         | 147       | 0               | 0         |
| LANGKLOOF WEST       | 248 133         | 130       | 0               | 0         |
| SOMERSET WEST        | 355 231         | 125       | 0               | 0         |
| VILLIERSDORP/VYEBOOM | 285 642         | 119       | 3 726           | 3         |
| LANGKLOOF EAST       | 143 797         | 79        | 500             | 1         |
| BERG RIVER           | 129 804         | 67        | 9 217           | 3         |
| ORANGE RIVER         | 34 658          | 25        | 1 441           | 0         |
| NORTHERN PROVINCES   | 21 607          | 16        | 0               | 0         |
| EASTERN CAPE         | 10 858          | 10        | 3 000           | 4         |
| FREE STATE           | 1 750           | 3         | 0               | 0         |
| TOTAL                | 11 130 326      | 5 465     | 235 577         | 250       |

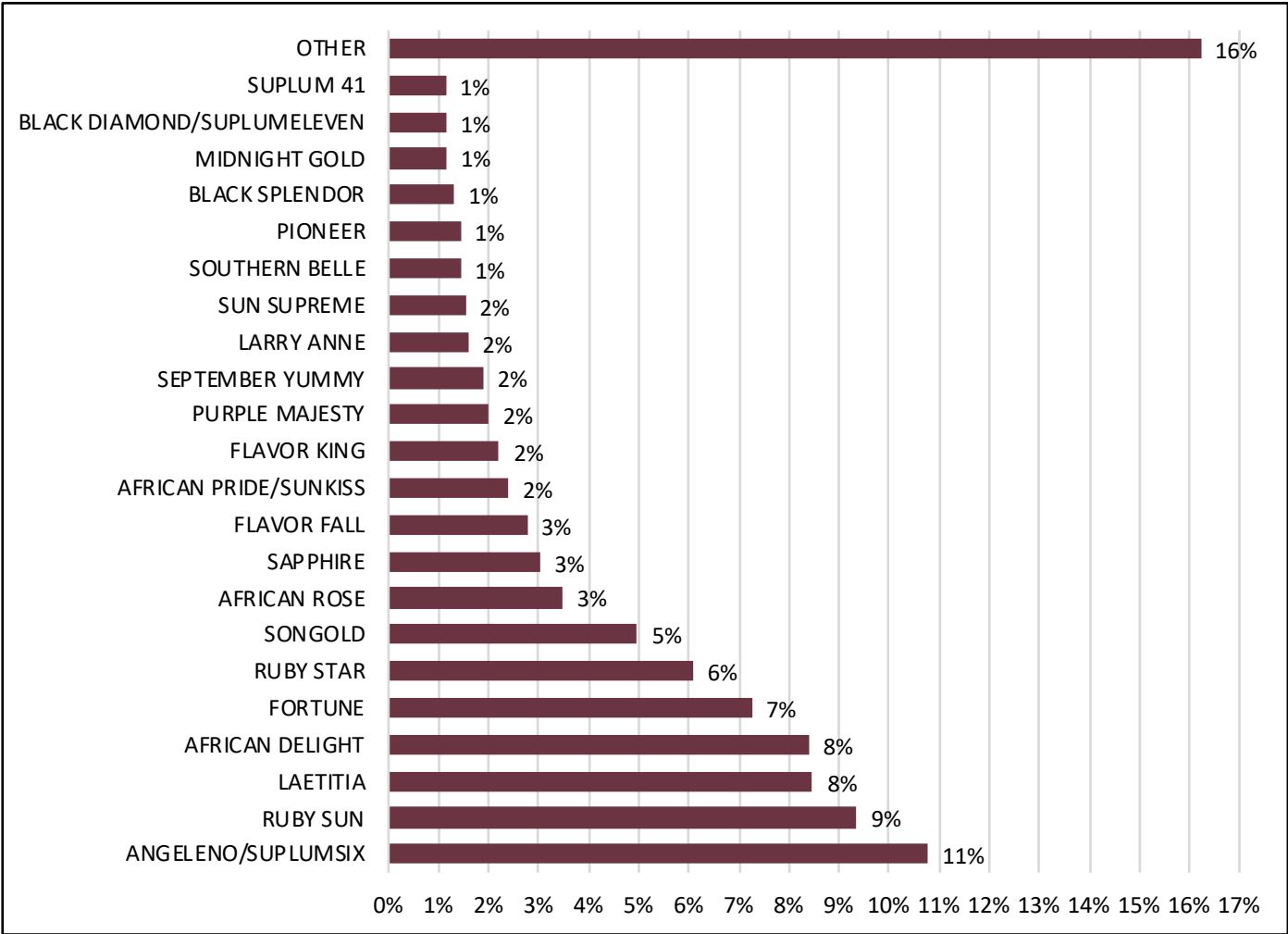
SOURCE: HORTGRO TREE CENSUS, 2022

AREA PLANTED PER CULTIVAR: PLUMS

| PLUM CULTIVARS              | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  |
|-----------------------------|-------|-------|-------|-------|-------|-------|
| ANGELENO/ SUPLUMSIX         | 506   | 535   | 542   | 593   | 592   | 590   |
| RUBY SUN                    | 243   | 323   | 368   | 440   | 472   | 511   |
| LAETITIA                    | 531   | 493   | 493   | 471   | 473   | 463   |
| AFRICAN DELIGHT             | 349   | 389   | 363   | 419   | 438   | 459   |
| FORTUNE                     | 361   | 387   | 400   | 407   | 422   | 396   |
| RUBY STAR                   | 273   | 337   | 316   | 342   | 333   | 332   |
| SONGOLD                     | 441   | 401   | 345   | 323   | 302   | 272   |
| AFRICAN ROSE                | 192   | 191   | 190   | 199   | 209   | 190   |
| SAPPHIRE                    | 280   | 253   | 216   | 191   | 178   | 165   |
| FLAVOR FALL                 | 140   | 161   | 149   | 167   | 163   | 151   |
| AFRICAN PRIDE/SUNKISS       | 178   | 166   | 139   | 127   | 129   | 131   |
| FLAVOR KING                 | 153   | 159   | 141   | 125   | 123   | 121   |
| PURPLE MAJESTY              | 123   | 111   | 114   | 109   | 108   | 109   |
| SEPTEMBER YUMMY             | 89    | 102   | 105   | 111   | 115   | 103   |
| LARRY ANNE                  | 86    | 96    | 91    | 83    | 86    | 87    |
| SUN SUPREME                 | 103   | 100   | 92    | 88    | 86    | 84    |
| SOUTHERN BELLE              | 140   | 125   | 118   | 86    | 83    | 79    |
| PIONEER                     | 177   | 155   | 116   | 91    | 83    | 78    |
| BLACK SPLENDOR              | 18    | 24    | 32    | 57    | 64    | 71    |
| MIDNIGHT GOLD               | 34    | 57    | 51    | 64    | 68    | 63    |
| BLACK DIAMOND/ SUPLUMELEVEN | 52    | 59    | 62    | 62    | 59    | 62    |
| SUPLUM 41                   | 33    | 44    | 51    | 63    | 66    | 62    |
| OTHER                       | 746   | 816   | 827   | 836   | 874   | 888   |
| TOTAL                       | 5 248 | 5 486 | 5 319 | 5 451 | 5 523 | 5 465 |
| % CHANGE (YEAR-ON-YEAR)     |       | 5%    | -3%   | 2%    | 1%    | -1%   |

SOURCE: HORTGRO TREE CENSUS, 2022

# CONTRIBUTION TO TOTAL PLUM AREA PER CULTIVAR



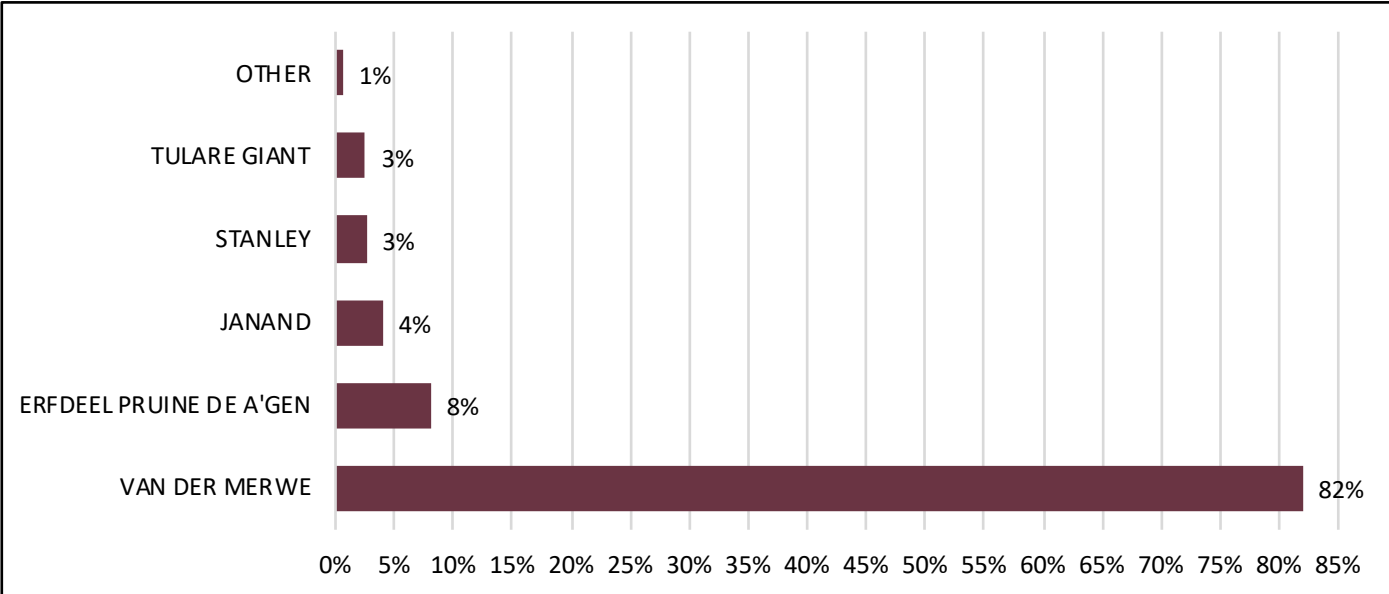
SOURCE: HORTGRO TREE CENSUS, 2022

# AREA PLANTED PER CULTIVAR: PRUNES

| PRUNES                  | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|-------------------------|------|------|------|------|------|------|
| VAN DER MERWE           | 203  | 209  | 188  | 204  | 188  | 205  |
| ERFDEEL PRUINE DE A'GEN | 36   | 31   | 33   | 22   | 20   | 20   |
| JANAND                  | 7    | 10   | 10   | 10   | 10   | 10   |
| STANLEY                 | 2    | 1    | 4    | 3    | 3    | 7    |
| TULARE GIANT            | 3    | 3    | 4    | 4    | 4    | 6    |
| OTHER                   | 7    | 7    | 4    | 1    | 1    | 2    |
| TOTAL                   | 258  | 260  | 243  | 243  | 226  | 250  |
| % CHANGE (YEAR-ON-YEAR) |      | 1%   | -7%  | 0%   | -7%  | 11%  |

SOURCE: HORTGRO TREE CENSUS, 2022

# CONTRIBUTION TO TOTAL PRUNE AREA PER CULTIVAR



SOURCE: HORTGRO TREE CENSUS, 2022

# ORCHARD AGE DISTRIBUTION (HECTARES): PLUMS

| CULTIVAR                   | 0 -2 YRS | 3 - 5 YRS | 6 - 15 YRS | 16 - 18 YRS | 18+ YEARS |
|----------------------------|----------|-----------|------------|-------------|-----------|
| ANGELENO/SUPLUMSIX         | 11       | 109       | 350        | 21          | 98        |
| RUBY SUN                   | 23       | 144       | 341        | 0           | 2         |
| LAETITIA                   | 24       | 63        | 182        | 3           | 191       |
| AFRICAN DELIGHT            | 38       | 62        | 339        | 5           | 14        |
| FORTUNE                    | 16       | 46        | 214        | 24          | 96        |
| RUBY STAR                  | 3        | 59        | 266        | 0           | 5         |
| SONGOLD                    | 4        | 16        | 80         | 2           | 170       |
| AFRICAN ROSE               | 1        | 5         | 179        | 3           | 2         |
| SAPPHIRE                   | 4        | 7         | 72         | 9           | 73        |
| FLAVOR FALL                | 3        | 4         | 143        | 0           | 1         |
| AFRICAN PRIDE/SUNKISS      | 6        | 4         | 36         | 25          | 59        |
| FLAVOR KING                | 7        | 17        | 57         | 6           | 35        |
| PURPLE MAJESTY             | 5        | 5         | 55         | 32          | 13        |
| SEPTEMBER YUMMY            | 4        | 25        | 74         | 0           | 0         |
| LARRY ANNE                 | 1        | 8         | 66         | 3           | 8         |
| SUN SUPREME                | 3        | 2         | 43         | 33          | 3         |
| SOUTHERN BELLE             | 4        | 8         | 22         | 6           | 39        |
| PIONEER                    | 1        | 0         | 3          | 8           | 66        |
| BLACK SPLENDOR             | 12       | 41        | 18         | 0           | 0         |
| MIDNIGHT GOLD              | 5        | 3         | 55         | 0           | 0         |
| BLACK DIAMOND/SUPLUMELEVEN | 3        | 16        | 37         | 6           | 0         |
| SUPLUM 41                  | 7        | 14        | 41         | 0           | 0         |
| BLACKRED 1                 | 44       | 15        | 0          | 0           | 0         |
| BLACK PEARL                | 0        | 9         | 47         | 0           | 0         |
| RED PHOENIX                | 11       | 33        | 12         | 0           | 0         |
| FALL FIESTA                | 2        | 13        | 35         | 0           | 0         |
| OTHER                      | 75       | 146       | 305        | 17          | 121       |
| TOTAL                      | 316      | 873       | 3 074      | 203         | 998       |
| % OF TOTAL AREA (HA)       | 6%       | 16%       | 56%        | 4%          | 18%       |

SOURCE: HORTGRO TREE CENUS, 2022

# ORCHARD AGE DISTRIBUTION (HECTARES): PRUNES

| CULTIVAR             | 0 -2 YRS | 3 - 5 YRS | 6 - 15 YRS | 16 - 18 YRS | 18+ YEARS |
|----------------------|----------|-----------|------------|-------------|-----------|
| VAN DER MERWE        | 1        | 13        | 73         | 15          | 103       |
| ERFDEEL PRUNE D'AGEN | 0        | 0         | 2          | 0           | 18        |
| JANAND               | 0        | 0         | 5          | 0           | 5         |
| STANLEY              | 0        | 6         | 0          | 0           | 1         |
| TULARE GIANT         | 0        | 0         | 6          | 0           | 0         |
| OTHER                | 0        | 0         | 2          | 0           | 0         |
| TOTAL                | 1        | 19        | 88         | 15          | 127       |
| % OF TOTAL AREA (HA) | 0%       | 8%        | 35%        | 6%          | 51%       |

SOURCE: HORTGRO TREE CENUS, 2022

CROP DISTRIBUTION: PLUMS AND PRUNES

| Year<br>OCT- SEPT             | PLUMS               |                  |         |           |                                  | PRUNES              |                                  |
|-------------------------------|---------------------|------------------|---------|-----------|----------------------------------|---------------------|----------------------------------|
|                               | TOTAL<br>PRODUCTION | LOCAL<br>MARKET* | EXPORTS | PROCESSED | CHANGE<br>IN TOTAL<br>PRODUCTION | TOTAL<br>PRODUCTION | CHANGE IN<br>TOTAL<br>PRODUCTION |
|                               | (TON)               | (TON)            | (TON)   | (TON)     | %                                | (TON)               | %                                |
| 2012/2013                     | 75 449              | 18 660           | 53 467  | 3 322     | -                                | 2 433               | -                                |
| 2013/2014                     | 69 676              | 16 851           | 50 786  | 2 038     | -8%                              | 2 850               | 17%                              |
| 2014/2015                     | 85 182              | 22 695           | 60 413  | 2 074     | 22%                              | 1 806               | -37%                             |
| 2015/2016                     | 79 007              | 18 392           | 58 139  | 2 476     | -7%                              | 3 150               | 74%                              |
| 2016/2017                     | 85 659              | 18 002           | 64 833  | 2 824     | 8%                               | 2 527               | -20%                             |
| 2017/2018                     | 75 598              | 20 250           | 53 808  | 1 539     | -12%                             | 3 201               | 27%                              |
| 2018/2019                     | 63 352              | 15 022           | 46 151  | 2 179     | -16%                             | 1 247               | -61%                             |
| 2019/2020                     | 65 708              | 15 699           | 46 688  | 3 320     | 4%                               | 766                 | -39%                             |
| 2020/2021**                   | 102 225             | 21 425           | 79 942  | 858       | 56%                              | 2 358               | 208%                             |
| 2021/2022**                   | 111 809             | 24 746           | 82 421  | 4 642     | 9%                               | 2 044               | -13%                             |
| AVERAGE CROP DISTRIBUTION (%) |                     | 24%              | 73%     | 3%        |                                  |                     |                                  |



SOURCE: DAFF/PPECB/HORTGRO, 2022

\*VOLUMES DECLARED TO HORTGRO

\*\*Last 2 seasons subject to possible adjustments

NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information

\*\*\*Fresh prune export volumes included with plum exports

# HISTORICAL PRICE TRENDS: PLUMS AND PRUNES

| YEAR<br>OCT - SEPT | PLUMS              |                            |             |                         |                                 |                                              |
|--------------------|--------------------|----------------------------|-------------|-------------------------|---------------------------------|----------------------------------------------|
|                    | SALES ON<br>MARKET | EXPORTS NET<br>REALISATION | PROCESSED   | GROSS<br>VALUE<br>FRESH | TOTAL VALUE<br>OF<br>PRODUCTION | CHANGE IN<br>TOTAL VALUE<br>OF<br>PRODUCTION |
|                    | (R per ton)        | (R per ton)                | (R per ton) | (R1,000)                | (R1,000)                        | (%)                                          |
| 2012/2013          | 4 236              | 10 861                     | 317         | 660 980                 | 660 829                         | -                                            |
| 2013/2014          | 4 998              | 15 390                     | 310         | 866 616                 | 866 461                         | 31%                                          |
| 2014/2015          | 5 539              | 13 867                     | 319         | 942 810                 | 964 083                         | 11%                                          |
| 2015/2016          | 6 556              | 18 985                     | 624         | 1 224 365               | 1 225 909                       | 27%                                          |
| 2016/2017          | 6 531              | 16 452                     | 500         | 1 184 205               | 1 185 616                       | -3%                                          |
| 2017/2018          | 6 187              | 18 039                     | 500         | 1 095 959               | 1 096 729                       | -7%                                          |
| 2018/2019          | 7 781              | 18 491                     | 500         | 970 289                 | 971 379                         | -11%                                         |
| 2019/2020          | 7 923              | 18 835                     | 595         | 1 003 761               | 1 005 736                       | 4%                                           |
| 2020/2021**        | 7 281              | 18 949                     | 572         | 1 670 808               | 1 671 298                       | 66%                                          |
| 2021/2022**        | 6 808              | 19 412                     | 469         | 1 768 439               | 1 770 615                       | 6%                                           |

| YEAR<br>OCT - SEPT | PRUNES                  |                               |                                 |                                              |
|--------------------|-------------------------|-------------------------------|---------------------------------|----------------------------------------------|
|                    | GROSS<br>VALUE<br>DRIED | GROSS<br>VALUE LOCAL<br>FRESH | TOTAL VALUE<br>OF<br>PRODUCTION | CHANGE IN<br>TOTAL VALUE<br>OF<br>PRODUCTION |
|                    | (R1,000)                | (R1,000)                      | (R1,000)                        | (%)                                          |
| 2012/2013          | 8 993                   | 4 869                         | 13 863                          | -                                            |
| 2013/2014          | 12 335                  | 4 820                         | 17 155                          | 24%                                          |
| 2014/2015          | 15 325                  | 3 859                         | 19 184                          | 12%                                          |
| 2015/2016          | 29 705                  | 5 669                         | 35 373                          | 84%                                          |
| 2016/2017          | 27 372                  | 4 799                         | 32 253                          | -9%                                          |
| 2017/2018          | 36 822                  | 4 448                         | 41 270                          | 28%                                          |
| 2018/2019          | 5 303                   | 4 564                         | 10 008                          | -76%                                         |
| 2019/2020          | 3 962                   | 2 973                         | 8 789                           | -12%                                         |
| 2020/2021**        | 4 147                   | 6 246                         | 11 240                          | 28%                                          |
| 2021/2022**        | 10 966                  | 4 704                         | 15 670                          | 39%                                          |

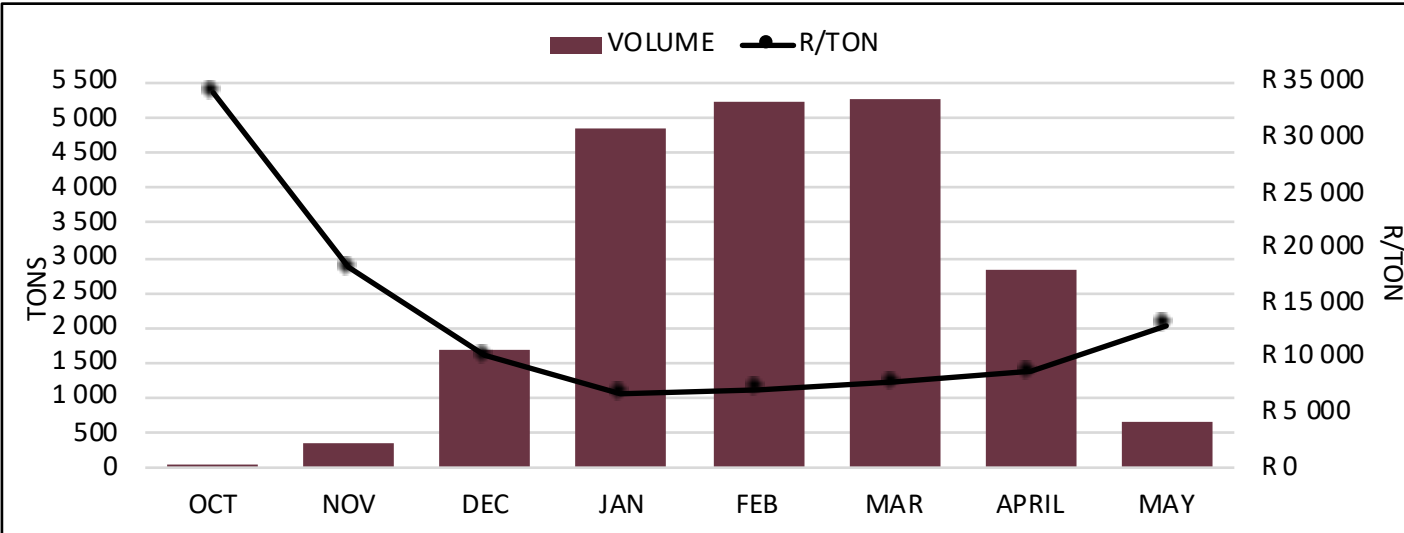
SOURCE: DAFF/HORTGRO, 2022, SARS, 2015/2016 – 2021/2022

\*Sales on major local fresh produce markets

\*\*Last 2 seasons subject to possible change

\*\*\* Prunes Gross Value Fresh only Local volumes, Export Prune volumes and values incorporated with Plums

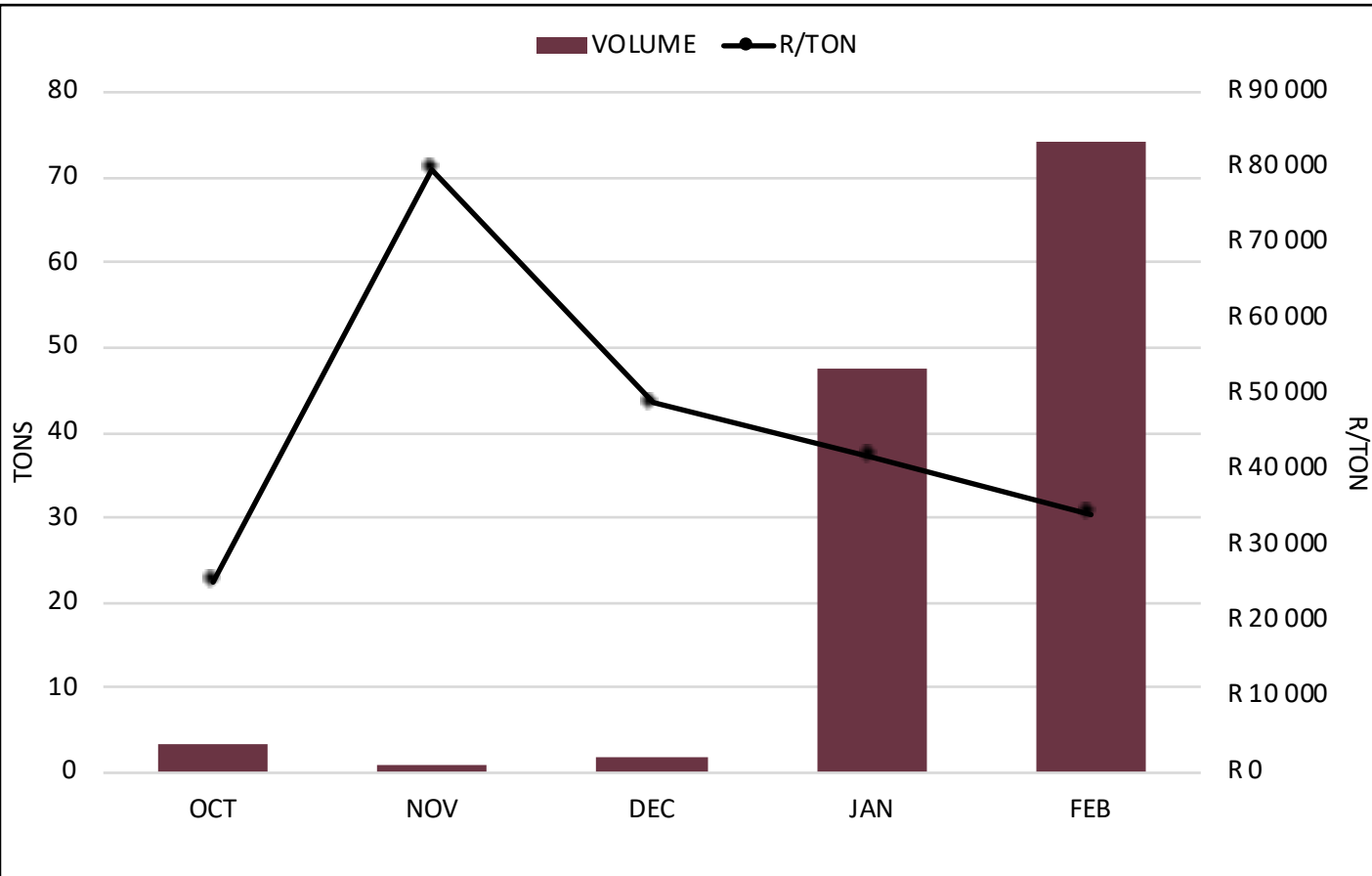
# LOCAL MARKET SALES 2021/2022: PLUMS



SOURCE: DAFF, 2022

NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information

# LOCAL MARKET SALES 2021/2022: PRUNES

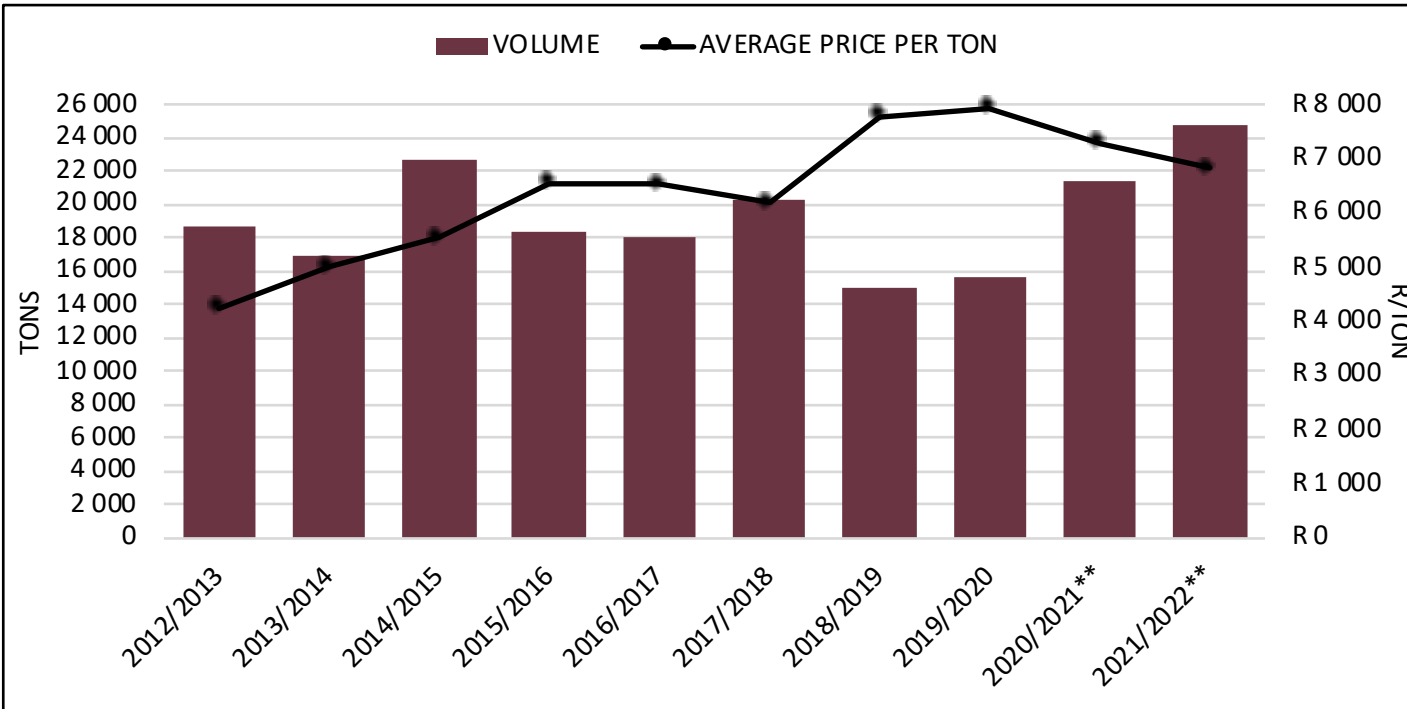


SOURCE: DAFF, 2022

NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information

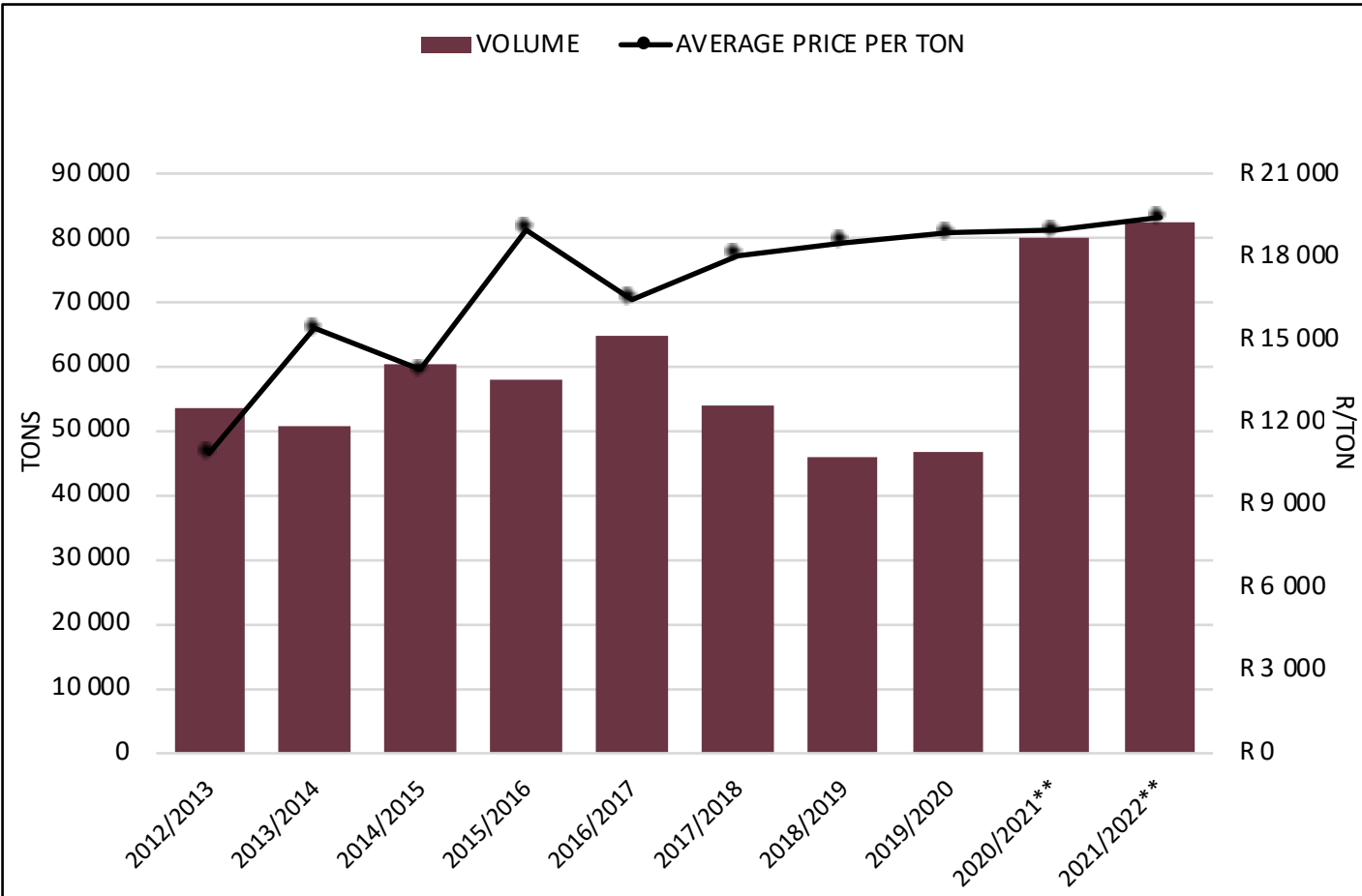


# LOCAL MARKET HISTORICAL SALES: PLUMS



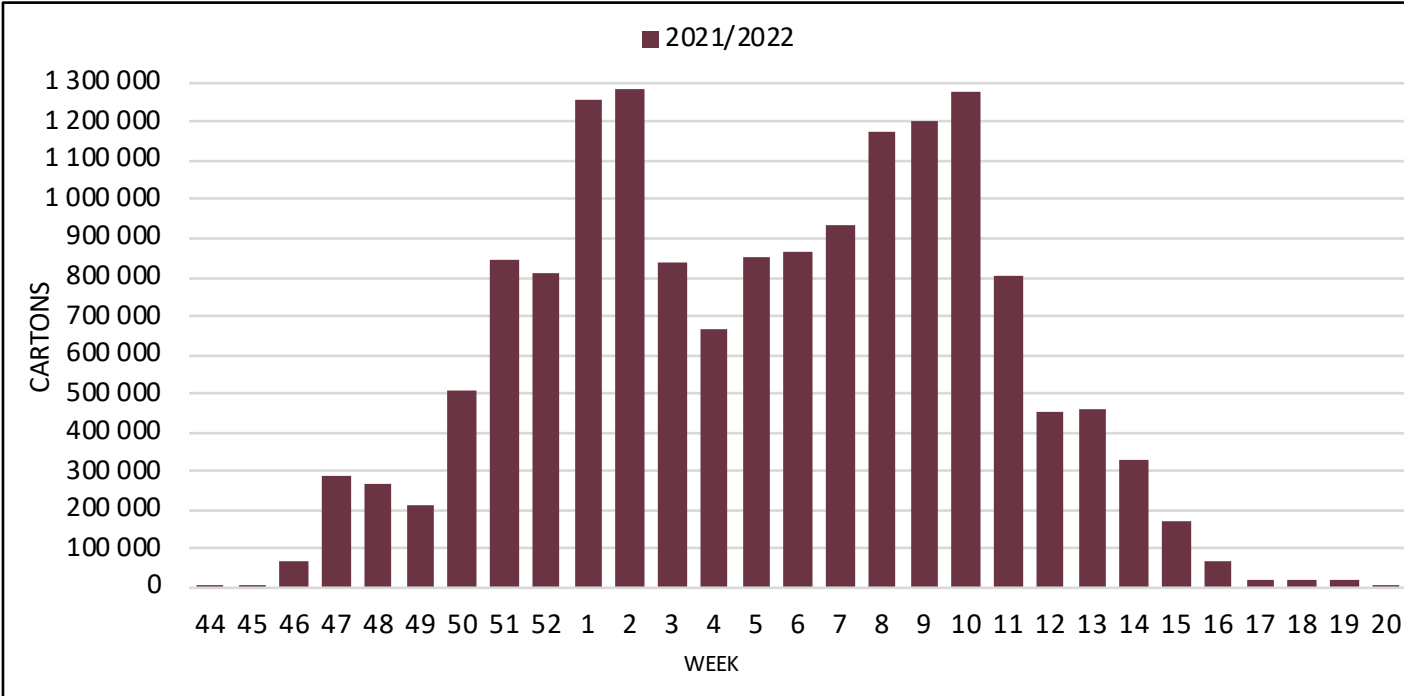
SOURCE: DAFF/HORTGRO, 2022

# EXPORTS HISTORICAL VOLUMES: PLUMS



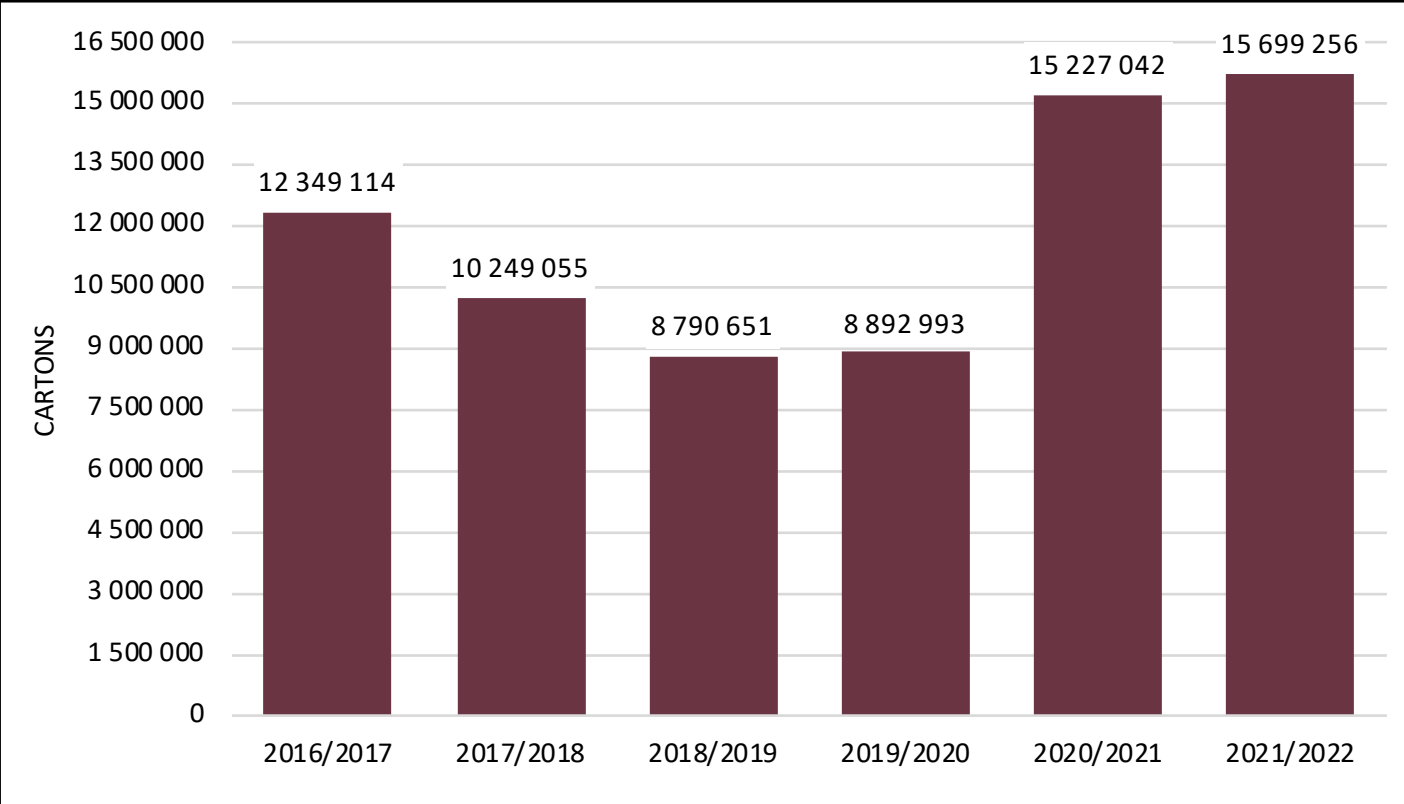
SOURCE:DAFF/PPECB, 2022, SARS Pricing 2015/2016 - 2021/2022

# PASSED FOR EXPORT PER WEEK: PLUMS



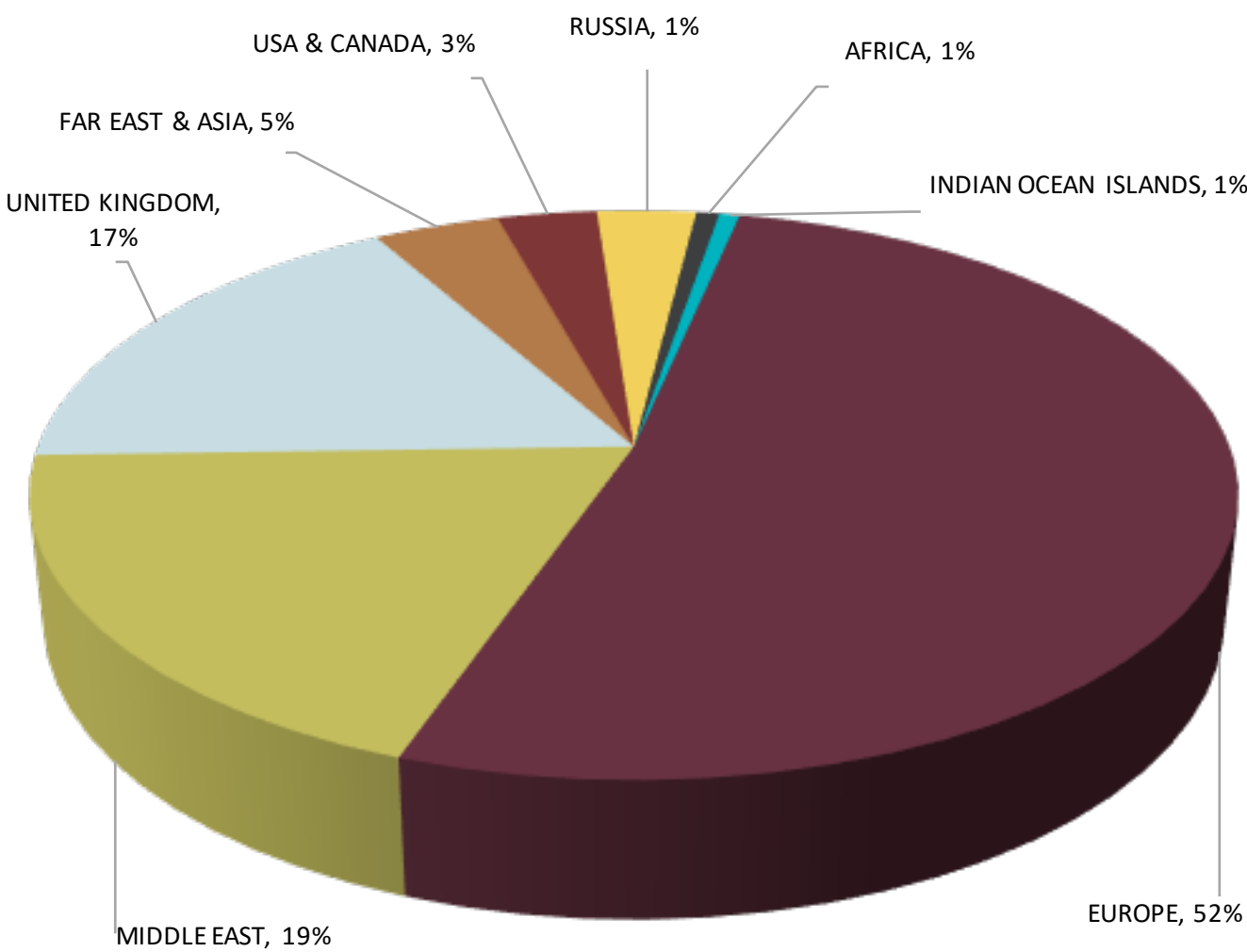
SOURCE: PPECB, 2022  
\*5.25 kg equivalent cartons

# PASSED FOR EXPORT PER SEASON: PLUMS



SOURCE: PPECB, 2022  
\*5.25 kg equivalent cartons

## EXPORTS PER MARKET SEGMENT: PLUMS



SOURCE: AGRI-HUB, 2022

# CARTONS PASSED FOR EXPORT PER CULTIVAR: PLUMS

| CULTIVAR                    | 2018/2019 | 2019/2020 | 2020/2021  | 2021/2022  | % CHANGE<br>21/22 VS<br>20/21 |
|-----------------------------|-----------|-----------|------------|------------|-------------------------------|
| ANGELENO/SUPLUMSIX          | 1 088 105 | 605 604   | 2 038 567  | 1 716 335  | -16%                          |
| RUBY SUN                    | 263 568   | 487 555   | 905 314    | 1 512 556  | 67%                           |
| LAETITIA                    | 889 529   | 1 035 615 | 1 533 813  | 1 462 740  | -5%                           |
| AFRICAN DELIGHT             | 1 114 010 | 1 269 810 | 1 470 432  | 1 452 571  | -1%                           |
| FORTUNE                     | 994 863   | 961 967   | 1 513 017  | 1 381 195  | -9%                           |
| RUBY STAR                   | 383 958   | 564 189   | 1 075 683  | 1 315 165  | 22%                           |
| SONGOLD                     | 393 717   | 470 920   | 825 762    | 799 430    | -3%                           |
| AFRICAN ROSE                | 479 830   | 407 336   | 534 165    | 544 704    | 2%                            |
| FLAVOR FALL                 | 238 194   | 101 757   | 505 134    | 528 889    | 5%                            |
| SOUTHERN BELLE              | 190 339   | 263 499   | 318 377    | 354 792    | 11%                           |
| AFRICAN PRIDE/SUNKISS       | 229 946   | 210 961   | 370 294    | 346 762    | -6%                           |
| SEPTEMBER YUMMY             | 108 442   | 148 174   | 289 592    | 332 959    | 15%                           |
| LARRY ANNE                  | 125 842   | 260 387   | 289 680    | 331 542    | 14%                           |
| BLACK PEARL                 | 231 187   | 255 147   | 353 409    | 330 488    | -6%                           |
| PURPLE MAJESTY              | 222 341   | 267 504   | 378 201    | 326 257    | -14%                          |
| SAPPHIRE                    | 376 235   | 227 912   | 358 871    | 301 397    | -16%                          |
| FLAVOR KING                 | 108 858   | 114 442   | 208 959    | 233 948    | 12%                           |
| BLACK DIAMOND/ SUPLUMELEVEN | 181 068   | 140 681   | 147 480    | 225 901    | 53%                           |
| MIDNIGHT GOLD               | 86 317    | 93 198    | 220 925    | 196 678    | -11%                          |
| SUN SUPREME                 | 111 649   | 143 324   | 200 572    | 191 826    | -4%                           |
| RUBY CRISP                  | 40 696    | 36 059    | 112 794    | 147 463    | 31%                           |
| LADY RED                    | 93 601    | 118 212   | 134 003    | 127 487    | -5%                           |
| RED PHOENIX                 | 3 485     | 4 769     | 60 417     | 125 625    | 108%                          |
| BLACK SPLENDOR              | 37 544    | 42 105    | 73 876     | 120 943    | 64%                           |
| FALL FIESTA                 | 25 620    | 43 603    | 175 667    | 113 001    | -36%                          |
| SOUVENIR                    | 92 259    | 48 879    | 103 938    | 102 654    | -1%                           |
| VAN DER MERWE               | 0         | 56 237    | 117 411    | 101 881    | -13%                          |
| SUN BREEZE                  | 77 487    | 52 893    | 94 381     | 97 135     | 3%                            |
| GREEN-RED                   | 44 356    | 47 426    | 63 386     | 61 411     | -3%                           |
| RUBY DAWN                   | 272       | 8 522     | 49 220     | 60 287     | 22%                           |
| PIONEER                     | 92 548    | 50 203    | 78 353     | 57 707     | -26%                          |
| AFRIGOLD                    | 35 006    | 36 464    | 60 683     | 54 235     | -11%                          |
| HONEY PUNCH                 | 9 212     | 18 851    | 46 440     | 53 597     | 15%                           |
| AUTUMN TREAT                | 157       | 13 393    | 32 696     | 52 748     | 61%                           |
| SWEET PIXZEE 2              | 15 203    | 0         | 46 186     | 51 309     | 11%                           |
| OTHER                       | 405 209   | 285 396   | 439 345    | 485 639    | 11%                           |
| TOTAL                       | 8 790 651 | 8 892 993 | 15 227 042 | 15 699 256 | 3%                            |
| % CHANGE (YEAR-ON-YEAR)     |           | 1%        | 71%        | 3%         |                               |

SOURCE: PPECB, 2022

NOTE: Changes in historic information due grading of reporting systems and databases to improve accuracy of information

\*5.25 kg equivalent cartons

# cherries



## PRODUCTION AREAS: CHERRIES

| REGION         | NUMBER OF TREES | HECTARES |
|----------------|-----------------|----------|
| CERES          | 564 185         | 332      |
| NORTH WEST     | 102 675         | 89       |
| WORCESTER      | 86 532          | 66       |
| FREE STATE     | 22 897          | 51       |
| GAUTENG        | 60 036          | 51       |
| ROBERTSON      | 46 537          | 28       |
| LIMPOPO        | 32 045          | 25       |
| OLIFANTS RIVER | 76 282          | 19       |
| MPUMALANGA     | 20 807          | 17       |
| TOTAL          | 1 011 996       | 678      |

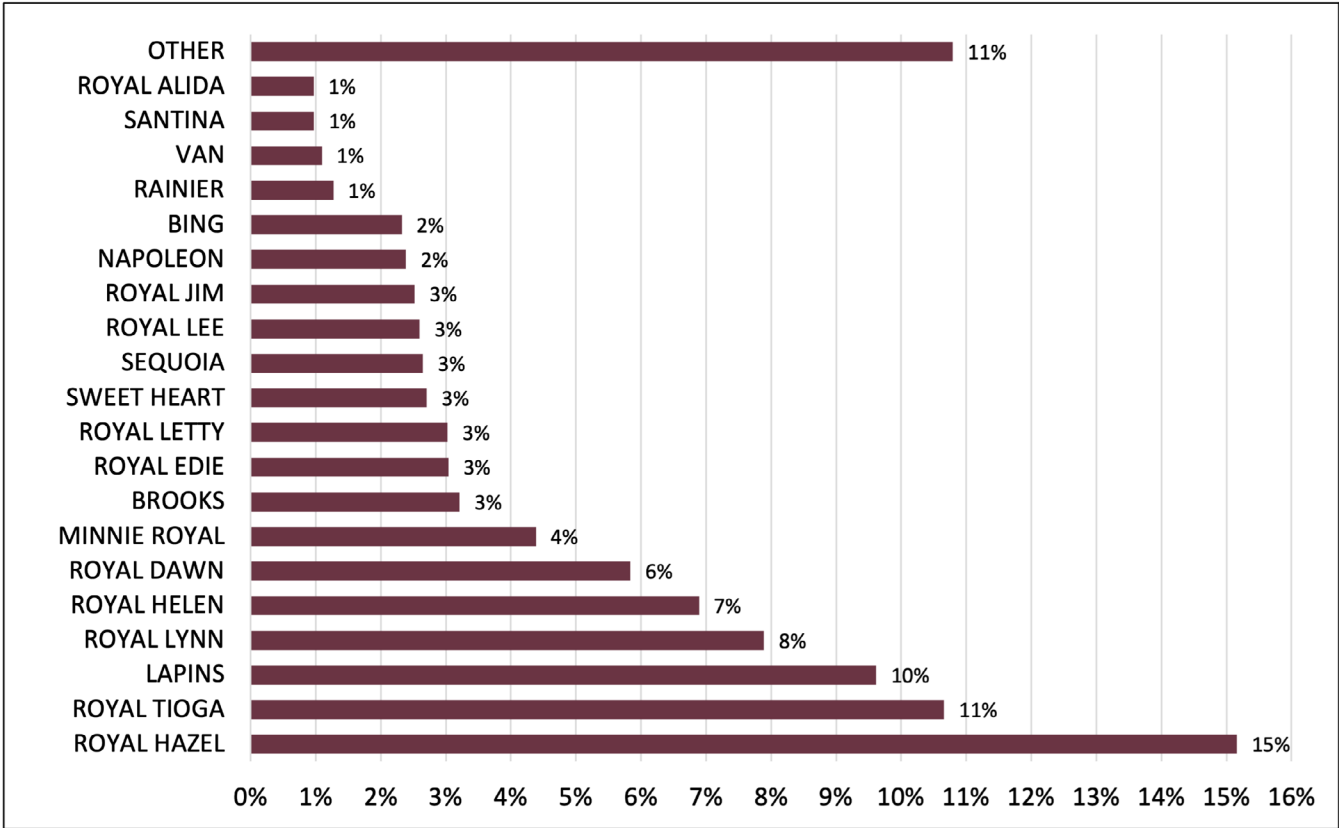
SOURCE: HORTGRO TREE CENSUS, 2022

# AREA PLANTED PER CULTIVAR (HECTARES): CHERRIES

| CULTIVAR                | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|-------------------------|------|------|------|------|------|------|
| ROYAL HAZEL             | 4    | 39   | 65   | 68   | 95   | 103  |
| ROYAL TIOGA             | 2    | 8    | 18   | 19   | 56   | 72   |
| LAPINS                  | 12   | 15   | 28   | 54   | 55   | 65   |
| ROYAL LYNN              | 14   | 28   | 40   | 40   | 48   | 54   |
| ROYAL HELEN             | 9    | 17   | 20   | 38   | 42   | 47   |
| ROYAL DAWN              | 28   | 32   | 36   | 40   | 39   | 40   |
| MINNIE ROYAL            | 11   | 15   | 15   | 18   | 28   | 30   |
| BROOKS                  | 8    | 15   | 20   | 22   | 22   | 22   |
| ROYAL EDIE              | 7    | 12   | 19   | 23   | 20   | 21   |
| ROYAL LETTY             | 6    | 16   | 17   | 17   | 20   | 21   |
| SWEET HEART             | 16   | 16   | 18   | 19   | 18   | 18   |
| SEQUOIA                 | 5    | 6    | 17   | 15   | 15   | 18   |
| ROYAL LEE               | 18   | 19   | 18   | 15   | 18   | 18   |
| ROYAL JIM               | 6    | 9    | 10   | 10   | 16   | 17   |
| NAPOLEON                | 16   | 16   | 16   | 16   | 16   | 16   |
| BING                    | 37   | 23   | 22   | 16   | 17   | 16   |
| RAINIER                 | 9    | 9    | 9    | 9    | 9    | 9    |
| VAN                     | 6    | 6    | 6    | 6    | 7    | 7    |
| SANTINA                 | 3    | 3    | 3    | 5    | 6    | 7    |
| ROYAL ALIDA             | 2    | 6    | 6    | 6    | 7    | 7    |
| OTHER                   | 83   | 77   | 67   | 64   | 68   | 73   |
| TOTAL                   | 299  | 388  | 469  | 520  | 621  | 678  |
| % CHANGE (YEAR-ON-YEAR) |      | 30%  | 21%  | 11%  | 20%  | 9%   |

SOURCE: HORTGRO TREE CENSUS, 2022

# CONTRIBUTION TO TOTAL CHERRY AREA PER CULTIVAR



SOURCE: HORTGRO TREE CENSUS, 2022

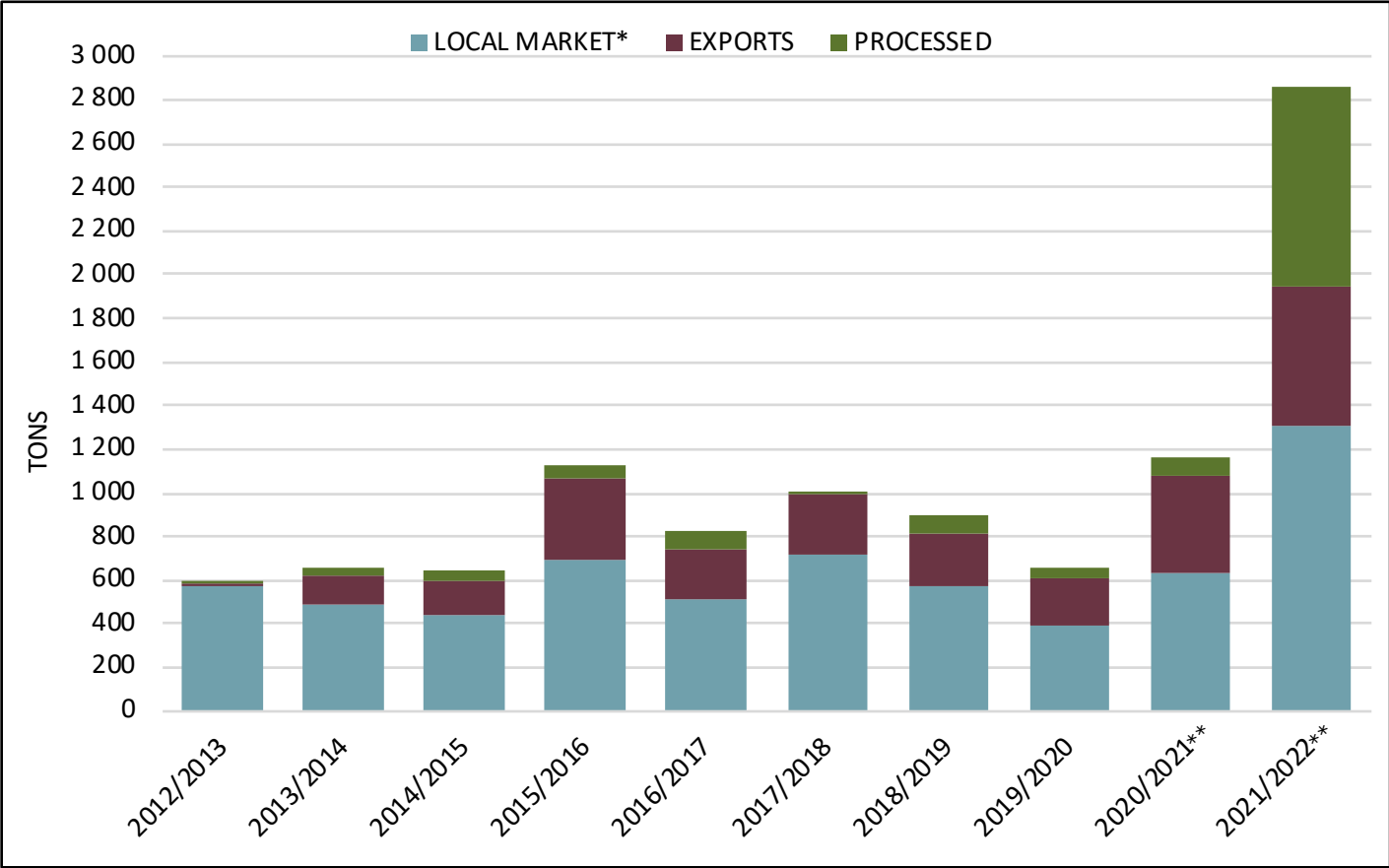
# ORCHARD AGE DISTRIBUTION (HECTARES): CHERRIES

| CULTIVAR     | 0 -2 YRS | 3 -5 YRS | 6 -15 YRS | 16 -18 YRS | 18+ YEARS |
|--------------|----------|----------|-----------|------------|-----------|
| ROYAL HAZEL  | 11       | 87       | 5         | 0          | 0         |
| ROYAL TIOGA  | 27       | 43       | 3         | 0          | 0         |
| LAPINS       | 6        | 48       | 7         | 2          | 2         |
| ROYAL LYNN   | 7        | 28       | 18        | 0          | 0         |
| ROYAL HELEN  | 5        | 31       | 10        | 0          | 0         |
| ROYAL DAWN   | 0        | 17       | 19        | 3          | 0         |
| MINNIE ROYAL | 8        | 11       | 9         | 2          | 0         |
| BROOKS       | 0        | 14       | 8         | 0          | 0         |
| ROYAL EDIE   | 1        | 13       | 7         | 0          | 0         |
| ROYAL LETTY  | 0        | 12       | 8         | 0          | 0         |
| SWEET HEART  | 0        | 9        | 6         | 1          | 2         |
| SEQUOIA      | 0        | 15       | 3         | 0          | 0         |
| ROYAL LEE    | 2        | 2        | 12        | 1          | 0         |
| ROYAL JIM    | 1        | 10       | 7         | 0          | 0         |
| NAPOLEON     | 0        | 0        | 0         | 0          | 16        |
| BING         | 1        | 0        | 1         | 3          | 11        |
| RAINIER      | 0        | 1        | 0         | 0          | 7         |
| VAN          | 1        | 2        | 0         | 2          | 3         |
| SANTINA      | 1        | 5        | 1         | 0          | 0         |
| ROYAL ALIDA  | 0        | 3        | 3         | 0          | 0         |
| OTHER        | 10       | 10       | 22        | 4          | 27        |
| TOTAL        | 81       | 362      | 149       | 18         | 68        |
| % OF TOTAL   | 12%      | 53%      | 22%       | 3%         | 10%       |

SOURCE: HORTGRO TREE CENSUS, 2022

# CROP DISTRIBUTION: CHERRIES

| Year<br>OCT - SEPT            | TOTAL<br>PRODUCTION | LOCAL<br>MARKET* | EXPORTS | PROCESSED | CHANGE IN<br>TOTAL<br>PRODUCTION |
|-------------------------------|---------------------|------------------|---------|-----------|----------------------------------|
|                               | (TON)               | (TON)            | (TON)   | (TON)     | %                                |
| 2012/2013                     | 601                 | 574              | 7       | 21        |                                  |
| 2013/2014                     | 655                 | 493              | 127     | 34        | 9%                               |
| 2014/2015                     | 650                 | 445              | 153     | 52        | -1%                              |
| 2015/2016                     | 1 129               | 688              | 384     | 57        | 74%                              |
| 2016/2017                     | 822                 | 512              | 235     | 74        | -27%                             |
| 2017/2018                     | 1 009               | 714              | 277     | 18        | 23%                              |
| 2018/2019                     | 900                 | 577              | 237     | 86        | -11%                             |
| 2019/2020                     | 652                 | 391              | 216     | 45        | -28%                             |
| 2020/2021**                   | 1 165               | 638              | 445     | 83        | 79%                              |
| 2021/2022**                   | 2 866               | 1 306            | 644     | 916       | 146%                             |
| AVERAGE CROP DISTRIBUTION (%) |                     | 66%              | 27%     | 6%        |                                  |



SOURCE: DAFF/PPECB/PRODUCER SURVEY, 2002

\*Volumes declared to Hortgro

\*\*Last 2 seasons subject to possible adjustments

NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information



## HISTORICAL PRICE TRENDS: CHERRIES

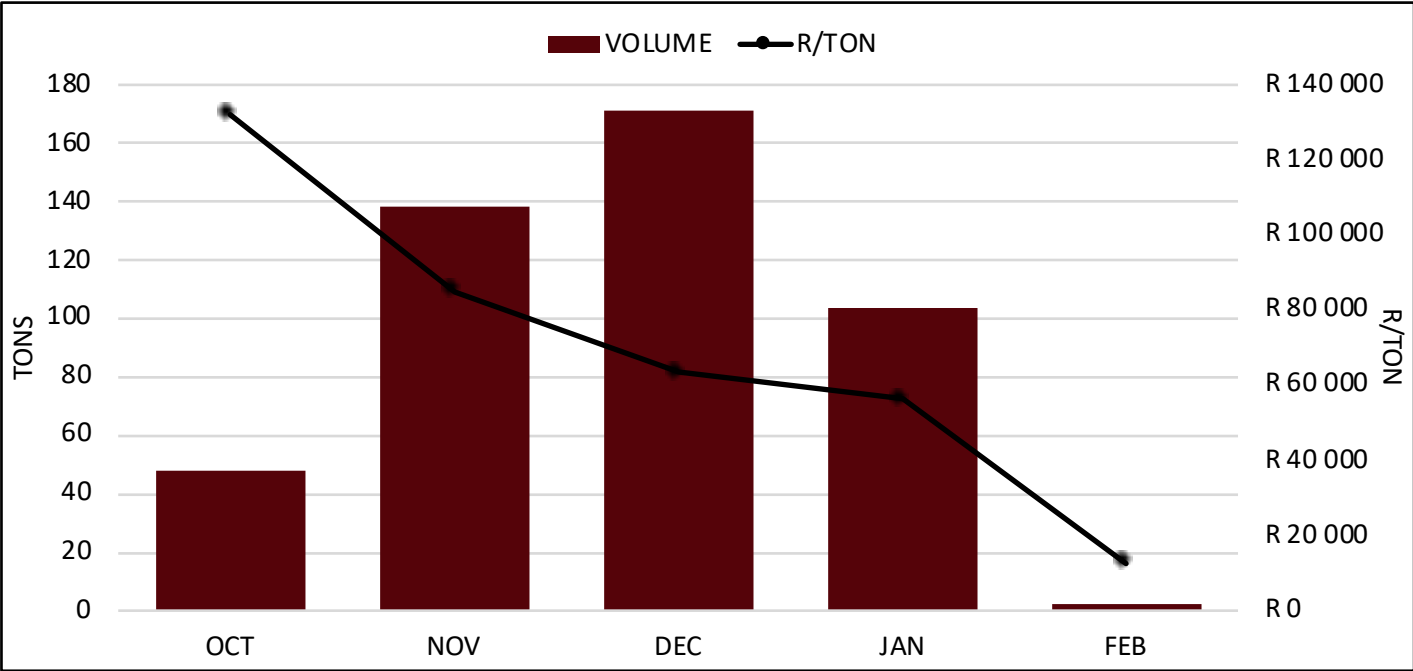
| Year<br>OCT - SEPT | SALES ON<br>MARKET* | EXPORTS NET<br>REALISATION | PROCESSED   | GROSS<br>VALUE<br>FRESH | TOTAL VALUE<br>OF<br>PRODUCTION | CHANGE IN<br>TOTAL VALUE<br>OF<br>PRODUCTION |
|--------------------|---------------------|----------------------------|-------------|-------------------------|---------------------------------|----------------------------------------------|
|                    | (R per ton)         | (R per ton)                | (R per ton) | (R1,000)                | (R1,000)                        | (%)                                          |
| 2012/2013          | 28 823              | 39 350                     | 9 800       | 9 297                   | 17 015                          | -                                            |
| 2013/2014          | 34 407              | 75 180                     | 11 553      | 19 211                  | 26 916                          | 58%                                          |
| 2014/2015          | 44 455              | 143 150                    | 8 405       | 33 060                  | 42 119                          | 56%                                          |
| 2015/2016          | 41 863              | 128 170                    | 12 800      | 62 852                  | 78 754                          | 87%                                          |
| 2016/2017          | 51 721              | 135 680                    | 16 450      | 47 741                  | 59 599                          | -24%                                         |
| 2017/2018          | 51 794              | 111 530                    | 18 750      | 47 233                  | 68 175                          | 14%                                          |
| 2018/2019          | 55 369              | 122 729                    | 19 500      | 46 545                  | 62 752                          | -8%                                          |
| 2019/2020          | 58 497              | 172 020                    | 21 500      | 54 795                  | 61 071                          | -3%                                          |
| 2020/2021**        | 57 314              | 109 577                    | 23 220      | 70 093                  | 87 210                          | 43%                                          |
| 2021/2022**        | 66 999              | 108 119                    | 24 300      | 96 318                  | 179 379                         | 106%                                         |

SOURCE: DAFF/PPECB/HORTGRO, 2022

\*Sales on major local fresh produce markets

\*\*Last 2 seasons subject to possible adjustments

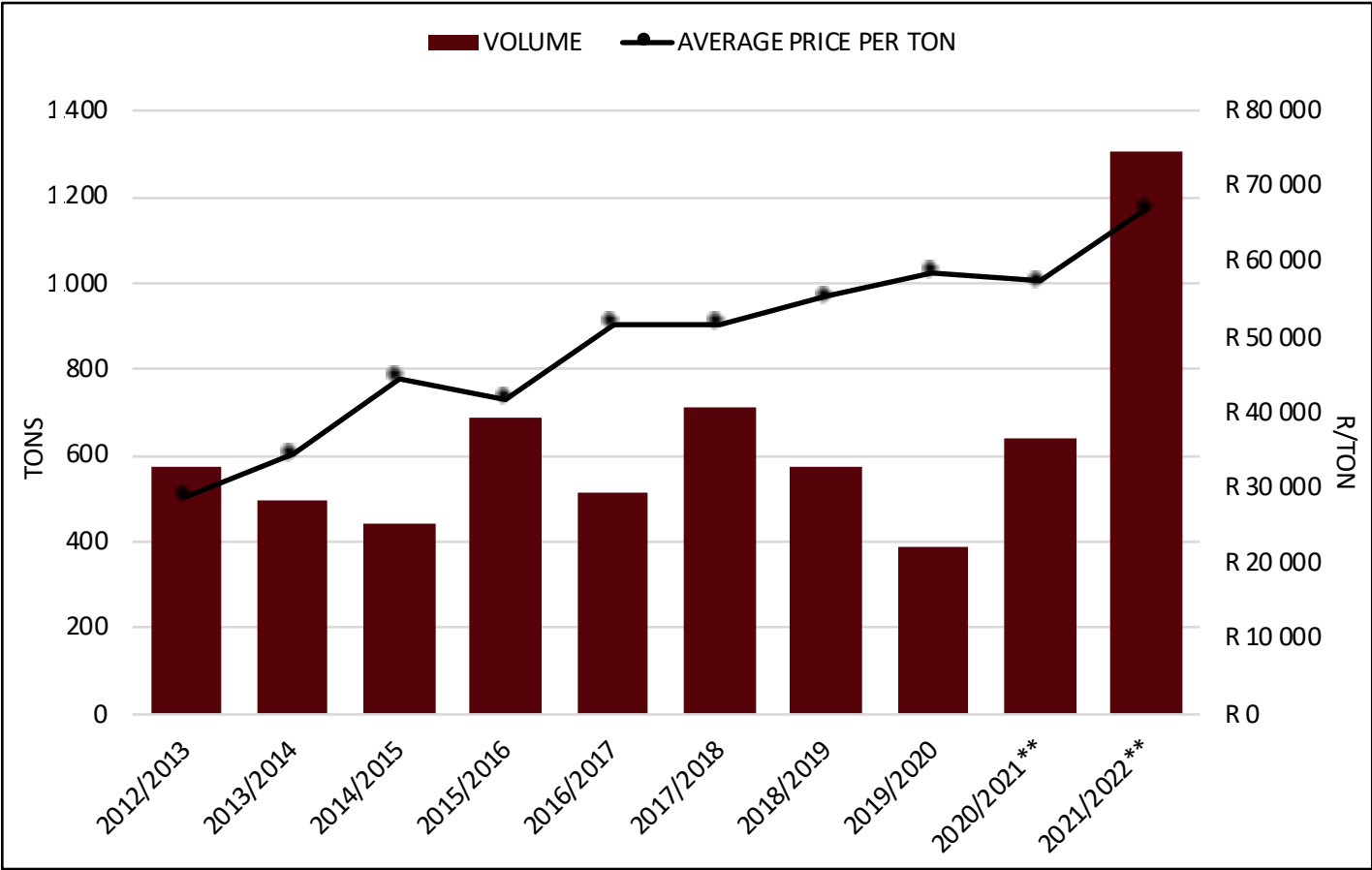
## LOCAL MARKET SALES 2021/2022: CHERRIES



SOURCE: DAFF, 2022

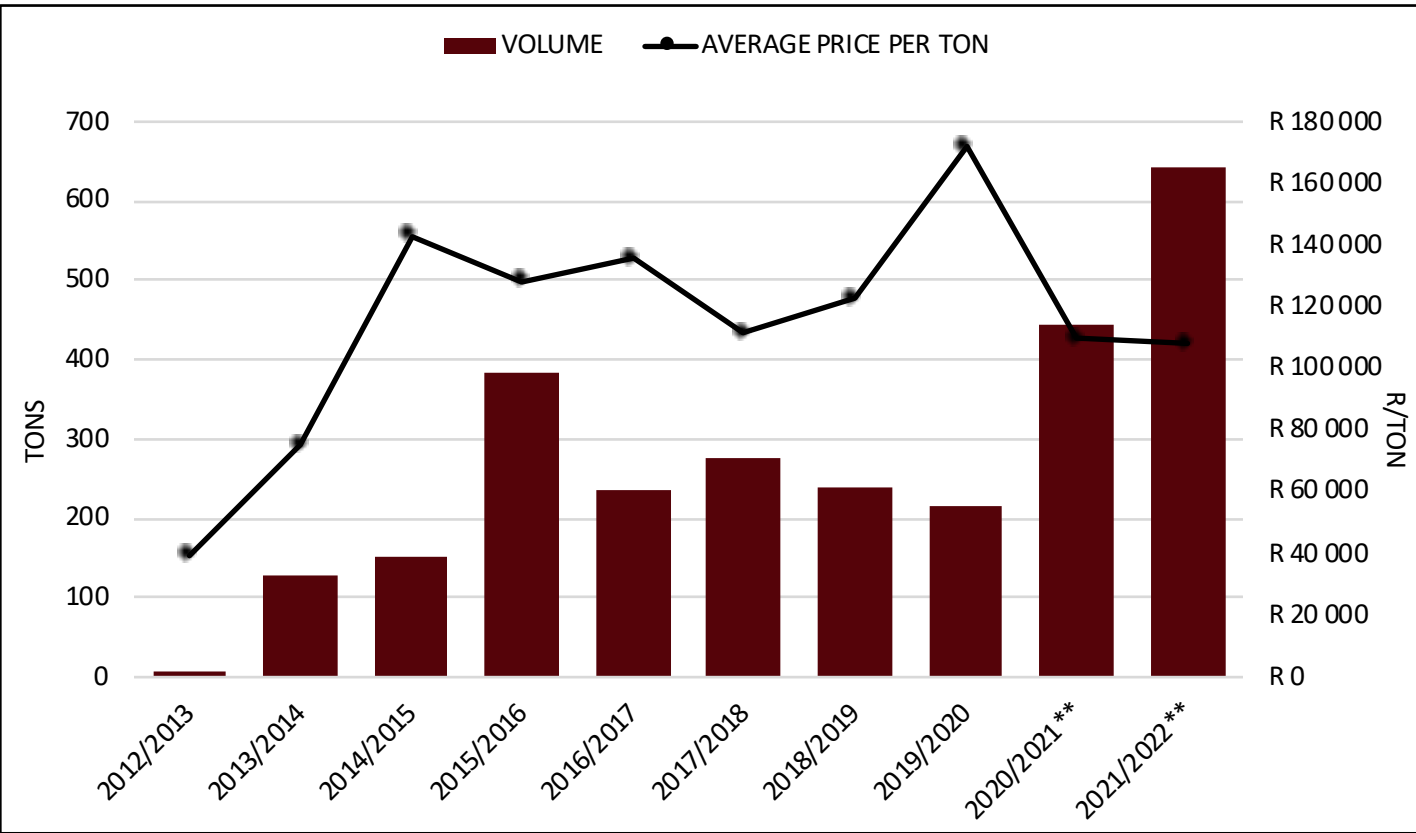
NOTE: Changes in historic information due to upgrading of reporting systems and databases to improve accuracy of information

# LOCAL MARKET HISTORICAL SALES: CHERRIES



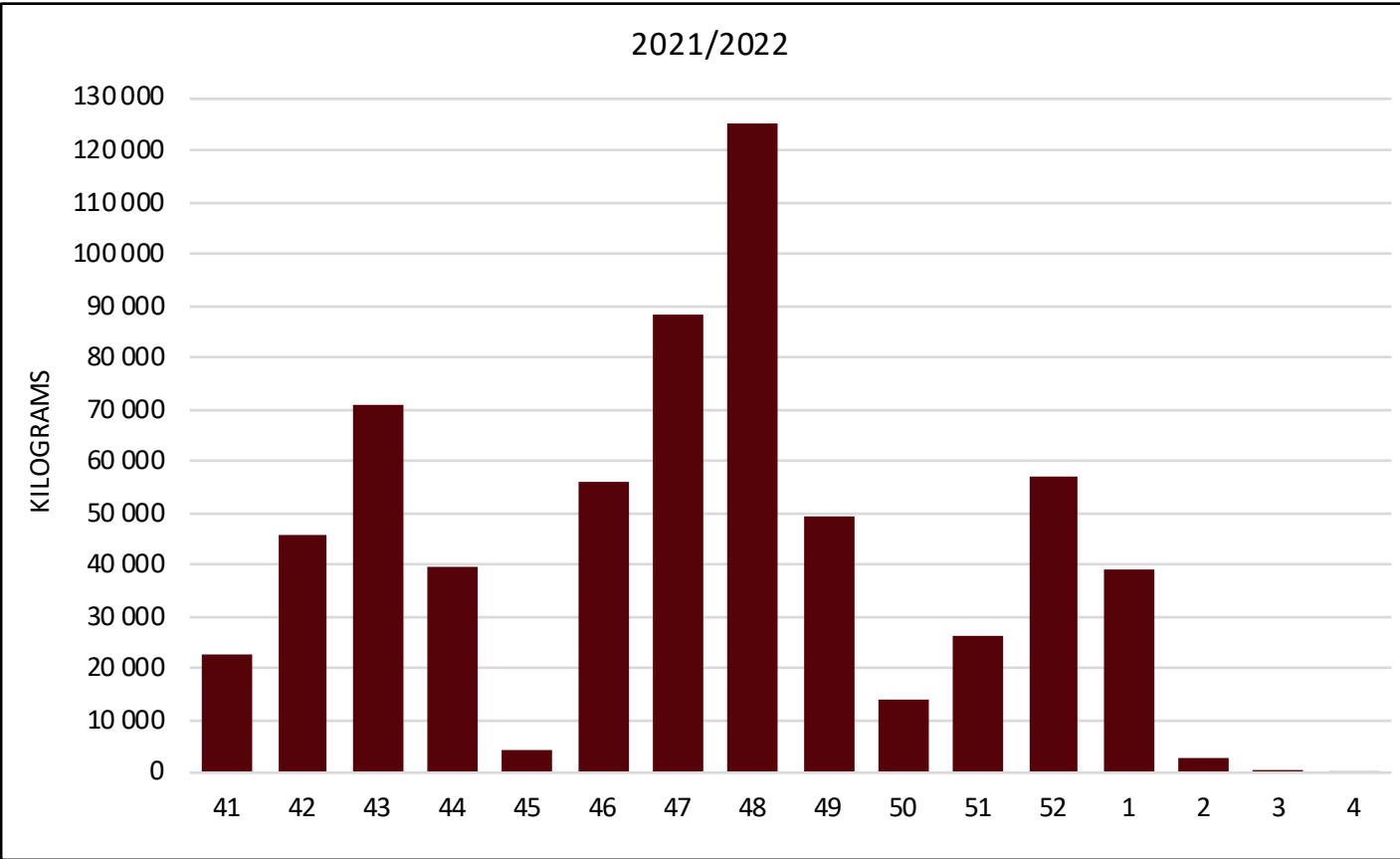
SOURCE: DAFF/PRODUCER SURVEY, 2022

# EXPORT HISTORICAL SALES: CHERRIES



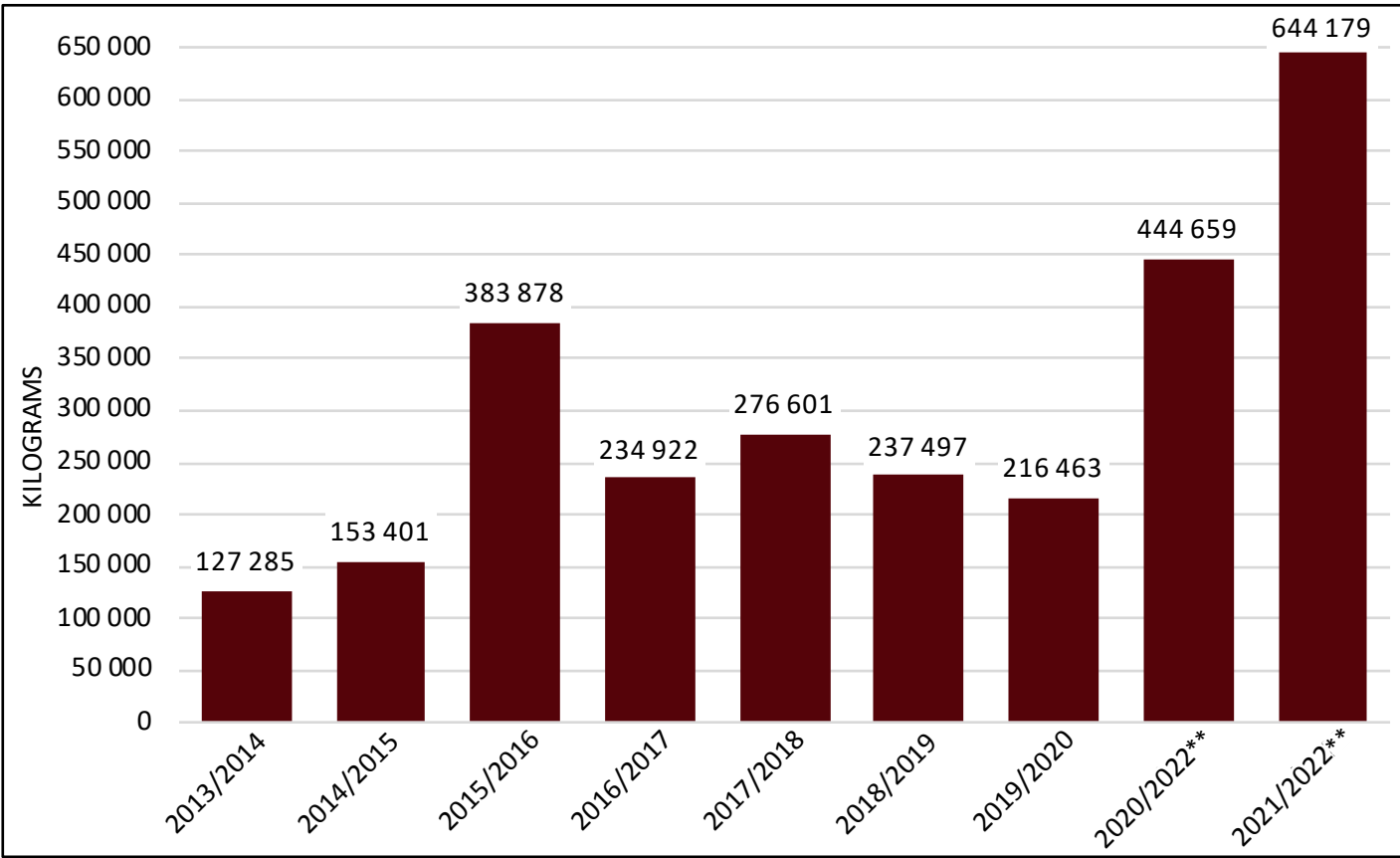
SOURCE: DAFF/PPECB, 2022

# PASSED FOR EXPORT PER WEEK: CHERRIES



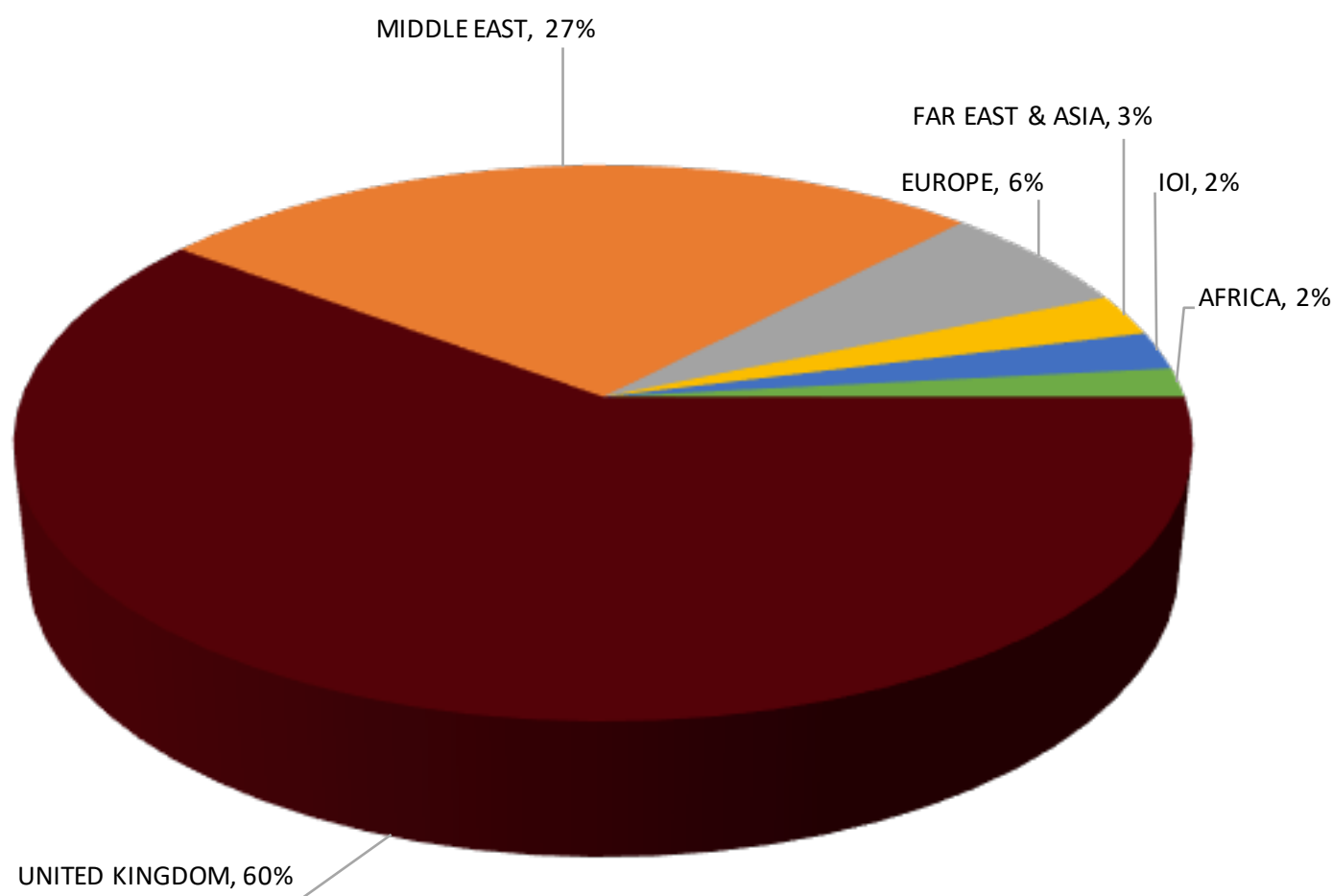
SOURCE: PPECB, 2022

# PASSED FOR EXPORT PER SEASON: CHERRIES



SOURCE: PPECB, 2022

EXPORTS PER MARKET SEGMENT: CHERRIES



SOURCE: AGRI-HUB, 2022

KILOGRAMS PASSED FOR EXPORT PER CULTIVAR: CHERRIES

| CULTIVAR                | 2017/2018 | 2018/2019 | 2019/2020 | 2020/2021 | 2021/2022 | % CHANGE<br>21/22 VS<br>20/21 |
|-------------------------|-----------|-----------|-----------|-----------|-----------|-------------------------------|
| ROYAL HAZEL             | 0         | 0         | 0         | 25 825    | 138 492   | 436%                          |
| ROYAL LYNN              | 810       | 5 780     | 435       | 36 513    | 139 172   | 281%                          |
| ROYAL DAWN              | 59 495    | 44 610    | 10 203    | 17 609    | 31 580    | 79%                           |
| ROYAL HELEN             | 6 850     | 1 710     | 16 325    | 44 771    | 91 115    | 104%                          |
| MINNIE ROYAL            | 86 195    | 47 456    | 90 985    | 84 441    | 83 846    | -1%                           |
| ROYAL ALIDA             | 525       | 20        | 893       | 3 025     | 1 795     | -41%                          |
| LAPINS                  | 31 810    | 16 238    | 31 323    | 57 314    | 21 234    | -63%                          |
| ROYAL TIOGA             | 0         | 0         | 0         | 8 833     | 9 849     | 12%                           |
| ROYAL LEE               | 27 640    | 17 369    | 15 930    | 61 088    | 56 364    | -8%                           |
| ROYAL LETTY             | 0         | 0         | 398       | 24 384    | 40 111    | 64%                           |
| BING                    | 16 925    | 35 663    | 9 578     | 15 360    | 3 400     | -78%                          |
| SWEETHEART              | 8 885     | 2 453     | 3 458     | 12 024    | 4 468     | -63%                          |
| STELLA                  | 10 523    | 16 438    | 18 513    | 22 593    | 10 540    | -53%                          |
| OTHER                   | 26 943    | 49 763    | 18 425    | 30 880    | 12 213    | -60%                          |
| TOTAL KILOGRAMS         | 276 601   | 237 497   | 216 463   | 444 659   | 644 179   | 45%                           |
| % CHANGE (YEAR-ON-YEAR) |           | -14%      | -9%       | 105%      | 45%       |                               |

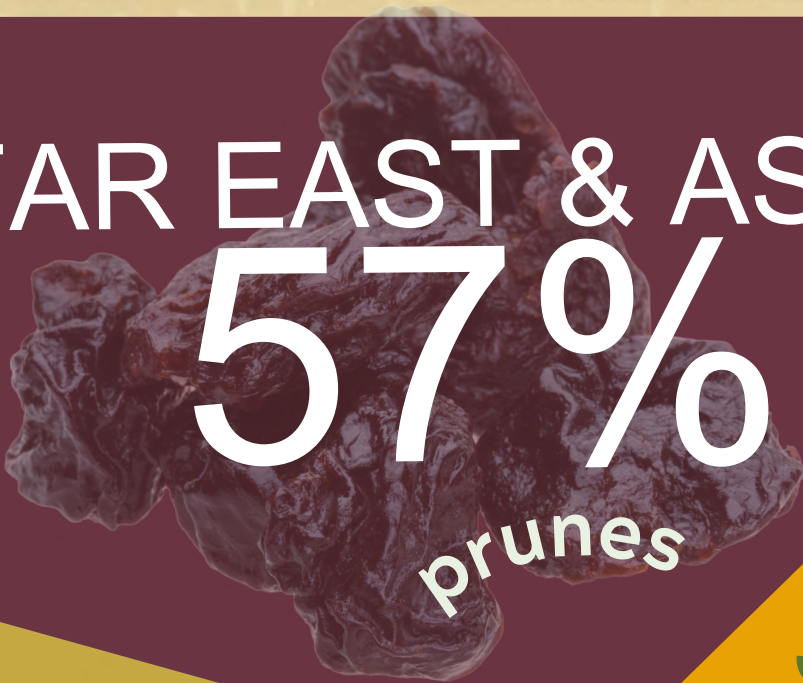
SOURCE: PPECB, 2022

DRIED TREE FRUIT

# LEADING EXPORT DESTINATIONS PER MARKET SEGMENT



FAR EAST & ASIA  
57%

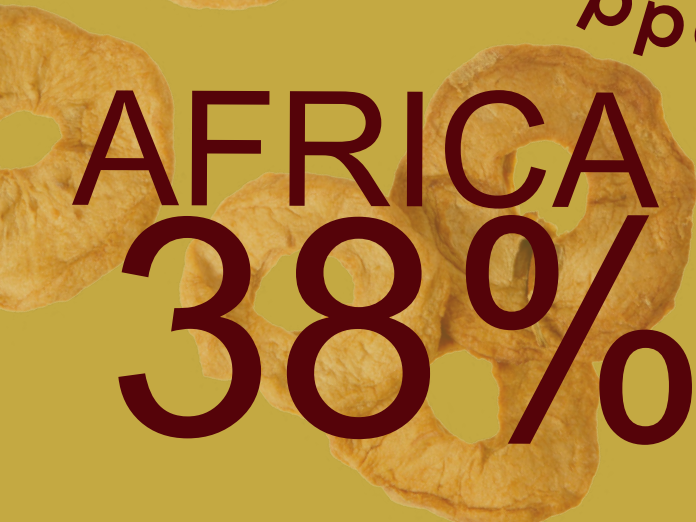


prunes



dried apples

AFRICA  
38%



apricots



AUSTRALIA  
42%

# dried tree fruit



## PRODUCTION TRENDS (TONS): DRIED TREE FRUIT

| FRUIT KIND       | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022* | 2023* |
|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| APPLES           | 111   | 296   | 316   | 275   | 20    | 217   | 308   | 192   | 188   | 102   | 130   | 4     |
| PEARS            | 1 234 | 1 506 | 1 485 | 1 695 | 1 660 | 1 901 | 1 136 | 861   | 890   | 1 081 | 1 236 | 986   |
| APRICOTS         | 1 745 | 1 659 | 1 449 | 1 782 | 1 325 | 1 359 | 1 705 | 1 488 | 1 299 | 1 358 | 1 086 | 754   |
| PEACHES          | 1 493 | 1 780 | 1 384 | 2 366 | 2 560 | 2 252 | 2 151 | 2 101 | 2 252 | 2 265 | 2 182 | 1 745 |
| NECTARINES       | 126   | 133   | 106   | 129   | 133   | 149   | 95    | 95    | 84    | 90    | 76    | 93    |
| PRUNES           | 893   | 811   | 455   | 602   | 1 050 | 632   | 815   | 117   | 244   | 642   | 662   | 464   |
| TOTAL TONS       | 5 602 | 6 185 | 5 195 | 6 849 | 6 748 | 6 510 | 6 210 | 4 854 | 4 957 | 5 539 | 5 371 | 4 045 |
| % CHANGE (Y-O-Y) |       | 10%   | -16%  | 32%   | -1%   | -4%   | -5%   | -22%  | 2%    | 12%   | -3%   | -25%  |

SOURCE: DFTS, 2012 - 2020; HORTGRO 2021-2023

\*Last 2 seasons subject to possible adjustments

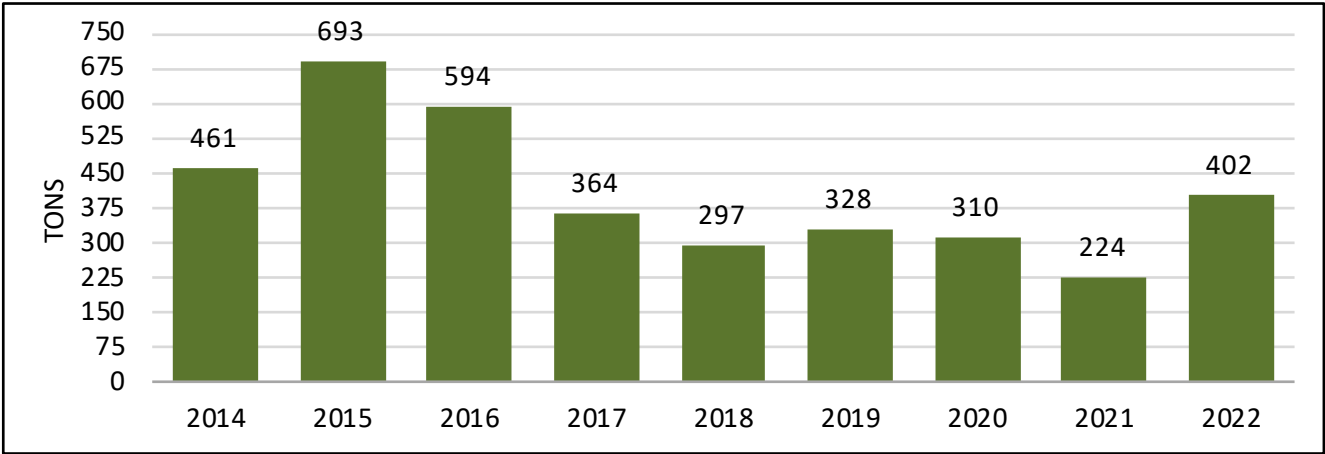
## PRODUCER PRICES RAND PER KG: DRIED TREE FRUIT

| FRUIT KIND | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  |
|------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| PEARS      | 16,80 | 22,80 | 22,80 | 25,30 | 30,10 | 34,10 | 34,55 | 32,17 | 35,64 | 34,37 | 36,50 |
| APRICOTS   | 18,70 | 28,60 | 28,60 | 32,00 | 39,75 | 44,90 | 48,60 | 55,28 | 45,15 | 46,48 | 42,66 |
| PEACHES    | 17,21 | 28,00 | 28,00 | 32,50 | 41,00 | 41,00 | 41,20 | 41,89 | 40,67 | 34,05 | 36,20 |
| NECTARINES | 19,00 | 25,74 | 25,74 | 26,25 | 30,10 | 34,00 | 31,00 | 37,12 | 34,00 | 34,06 | 35,03 |
| PRUNES     | 17,30 | 25,10 | 25,10 | 27,00 | 29,80 | 34,60 | 31,40 | 14,53 | 18,43 | 21,46 | 23,71 |

SOURCE: DFTS, 2019, HORTGRO, 2023

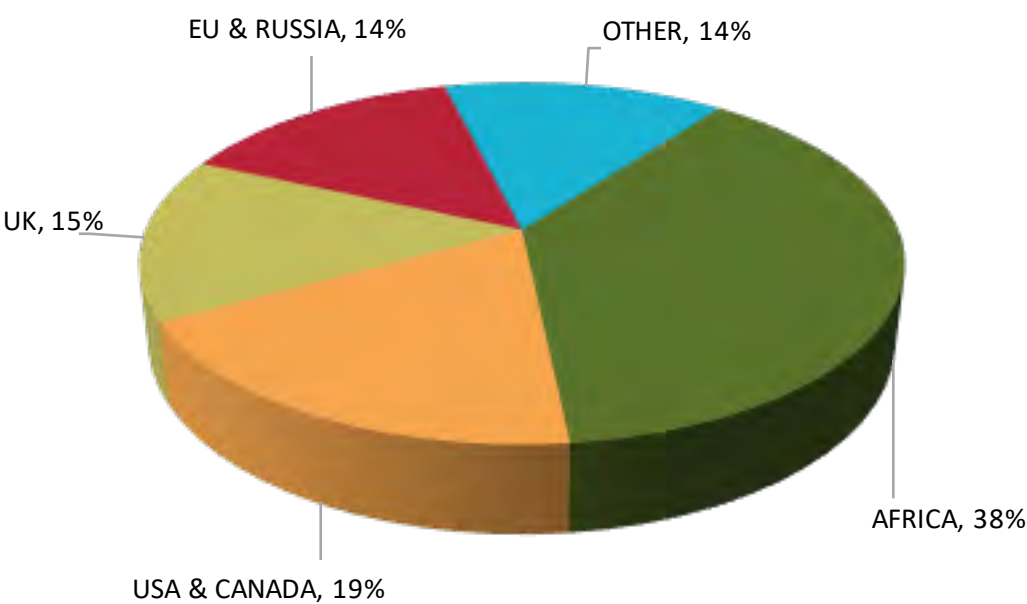


## DRIED APPLE EXPORTS PER SEASON



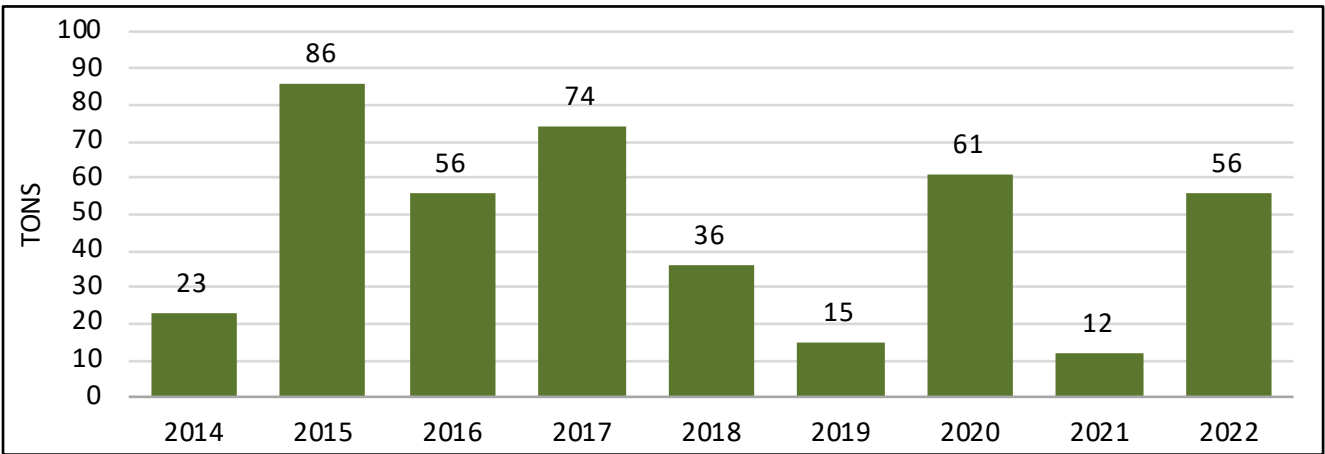
SOURCE: TRADEMAPS, 2023

## DRIED APPLE EXPORTS PER MARKET SEGMENT



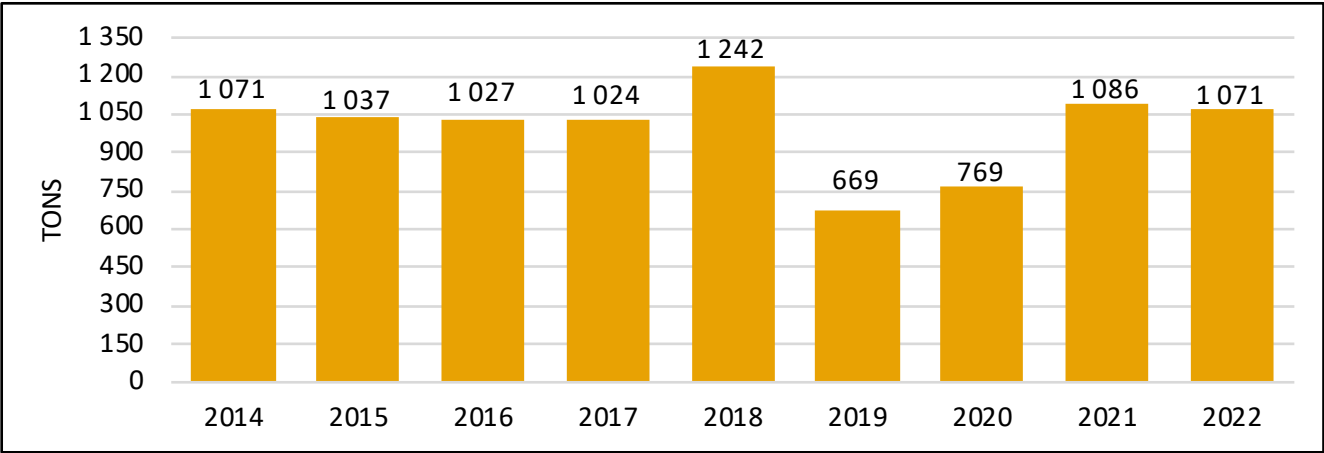
SOURCE: TRADEMAPS, 2023

## DRIED APPLE IMPORTS PER SEASON



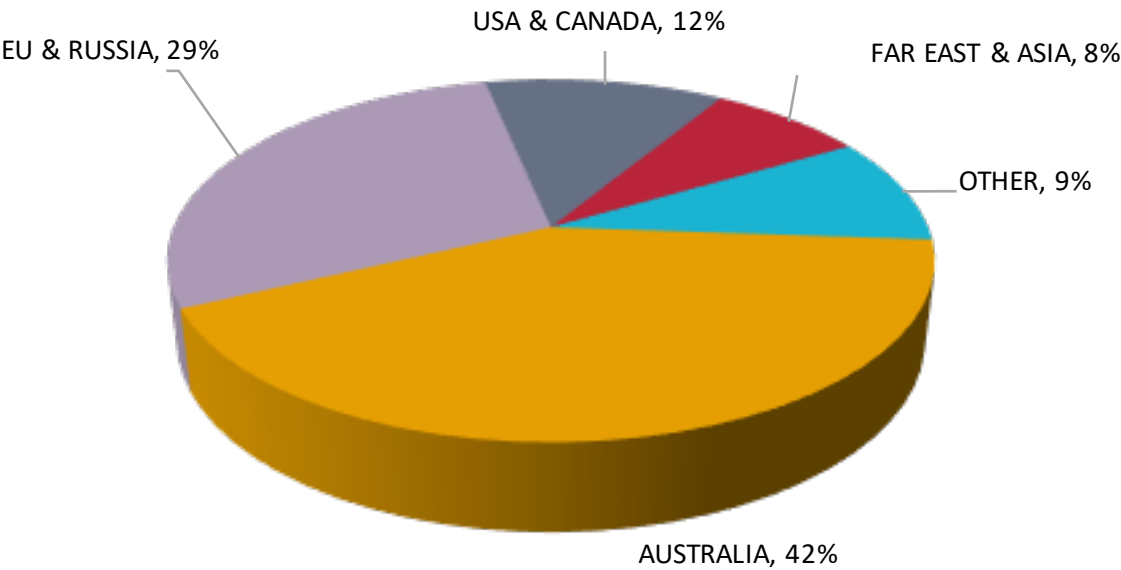
SOURCE: TRADEMAPS, 2023

## DRIED APRICOT EXPORTS PER SEASON



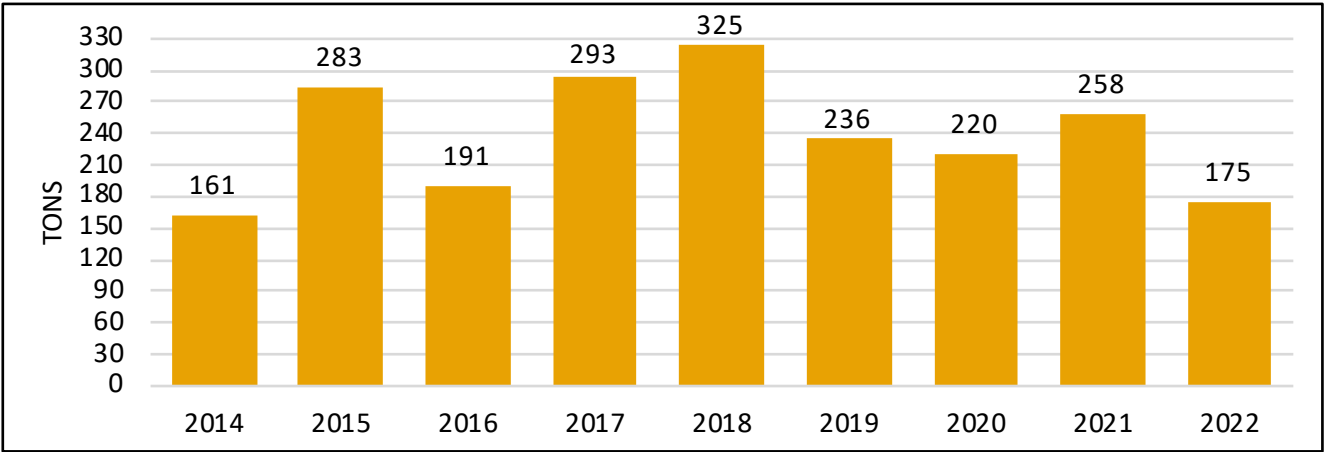
SOURCE: TRADEMAPS, 2023

## DRIED APRICOT EXPORTS PER MARKET SEGMENT



SOURCE: TRADEMAPS, 2023

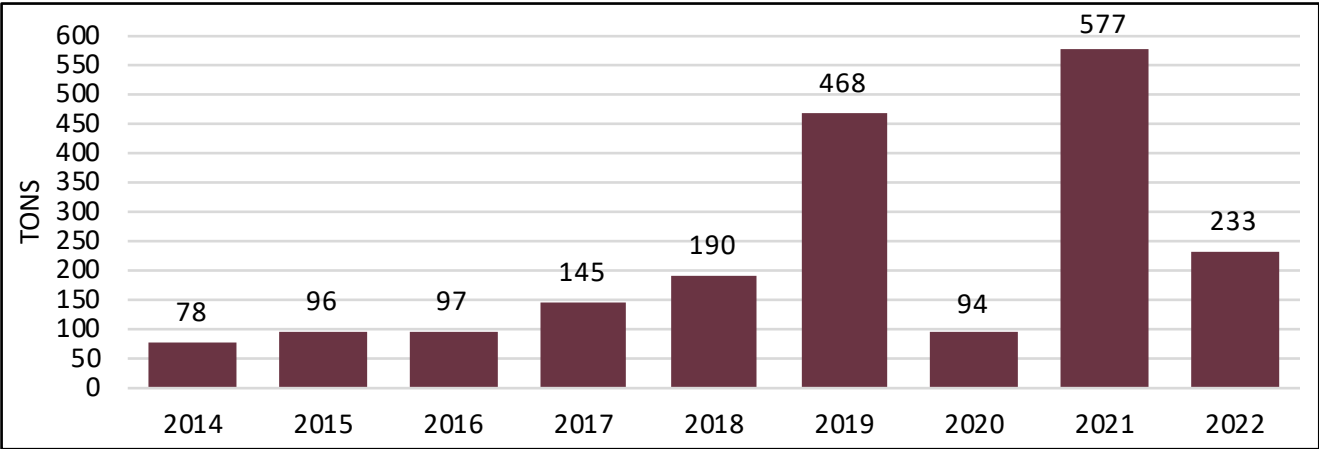
## DRIED APRICOT IMPORTS PER SEASON



SOURCE: TRADEMAPS, 2023

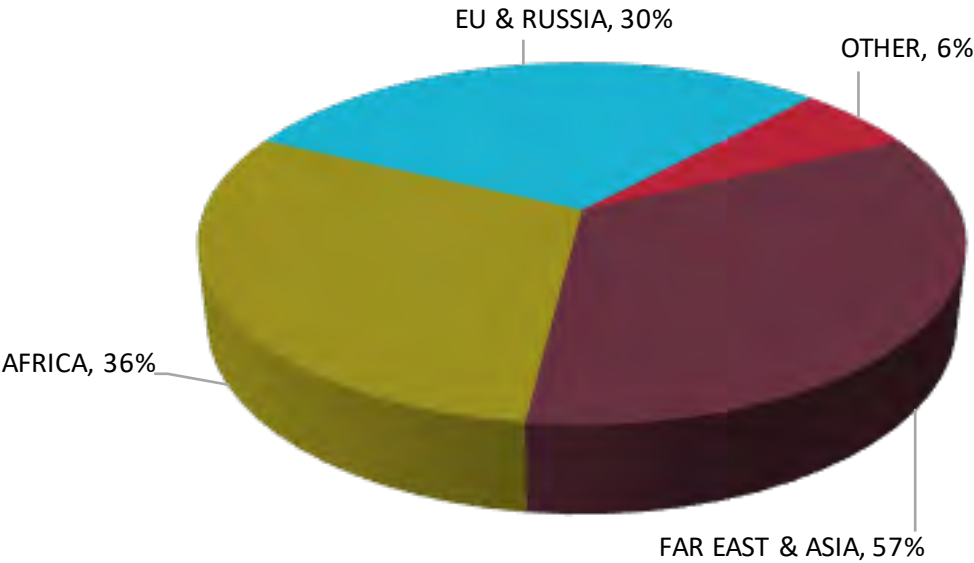


## DRIED PRUNE EXPORTS PER SEASON



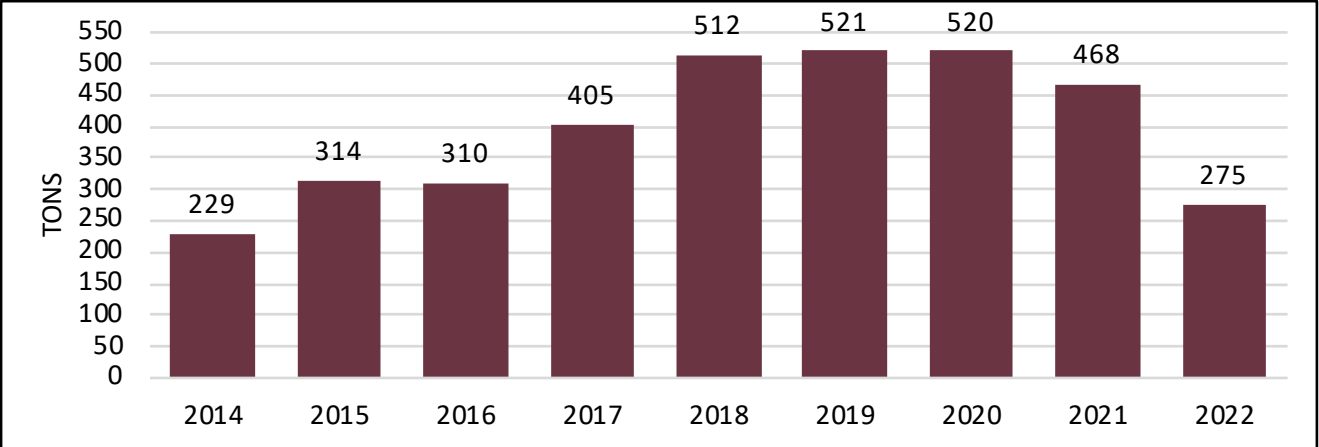
SOURCE: TRADEMAPS, 2023

## DRIED PRUNE EXPORTS PER MARKET SEGMENT



SOURCE: TRADEMAPS, 2023

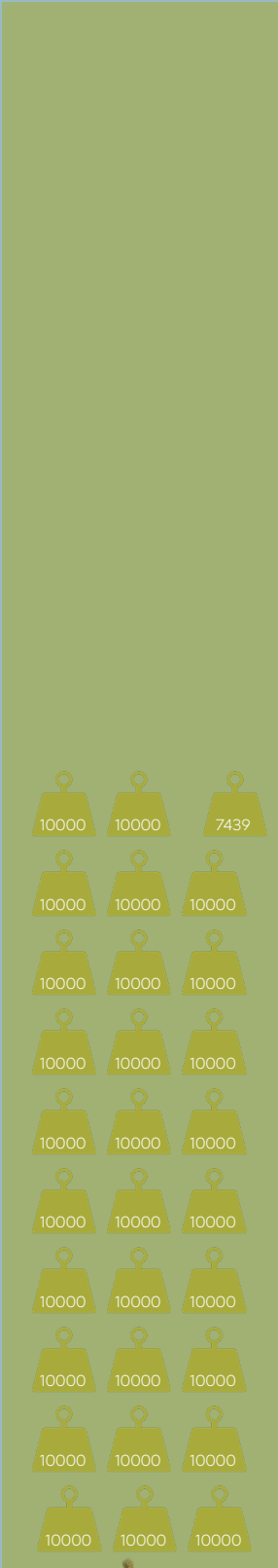
## DRIED PRUNE IMPORTS PER SEASON



SOURCE: TRADEMAPS, 2023

INTERNATIONAL INFORMATION

SOUTHERN HEMISPHERE EXPORTS (METRIC TONS): SOUTH AFRICA



SOUTHERN HEMISPHERE PRODUCTION (METRIC TONS)

ALL DECIDUOUS FRUIT

| 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|------|------|------|------|------|------|
|------|------|------|------|------|------|

| ALL DECIDUOUS FRUIT |           |           |           |           |           |           |
|---------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| CHILE               | 2 858 521 | 2 830 877 | 2 892 761 | 2 898 176 | 2 860 176 | 2 839 817 |
| SOUTH AFRICA        | 1 635 457 | 1 636 022 | 1 480 811 | 1 558 850 | 1 696 535 | 1 932 055 |
| BRAZIL              | 1 263 778 | 1 580 216 | 1 442 423 | 1 422 350 | 1 200 490 | 1 512 224 |
| ARGENTINA           | 1 416 506 | 1 139 828 | 1 512 647 | 1 426 862 | 1 446 304 | 1 410 786 |
| AUSTRALIA           | 581 297   | 496 284   | 508 035   | 581 764   | 585 009   | 592 467   |
| NEW ZEALAND         | 539 099   | 528 714   | 497 169   | 475 011   | 468 010   | 508 629   |
| TOTAL               | 8 294 658 | 8 211 941 | 8 333 846 | 8 363 012 | 8 256 524 | 8 795 978 |

APPLES

|              |           |           |           |           |           |           |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|
| CHILE        | 1 707 557 | 1 721 416 | 1 684 970 | 1 592 664 | 1 607 135 | 1 556 805 |
| BRAZIL       | 1 055 383 | 1 307 642 | 1 203 007 | 1 222 949 | 983 247   | 1 297 424 |
| SOUTH AFRICA | 916 143   | 929 028   | 829 636   | 895 399   | 998 785   | 1 148 771 |
| NEW ZEALAND  | 550 000   | 470 000   | 480 000   | 555 873   | 559 974   | 567 301   |
| ARGENTINA    | 458 908   | 458 908   | 510 478   | 547 846   | 587 000   | 514 000   |
| AUSTRALIA    | 308 298   | 313 730   | 268 355   | 265 150   | 262 966   | 284 897   |
| TOTAL        | 4 996 289 | 5 200 724 | 4 976 446 | 5 079 881 | 4 999 107 | 5 369 197 |

PEARS

|              |           |           |           |           |           |           |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|
| ARGENTINA    | 522 414   | 517 754   | 565 697   | 594 143   | 659 000   | 634 000   |
| SOUTH AFRICA | 423 180   | 416 215   | 397 555   | 408 289   | 434 589   | 459 532   |
| CHILE        | 292 630   | 289 583   | 284 057   | 253 884   | 244 723   | 218 049   |
| AUSTRALIA    | 104 928   | 96 741    | 103 748   | 80 353    | 84 206    | 90 187    |
| NEW ZEALAND  | 22 477    | 19 264    | 19 419    | 17 810    | 16 494    | 16 646    |
| BRAZIL       | 14 915    | 22 125    | 19 813    | 16 697    | 15 363    | 15 790    |
| TOTAL        | 1 380 544 | 1 361 682 | 1 390 288 | 1 371 176 | 1 454 375 | 1 434 204 |

APRICOTS

|              |        |        |        |        |        |        |
|--------------|--------|--------|--------|--------|--------|--------|
| SOUTH AFRICA | 25 909 | 30 637 | 26 512 | 34 107 | 21 578 | 39 520 |
| ARGENTINA    | 27 042 | 27 105 | 27 158 | 27 029 | 27 115 | 27 201 |
| AUSTRALIA    | 8 700  | 5 351  | 8 801  | 8 377  | 6 720  | 6 101  |
| CHILE        | 7 388  | 5 971  | 5 853  | 5 750  | 5 264  | 4 560  |
| NEW ZEALAND  | 3 095  | 3 267  | 2 899  | 2 818  | 2 734  | 2 716  |
| TOTAL        | 72 134 | 72 330 | 71 224 | 78 081 | 63 411 | 80 098 |

PEACHES & NECTARINES

|              |           |         |           |         |         |         |
|--------------|-----------|---------|-----------|---------|---------|---------|
| CHILE        | 342 946   | 336 307 | 330 881   | 330 878 | 309 014 | 308 579 |
| BRAZIL       | 193 480   | 250 449 | 219 603   | 182 704 | 201 880 | 199 010 |
| SOUTH AFRICA | 182 054   | 182 489 | 152 444   | 157 974 | 175 374 | 181 131 |
| ARGENTINA    | 250 737   | 89 705  | 226 000   | 198 000 | 101 000 | 167 500 |
| AUSTRALIA    | 80 807    | 82 659  | 82 407    | 86 994  | 81 380  | 88 016  |
| NEW ZEALAND  | 1 518     | 11      | 319       | 522     | 445     | 436     |
| TOTAL        | 1 051 542 | 941 620 | 1 011 655 | 957 072 | 869 093 | 944 672 |

PLUMS

|              |         |         |         |         |         |         |
|--------------|---------|---------|---------|---------|---------|---------|
| CHILE        | 353 000 | 357 600 | 359 000 | 445 000 | 418 040 | 426 776 |
| SOUTH AFRICA | 87 746  | 77 408  | 74 254  | 62 557  | 65 373  | 101 969 |
| ARGENTINA    | 150 229 | 39 110  | 176 000 | 52 517  | 64 825  | 60 684  |
| AUSTRALIA    | 17 992  | 18 701  | 17 894  | 18 196  | 18 264  | 18 118  |
| NEW ZEALAND  | 1 782   | 1 405   | 1 647   | 1 648   | 1 859   | 1 851   |
| TOTAL        | 610 749 | 494 224 | 628 795 | 579 918 | 568 360 | 609 398 |

CHERRIES

|              |         |         |         |         |         |         |
|--------------|---------|---------|---------|---------|---------|---------|
| CHILE        | 155 000 | 120 000 | 228 000 | 270 000 | 276 000 | 325 049 |
| AUSTRALIA    | 18 374  | 11 532  | 15 964  | 15 941  | 14 475  | 21 310  |
| ARGENTINA    | 7 176   | 7 246   | 7 314   | 7 327   | 7 364   | 7 400   |
| NEW ZEALAND  | 2 425   | 2 337   | 3 750   | 3 092   | 3 503   | 3 517   |
| SOUTH AFRICA | 425     | 245     | 410     | 524     | 836     | 1 132   |
| TOTAL        | 183 400 | 141 360 | 255 438 | 296 884 | 302 178 | 358 408 |

SOURCE: FAO, 2023

SOUTHERN HEMISPHERE EXPORTS (METRIC TONS)

| 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|------|------|------|------|------|------|
|------|------|------|------|------|------|

APPLES

| APPLES       |           |           |           |           |           |           |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|
| SOUTH AFRICA | 553 048   | 448 668   | 464 388   | 508 451   | 589 186   | 625 077   |
| CHILE        | 770 073   | 835 904   | 725 765   | 712 463   | 643 736   | 602 478   |
| NEW ZEALAND  | 380 845   | 408 743   | 432 194   | 443 879   | 403 307   | 380 261   |
| ARGENTINA    | 77 746    | 93 940    | 109 341   | 106 083   | 89 739    | 62 504    |
| BRAZIL       | 55 437    | 70 997    | 56 713    | 62 564    | 99 048    | 35 058    |
| AUSTRALIA    | 4 834     | 4 454     | 4 251     | 2 256     | 3 020     | 2 970     |
| TOTAL        | 1 841 983 | 1 862 706 | 1 792 652 | 1 835 696 | 1 828 036 | 1 708 348 |

PEARS

| PEARS        |         |         |         |         |         |         |
|--------------|---------|---------|---------|---------|---------|---------|
| SOUTH AFRICA | 265 792 | 222 097 | 224 597 | 226 686 | 247 116 | 287 439 |
| ARGENTINA    | 279 800 | 317 758 | 306 700 | 337 538 | 311 292 | 267 380 |
| CHILE        | 165 323 | 140 817 | 144 074 | 125 056 | 126 534 | 115 704 |
| AUSTRALIA    | 9 583   | 12 663  | 9 860   | 9 052   | 10 237  | 8 863   |
| NEW ZEALAND  | 4 032   | 5 265   | 4 346   | 2 998   | 2 337   | 2 887   |
| BRAZIL       | 0       | 17      | 86      | 90      | 73      | 83      |
| TOTAL        | 724 530 | 698 617 | 689 663 | 701 420 | 697 589 | 682 356 |

APRICOTS

| APRICOTS     |       |       |       |       |       |       |
|--------------|-------|-------|-------|-------|-------|-------|
| SOUTH AFRICA | 4 134 | 3 639 | 1 965 | 2 465 | 2 748 | 3 603 |
| CHILE        | 772   | 1 306 | 1 153 | 1 037 | 656   | 1 036 |
| NEW ZEALAND  | 1 206 | 531   | 345   | 666   | 157   | 214   |
| AUSTRALIA    | 500   | 513   | 689   | 838   | 299   | 167   |
| ARGENTINA    | 11    | 0     | 0     | 0     | 0     | 0     |
| TOTAL        | 6 623 | 5 989 | 4 152 | 5 006 | 3 860 | 5 020 |

PEACHES & NECTARINES

| PEACHES AND NECTARINES |         |         |         |         |         |         |
|------------------------|---------|---------|---------|---------|---------|---------|
| CHILE                  | 92 906  | 107 318 | 108 800 | 113 022 | 96 456  | 111 088 |
| SOUTH AFRICA           | 17 116  | 18 479  | 20 568  | 22 778  | 30 047  | 31 496  |
| AUSTRALIA              | 9 695   | 13 982  | 17 174  | 14 568  | 14 724  | 11 851  |
| ARGENTINA              | 862     | 4 489   | 4 034   | 3 172   | 4 638   | 1 758   |
| BRAZIL                 | 4       | 6       | 38      | 93      | 58      | 47      |
| NEW ZEALAND            | 174     | 128     | 81      | 68      | 86      | 42      |
| TOTAL                  | 120 757 | 144 402 | 150 695 | 153 701 | 146 009 | 156 282 |

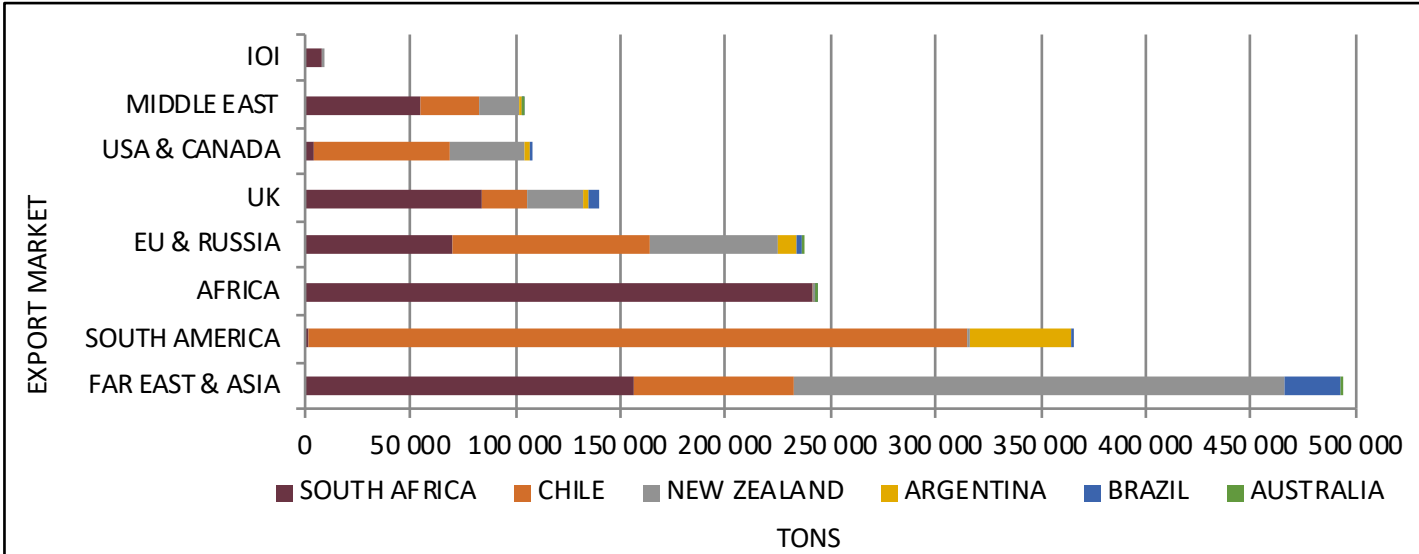
PLUMS

| PLUMS        |         |         |         |         |         |         |
|--------------|---------|---------|---------|---------|---------|---------|
| CHILE        | 108 516 | 134 355 | 172 567 | 139 519 | 120 104 | 158 122 |
| SOUTH AFRICA | 66 832  | 58 015  | 47 614  | 48 530  | 81 958  | 96 529  |
| AUSTRALIA    | 4 824   | 5 547   | 7 697   | 5 800   | 8 249   | 7 715   |
| ARGENTINA    | 886     | 1 895   | 1 616   | 1 035   | 1 129   | 811     |
| BRAZIL       | 22      | 2       | 15      | 18      | 11      | 32      |
| NEW ZEALAND  | 64      | 67      | 32      | 33      | 13      | 13      |
| TOTAL        | 181 144 | 199 881 | 229 541 | 194 935 | 211 464 | 263 222 |

SOURCE: TRADEMAPS, 2023

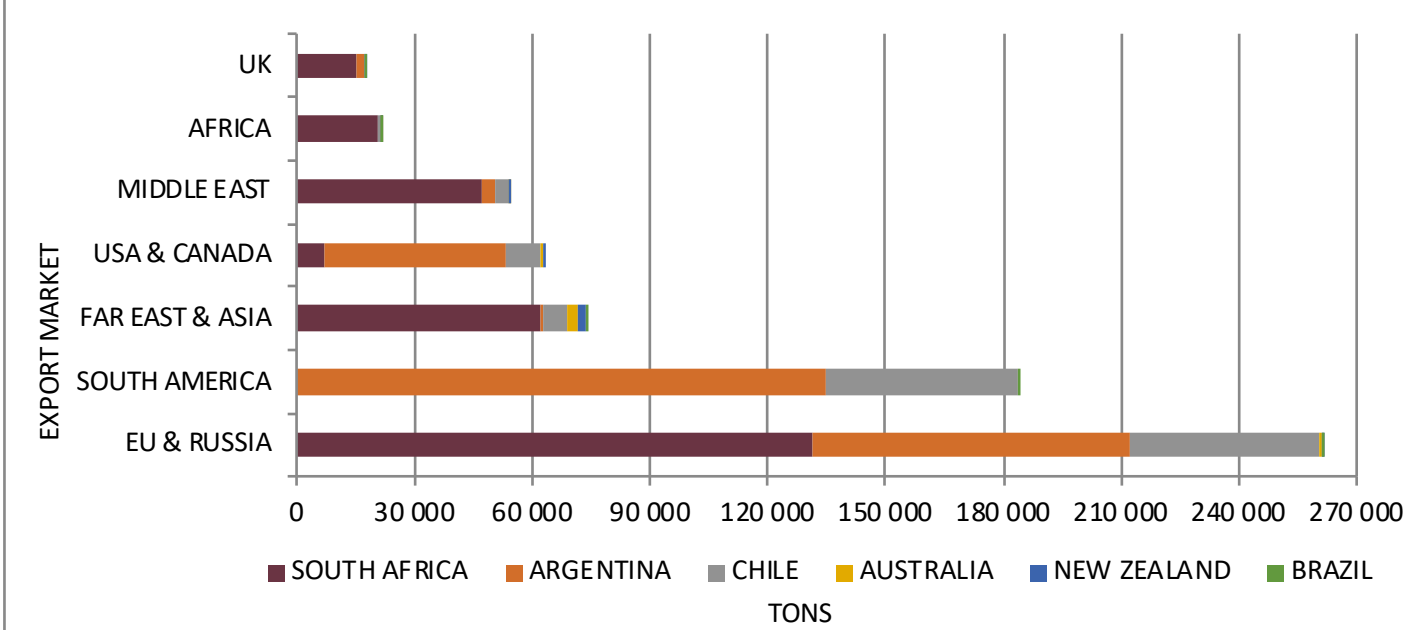
# SOUTHERN HEMISPHERE EXPORTS TO MAJOR MARKETS: 2022

APPLES



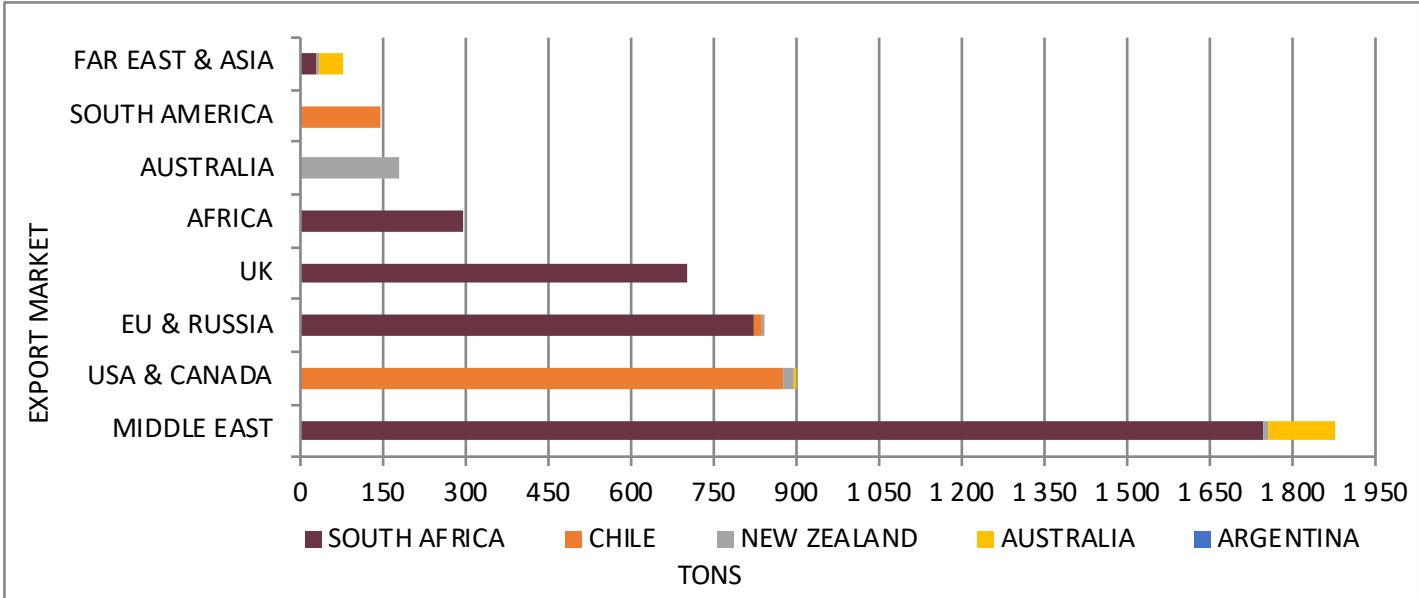
SOURCE: TRADEMAPS, 2023

PEARS



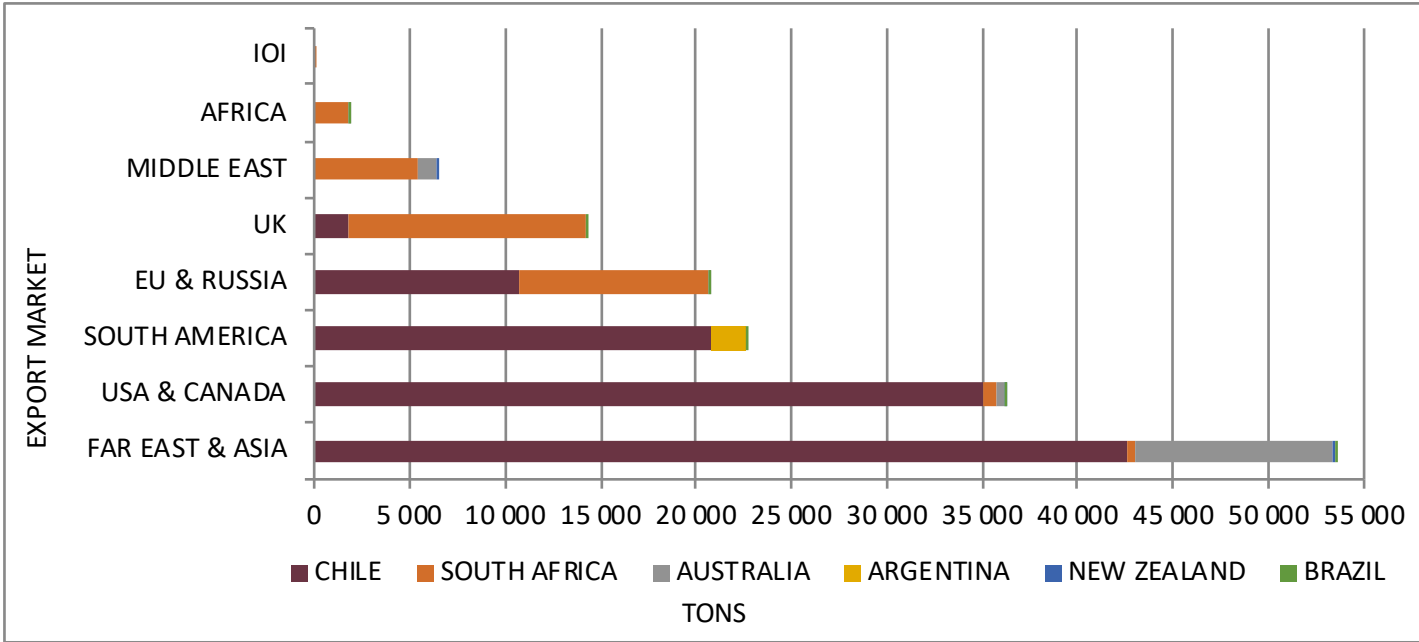
SOURCE: TRADEMAPS, 2023

APRICOTS



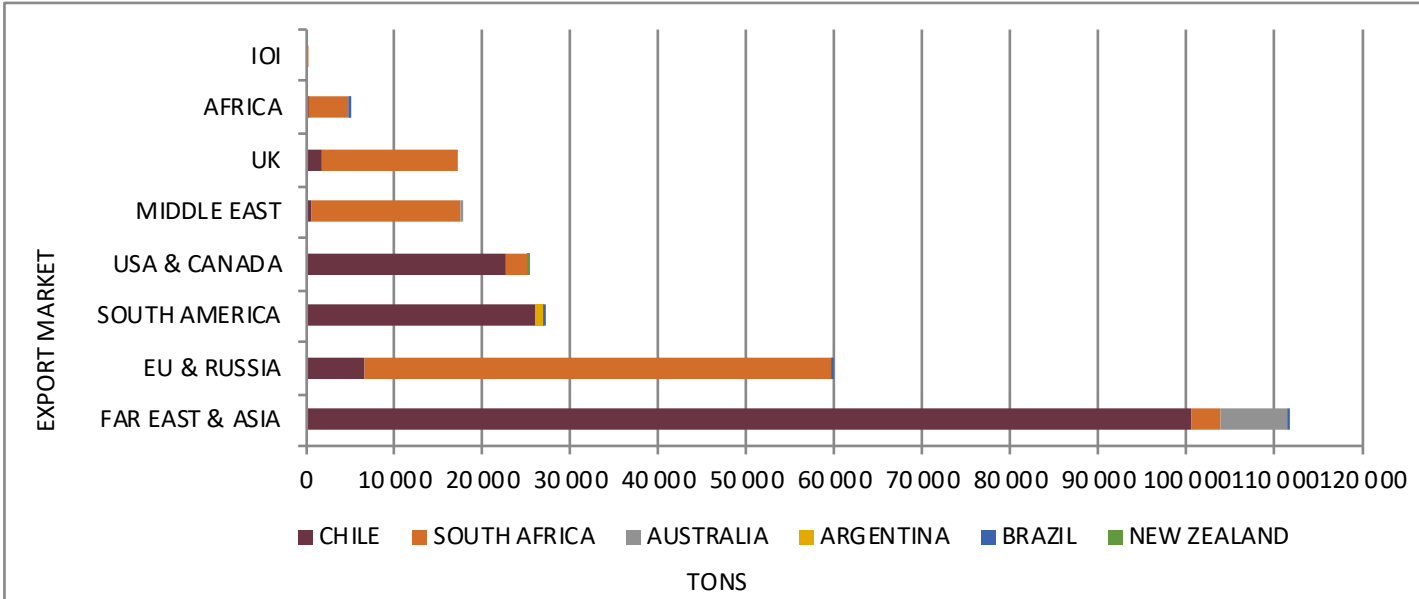
SOURCE: TRADEMAPS, 2023

PEACHES & NECTARINES



SOURCE: TRADEMAPS, 2023

PLUMS



SOURCE: TRADEMAPS, 2023

# world production

APPLES

| Rank |                          | PRODUCTION (METRIC TON) |            |            |            |            |
|------|--------------------------|-------------------------|------------|------------|------------|------------|
|      |                          | 2017                    | 2018       | 2019       | 2020       | 2021       |
| 1    | CHINA, MAINLAND          | 41 390 000              | 39 233 400 | 42 425 400 | 44 066 100 | 45 983 400 |
| 2    | TÜRKIYE                  | 3 032 164               | 3 625 960  | 3 618 752  | 4 300 486  | 4 493 264  |
| 3    | UNITED STATES OF AMERICA | 5 240 670               | 4 644 790  | 5 028 526  | 4 665 199  | 4 467 206  |
| 4    | POLAND                   | 2 441 393               | 3 999 520  | 3 080 600  | 3 555 200  | 4 067 400  |
| 5    | INDIA                    | 2 265 000               | 2 327 000  | 2 316 000  | 2 814 000  | 2 276 000  |
| 6    | IRAN                     | 2 398 831               | 1 936 697  | 2 241 124  | 2 241 100  | 2 241 100  |
| 7    | RUSSIAN FEDERATION       | 1 493 600               | 1 859 400  | 1 950 800  | 2 040 700  | 2 216 200  |
| 8    | ITALY                    | 1 921 272               | 2 466 990  | 2 303 690  | 2 462 440  | 2 211 740  |
| 9    | FRANCE                   | 1 695 949               | 1 740 350  | 1 753 500  | 1 619 880  | 1 633 080  |
| 10   | CHILE                    | 1 721 416               | 1 684 970  | 1 592 664  | 1 607 135  | 1 556 805  |
| 14   | SOUTH AFRICA             | 929 028                 | 829 636    | 895 399    | 998 785    | 1 148 771  |
|      | REST OF THE WORLD        | 18 556 336              | 21 554 330 | 20 302 648 | 20 119 270 | 20 849 392 |
|      | TOTAL WORLD              | 83 085 659              | 85 903 043 | 87 509 103 | 90 490 295 | 93 144 358 |
|      | % CHANGE (YEAR-ON-YEAR)  |                         | 3%         | 2%         | 3%         | 3%         |

PEARS

| Rank |                          | PRODUCTION (METRIC TONS) |            |            |            |            |
|------|--------------------------|--------------------------|------------|------------|------------|------------|
|      |                          | 2017                     | 2018       | 2019       | 2020       | 2021       |
| 1    | CHINA, MAINLAND          | 16 410 000               | 16 078 000 | 17 313 500 | 17 815 300 | 18 875 900 |
| 2    | UNITED STATES OF AMERICA | 669 000                  | 730 740    | 648 637    | 595 110    | 636 390    |
| 3    | ARGENTINA                | 517 754                  | 565 697    | 594 143    | 659 000    | 634 000    |
| 4    | TÜRKIYE                  | 503 004                  | 519 451    | 530 723    | 545 569    | 530 349    |
| 5    | SOUTH AFRICA             | 416 215                  | 397 555    | 408 289    | 434 589    | 459 532    |
| 6    | BELGIUM                  | 301 818                  | 368 830    | 332 420    | 392 590    | 355 680    |
| 7    | NETHERLANDS              | 330 000                  | 402 200    | 373 000    | 400 000    | 340 000    |
| 8    | SPAIN                    | 360 957                  | 332 320    | 330 670    | 323 730    | 316 270    |
| 9    | INDIA                    | 346 000                  | 318 000    | 300 000    | 290 000    | 276 000    |
| 10   | ITALY                    | 772 578                  | 752 590    | 429 290    | 619 470    | 273 450    |
|      | REST OF THE WORLD        | 3 195 048                | 3 255 870  | 3 006 100  | 2 910 904  | 2 961 142  |
|      | TOTAL WORLD              | 23 822 374               | 23 721 253 | 24 266 772 | 24 986 262 | 25 658 713 |
|      | % CHANGE (YEAR-ON-YEAR)  |                          | 0%         | 2%         | 3%         | 3%         |

APRICOTS

| Rank |                            | PRODUCTION (METRIC TONS) |           |           |           |           |
|------|----------------------------|--------------------------|-----------|-----------|-----------|-----------|
|      |                            | 2017                     | 2018      | 2019      | 2020      | 2021      |
| 1    | TÜRKIYE                    | 985 000                  | 750 000   | 846 606   | 833 398   | 800 000   |
| 2    | UZBEKISTAN                 | 532 565                  | 493 842   | 536 544   | 529 109   | 424 734   |
| 3    | IRAN (ISLAMIC REPUBLIC OF) | 330 553                  | 314 012   | 329 638   | 331 990   | 323 019   |
| 4    | ALGERIA                    | 256 890                  | 242 243   | 209 204   | 187 273   | 189 724   |
| 5    | ITALY                      | 266 372                  | 229 020   | 272 990   | 173 380   | 189 570   |
| 6    | PAKISTAN                   | 141 721                  | 107 986   | 94 410    | 124 173   | 145 392   |
| 7    | SPAIN                      | 162 872                  | 176 290   | 145 830   | 128 700   | 114 720   |
| 8    | AFGHANISTAN                | 131 816                  | 109 086   | 129 363   | 131 788   | 113 660   |
| 9    | JAPAN                      | 86 800                   | 112 400   | 88 100    | 71 100    | 104 600   |
| 10   | RUSSIAN FEDERATION         | 53 300                   | 66 300    | 69 600    | 72 800    | 79 100    |
| 18   | SOUTH AFRICA               | 30 637                   | 26 512    | 34 107    | 21 578    | 39 520    |
|      | REST OF THE WORLD          | 1 810 835                | 1 263 138 | 1 295 151 | 1 111 714 | 1 054 374 |
|      | TOTAL WORLD                | 4 789 361                | 3 890 829 | 4 051 543 | 3 717 003 | 3 578 412 |
|      | % CHANGE (YEAR-ON-YEAR)    |                          | -19%      | 4%        | -8%       | -4%       |

SOURCE: FAO, 2023

PEACHES & NECTARINES

| Rank |                          | PRODUCTION (METRIC TONS) |            |            |            |            |
|------|--------------------------|--------------------------|------------|------------|------------|------------|
|      |                          | 2017                     | 2018       | 2019       | 2020       | 2021       |
| 1    | CHINA, MAINLAND          | 13 797 629               | 14 215 864 | 14 671 542 | 15 000 000 | 16 000 000 |
| 2    | SPAIN                    | 1 799 685                | 1 450 930  | 1 545 610  | 1 306 020  | 1 197 840  |
| 3    | ITALY                    | 1 250 721                | 1 090 680  | 1 224 940  | 1 015 350  | 996 860    |
| 4    | TÜRKIYE                  | 771 459                  | 789 457    | 830 577    | 892 048    | 891 857    |
| 5    | UNITED STATES OF AMERICA | 764 410                  | 700 350    | 731 730    | 703 300    | 730 530    |
| 6    | IRAN                     | 526 231                  | 611 384    | 591 412    | 650 004    | 687 213    |
| 7    | GREECE                   | 640 974                  | 968 720    | 926 620    | 890 580    | 591 060    |
| 8    | CHILE                    | 336 307                  | 330 881    | 330 878    | 309 014    | 308 579    |
| 9    | EGYPT                    | 425 448                  | 374 981    | 349 630    | 273 500    | 244 229    |
| 10   | MEXICO                   | 163 796                  | 160 663    | 158 942    | 172 950    | 217 266    |
| 15   | SOUTH AFRICA             | 182 489                  | 152 444    | 157 974    | 175 374    | 181 131    |
|      | REST OF THE WORLD        | 3 072 994                | 3 048 905  | 3 091 015  | 2 879 323  | 2 947 787  |
|      | TOTAL WORLD              | 23 732 143               | 23 895 259 | 24 610 870 | 24 267 464 | 24 994 352 |
|      | % CHANGE (YEAR-ON-YEAR)  |                          | 1%         | 3%         | -1%        | 3%         |

PLUMS

| Rank |                          | PRODUCTION (METRIC TONS) |            |            |            |            |
|------|--------------------------|--------------------------|------------|------------|------------|------------|
|      |                          | 2017                     | 2018       | 2019       | 2020       | 2021       |
| 1    | CHINA, MAINLAND          | 6 715 985                | 6 578 777  | 6 627 032  | 6 640 598  | 6 615 469  |
| 2    | ROMANIA                  | 444 922                  | 830 060    | 692 670    | 757 880    | 807 170    |
| 3    | CHILE                    | 357 600                  | 359 000    | 445 000    | 418 040    | 426 776    |
| 4    | SERBIA                   | 330 582                  | 430 199    | 558 930    | 582 547    | 412 778    |
| 5    | IRAN                     | 355 416                  | 305 617    | 359 176    | 374 372    | 388 243    |
| 6    | TÜRKIYE                  | 291 934                  | 296 878    | 317 946    | 329 056    | 332 533    |
| 7    | UNITED STATES OF AMERICA | 402 250                  | 345 000    | 327 950    | 245 380    | 277 150    |
| 8    | RUSSIAN FEDERATION       | 133 200                  | 165 800    | 174 000    | 182 000    | 197 700    |
| 9    | UKRAINE                  | 200 470                  | 198 070    | 181 140    | 173 230    | 188 300    |
| 10   | SPAIN                    | 172 325                  | 152 980    | 179 840    | 153 590    | 179 320    |
| 18   | SOUTH AFRICA             | 77 408                   | 74 254     | 62 557     | 65 373     | 101 969    |
|      | REST OF THE WORLD        | 2 012 745                | 2 514 512  | 2 204 950  | 2 183 213  | 2 087 073  |
|      | TOTAL WORLD              | 11 494 838               | 12 251 148 | 12 131 192 | 12 105 278 | 12 014 482 |
|      | % CHANGE (YEAR-ON-YEAR)  |                          | 7%         | -1%        | 0%         | -1%        |

CHERRIES

| Rank |                          | PRODUCTION (METRIC TONS) |           |           |           |           |
|------|--------------------------|--------------------------|-----------|-----------|-----------|-----------|
|      |                          | 2017                     | 2018      | 2019      | 2020      | 2021      |
| 1    | TÜRKIYE                  | 627 132                  | 639 564   | 664 224   | 724 944   | 689 834   |
| 2    | UNITED STATES OF AMERICA | 396 940                  | 312 430   | 319 870   | 294 930   | 343 190   |
| 3    | CHILE                    | 120 000                  | 228 000   | 270 000   | 276 000   | 325 049   |
| 4    | UZBEKISTAN               | 136 609                  | 172 035   | 175 861   | 185 068   | 213 600   |
| 5    | IRAN                     | 135 723                  | 88 906    | 128 354   | 161 941   | 156 134   |
| 6    | SPAIN                    | 114 433                  | 106 580   | 118 380   | 82 130    | 125 810   |
| 7    | ITALY                    | 118 259                  | 114 800   | 98 600    | 104 380   | 93 030    |
| 8    | GREECE                   | 80 510                   | 89 380    | 81 600    | 93 740    | 80 740    |
| 9    | UKRAINE                  | 70 860                   | 84 640    | 68 640    | 63 550    | 61 850    |
| 10   | POLAND                   | 19 666                   | 59 960    | 44 430    | 51 300    | 59 100    |
| 52   | SOUTH AFRICA             | 245                      | 410       | 524       | 836       | 1 132     |
|      | REST OF THE WORLD        | 629 395                  | 672 908   | 660 059   | 594 166   | 582 944   |
|      | TOTAL WORLD              | 2 449 772                | 2 569 614 | 2 630 541 | 2 632 985 | 2 732 413 |
|      | % CHANGE (YEAR-ON-YEAR)  |                          | 5%        | 2%        | 0%        | 4%        |

SOURCE: FAO, 2023



# WORLD PRODUCTION OF PRUNES

| YEAR  | PRODUCTION | % CHANGE |
|-------|------------|----------|
| 2005  | 196 248    | -        |
| 2006  | 322 075    | 64%      |
| 2007  | 198 107    | -38%     |
| 2008  | 230 818    | 17%      |
| 2009  | 289 650    | 25%      |
| 2010  | 244 030    | -16%     |
| 2011  | 230 703    | -5%      |
| 2012  | 293 400    | 27%      |
| 2013  | 197 977    | -33%     |
| 2014  | 224 920    | 14%      |
| 2015  | 266 572    | 19%      |
| 2016  | 225 775    | -15%     |
| 2017  | 238 494    | 6%       |
| 2018  | 197 102    | -17%     |
| 2019  | 213 336    | 8%       |
| 2020  | 145 390    | -32%     |
| 2021* | 177 042    | 22%      |
| 2022* | 171 600    | -3%      |

SOURCE: INC - INTERNATIONAL NUT & DRIED FRUIT

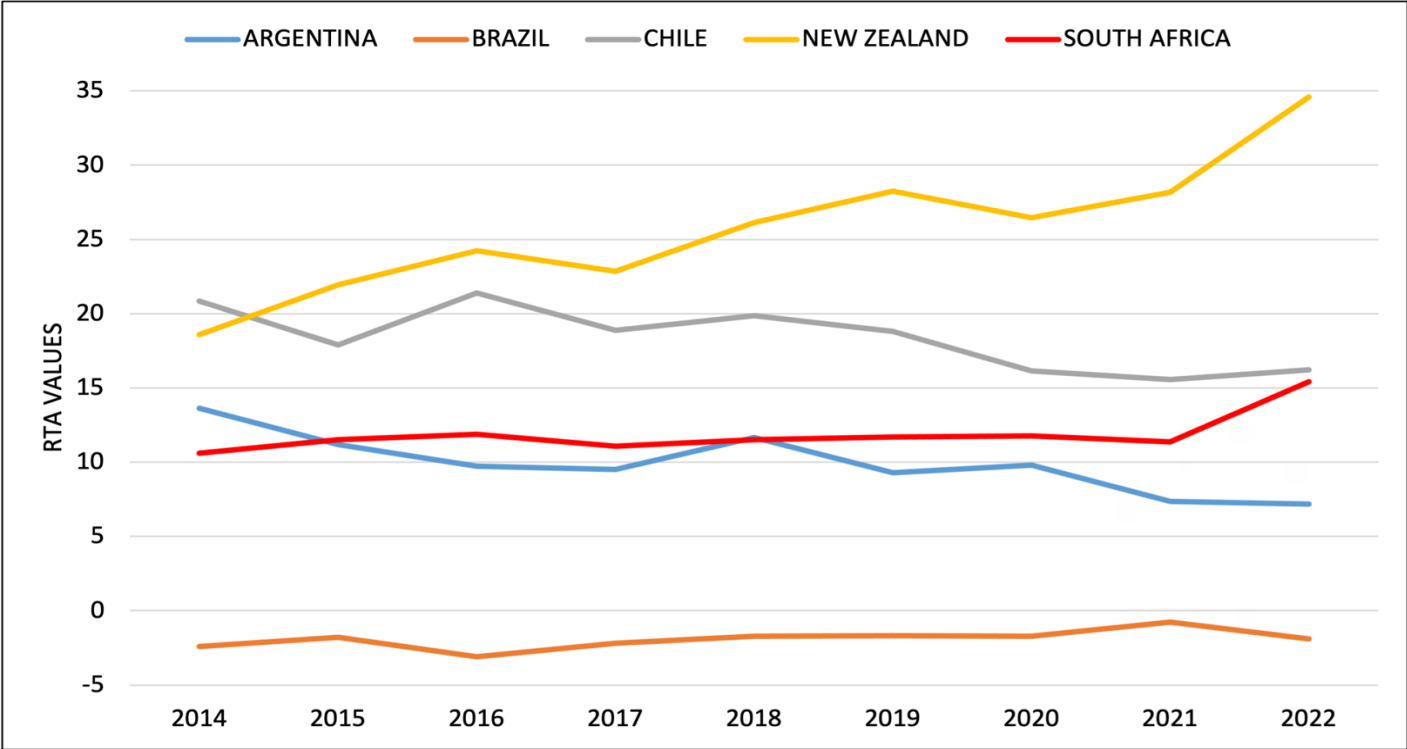
\*Last two seasons subject to possible change

# THE GLOBAL COMPETITIVENESS REPORT

| RANK<br>2018 | RANK<br>2019 | COUNTRY            | INSTITUTIONS | INFRASTRUCTURE | MACRO-<br>ECONOMICS | SKILLS | PRODUCT<br>MARKET | LABOUR MARKET | FINANCIAL<br>SYSTEM |
|--------------|--------------|--------------------|--------------|----------------|---------------------|--------|-------------------|---------------|---------------------|
| 81           | 83           | ARGENTINA          | 88           | 68             | 139                 | 31     | 120               | 117           | 105                 |
| 14           | 16           | AUSTRALIA          | 17           | 29             | 1                   | 13     | 5                 | 23            | 13                  |
| 22           | 21           | AUSTRIA            | 14           | 10             | 1                   | 16     | 17                | 29            | 30                  |
| 21           | 22           | BELGIUM            | 23           | 14             | 1                   | 18     | 27                | 43            | 24                  |
| 72           | 71           | BRAZIL             | 99           | 78             | 115                 | 96     | 124               | 105           | 55                  |
| 51           | 49           | BULGARIA           | 57           | 56             | 43                  | 56     | 63                | 40            | 73                  |
| 12           | 14           | CANADA             | 13           | 26             | 1                   | 12     | 24                | 8             | 9                   |
| 33           | 34           | CHILE              | 32           | 42             | 1                   | 47     | 10                | 53            | 21                  |
| 28           | 28           | CHINA              | 58           | 36             | 39                  | 64     | 54                | 72            | 29                  |
| 29           | 32           | CZECHIA            | 44           | 20             | 1                   | 29     | 55                | 48            | 47                  |
| 17           | 15           | FRANCE             | 22           | 9              | 36                  | 35     | 28                | 50            | 14                  |
| 3            | 7            | GERMANY            | 18           | 8              | 1                   | 5      | 9                 | 14            | 25                  |
| 57           | 59           | GREECE             | 85           | 37             | 64                  | 41     | 81                | 111           | 115                 |
| 48           | 47           | HUNGARY            | 63           | 27             | 43                  | 49     | 91                | 80            | 66                  |
| 58           | 68           | INDIA              | 59           | 70             | 43                  | 107    | 101               | 103           | 40                  |
| 31           | 30           | ITALY              | 48           | 18             | 63                  | 42     | 31                | 90            | 48                  |
| 5            | 6            | JAPAN              | 19           | 5              | 42                  | 28     | 6                 | 16            | 12                  |
| 46           | 48           | MEXICO             | 98           | 54             | 41                  | 89     | 53                | 96            | 64                  |
| 6            | 4            | NETHERLANDS        | 4            | 2              | 1                   | 4      | 7                 | 11            | 17                  |
| 18           | 19           | NEW ZEALAND        | 3            | 46             | 1                   | 10     | 3                 | 5             | 28                  |
| 37           | 37           | POLAND             | 60           | 25             | 1                   | 34     | 50                | 70            | 57                  |
| 34           | 34           | PORTUGAL           | 30           | 21             | 62                  | 43     | 39                | 49            | 39                  |
| 52           | 51           | ROMANIA            | 52           | 55             | 56                  | 72     | 64                | 57            | 86                  |
| 43           | 43           | RUSSIAN FEDERATION | 74           | 50             | 43                  | 54     | 87                | 62            | 95                  |
| 65           | 72           | SERBIA             | 75           | 51             | 64                  | 55     | 73                | 54            | 82                  |
| 41           | 42           | SLOVAKIA           | 61           | 30             | 1                   | 45     | 89                | 64            | 56                  |
| 35           | 35           | SLOVENIA           | 33           | 22             | 1                   | 26     | 30                | 41            | 61                  |
| 67           | 60           | SOUTH AFRICA       | 55           | 69             | 59                  | 90     | 69                | 63            | 19                  |
| 15           | 13           | SOUTH KOREA        | 26           | 6              | 1                   | 27     | 59                | 51            | 18                  |
| 23           | 23           | SPAIN              | 28           | 7              | 43                  | 37     | 34                | 61            | 26                  |
| 61           | 61           | TURKEY             | 71           | 49             | 129                 | 78     | 78                | 109           | 68                  |
| 8            | 9            | UNITED KINGDOM     | 11           | 11             | 1                   | 11     | 21                | 9             | 7                   |
| 1            | 2            | UNITED STATES      | 20           | 13             | 37                  | 9      | 8                 | 4             | 3                   |

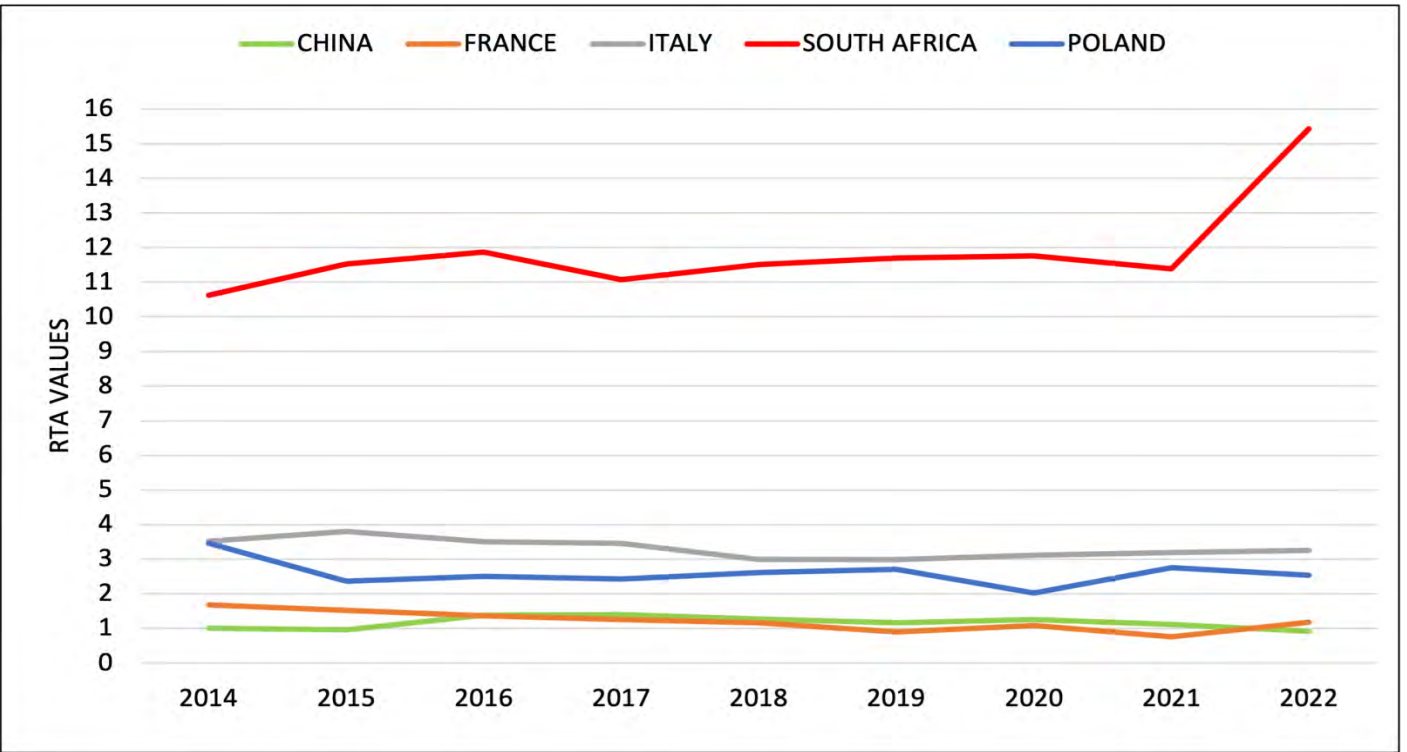
SOURCE: WORLD ECONOMIC FORUM (2019)  
\*\*rank out of 141 countries

## POME FRUIT INDUSTRY RELATIVE TRADE ADVANTAGE TRENDS: SA COMPARED TO SOUTHERN HEMISPHERE COUNTRIES



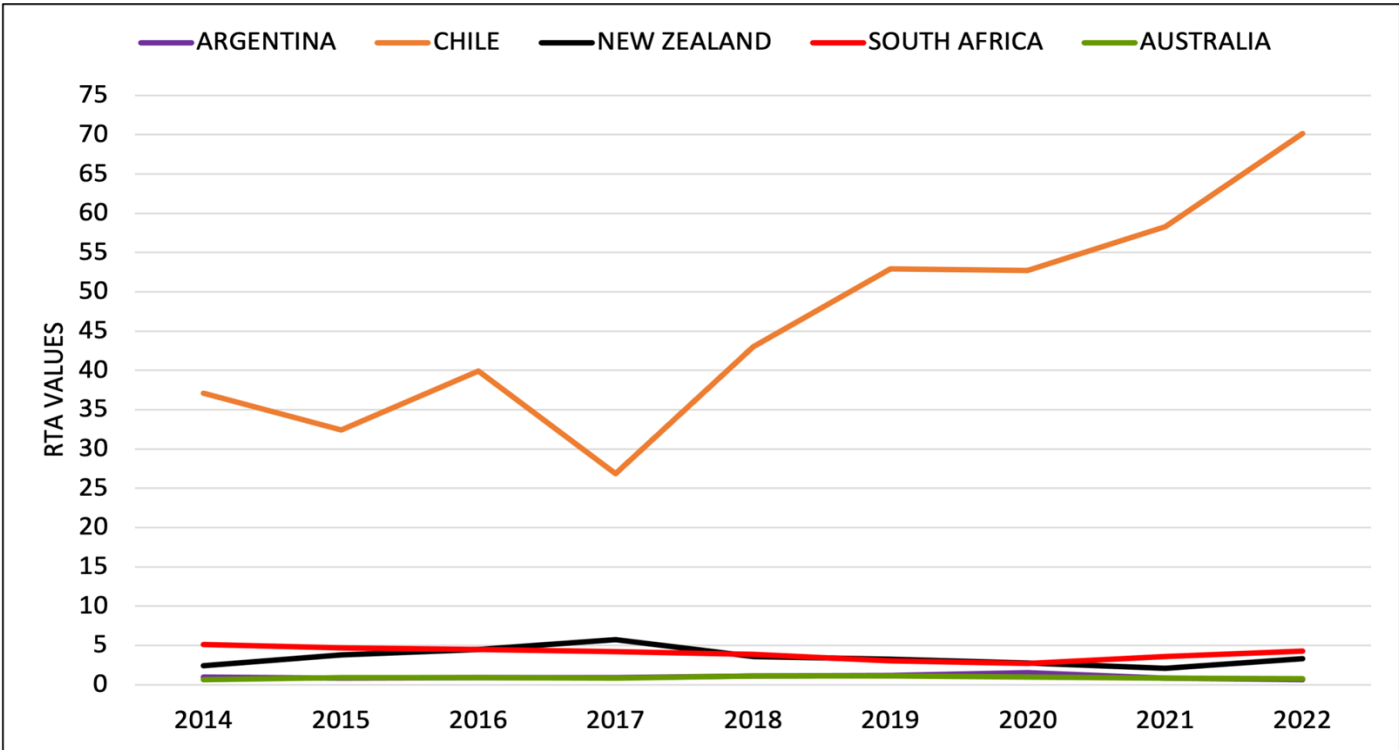
SOURCE: TRADEMAPS, 2023

## POME FRUIT INDUSTRY RELATIVE TRADE ADVANTAGE TRENDS: SA COMPARED TO NORTHERN HEMISPHERE COUNTRIES



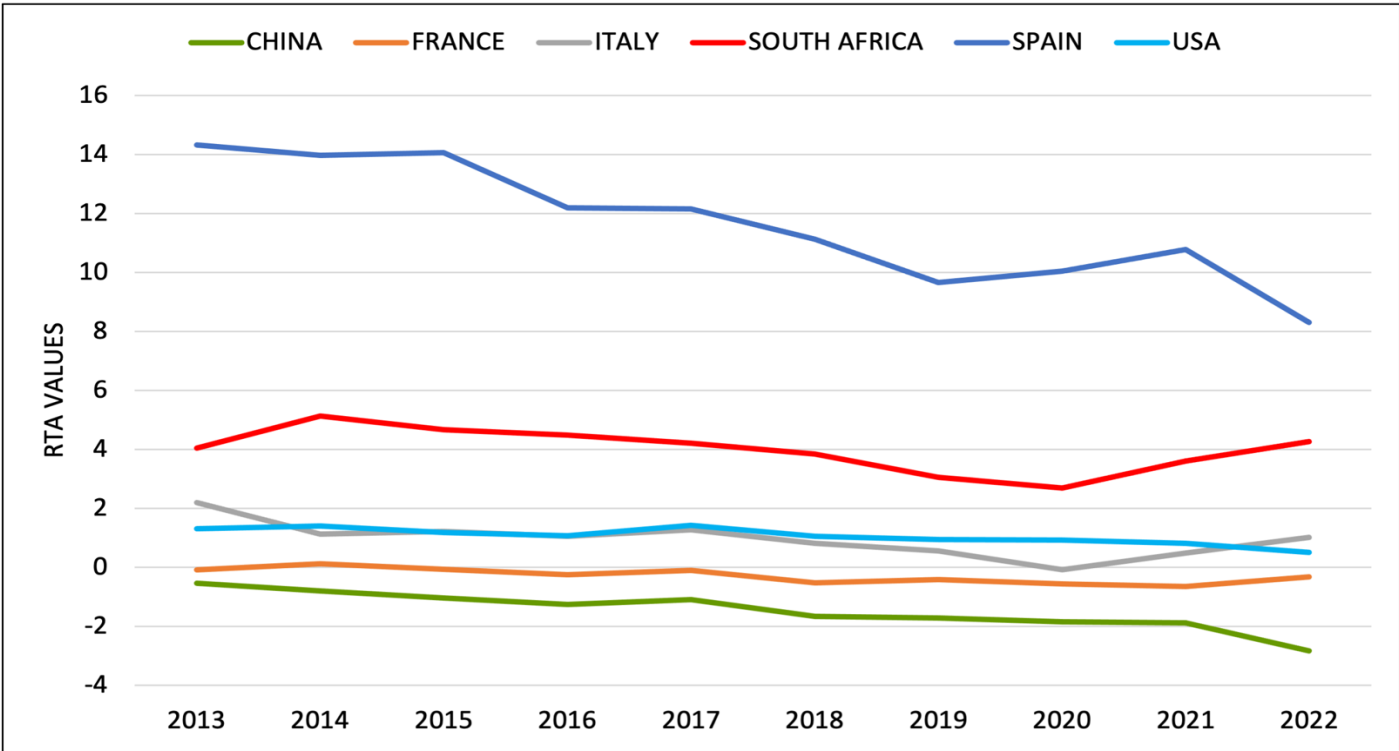
SOURCE: TRADEMAPS, 2023

STONE FRUIT INDUSTRY RELATIVE TRADE ADVANTAGE TRENDS:  
SA COMPARED TO SOUTHERN HEMISPHERE COUNTRIES



SOURCE: TRADEMAPS, 2023

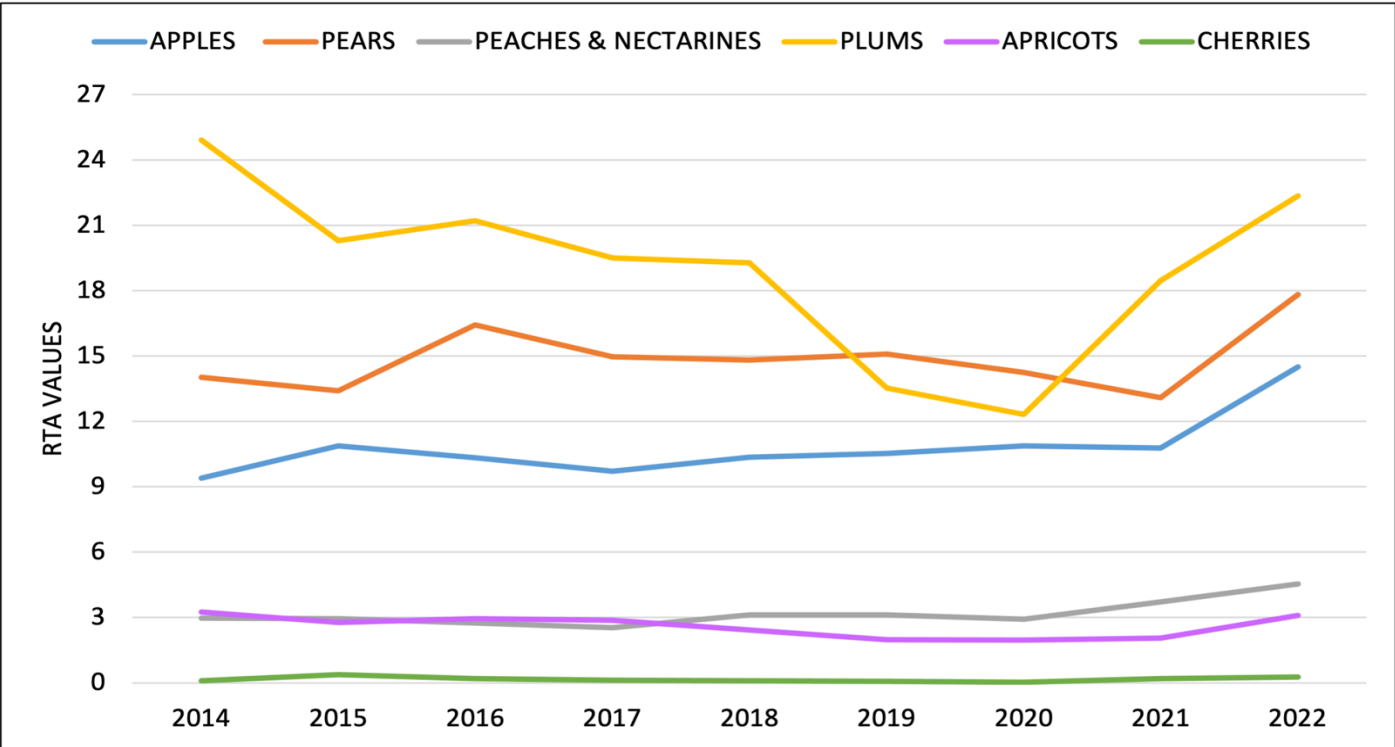
STONE FRUIT INDUSTRY RELATIVE TRADE ADVANTAGE TRENDS:  
SA COMPARED TO NORTHERN HEMISPHERE COUNTRIES



SOURCE: TRADEMAPS, 2023

SOUTH AFRICA'S DECIDUOUS FRUIT COMMODITY

RELATIVE TRADE ADVANTAGE TRENDS



SOURCE: TRADEMAPS, 2023

TOP 10 FRESH APPLE EXPORTERS, 2017 - 2022 (METRIC TONS)

| COUNTRY                  | EXPORT VOLUME (METRIC TONS) |           |           |           |           |           |
|--------------------------|-----------------------------|-----------|-----------|-----------|-----------|-----------|
|                          | 2017                        | 2018      | 2019      | 2020      | 2021      | 2022      |
| ITALY                    | 1 033 666                   | 686 053   | 934 728   | 938 141   | 921 648   | 885 329   |
| CHINA                    | 1 334 874                   | 1 118 486 | 971 146   | 1 058 094 | 1 078 352 | 823 127   |
| POLAND                   | 941 867                     | 794 318   | 973 806   | 657 310   | 921 863   | 732 730   |
| UNITED STATES OF AMERICA | 910 290                     | 927 760   | 832 423   | 807 525   | 750 367   | 697 926   |
| SOUTH AFRICA             | 553 048                     | 448 668   | 464 388   | 508 451   | 589 186   | 625 077   |
| CHILE                    | 716 299                     | 778 972   | 673 864   | 660 011   | 643 736   | 602 478   |
| TÜRKIYE                  | 201 181                     | 238 345   | 257 682   | 211 493   | 354 560   | 380 492   |
| NEW ZEALAND              | 380 845                     | 408 743   | 432 194   | 443 879   | 403 307   | 380 261   |
| FRANCE                   | 535 305                     | 431 159   | 381 354   | 410 131   | 308 791   | 342 470   |
| MOLDOVA, REPUBLIC OF     | 221 984                     | 216 074   | 218 218   | 193 506   | 206 123   | 188 644   |
| TOP 10                   | 6 829 359                   | 6 048 578 | 6 139 803 | 5 888 541 | 6 177 933 | 5 658 534 |
| % OF WORLD               | 73%                         | 73%       | 68%       | 68%       | 68%       | 78%       |
| WORLD                    | 9 313 628                   | 8 313 087 | 9 067 164 | 8 703 391 | 9 116 727 | 7 221 643 |

SOURCE: TRADEMAPS, 2023

TOP 10 FRESH APPLE IMPORTERS, 2017 - 2022 (METRIC TONS)

| COUNTRY            | IMPORT VOLUME (METRIC TONS) |           |           |           |           |           |
|--------------------|-----------------------------|-----------|-----------|-----------|-----------|-----------|
|                    | 2017                        | 2018      | 2019      | 2020      | 2021      | 2022      |
| GERMANY            | 790 277                     | 658 028   | 618 616   | 655 577   | 612 186   | 526 109   |
| RUSSIAN FEDERATION | 705 553                     | 843 463   | 700 544   | 651 480   | 615 999   | 486 394   |
| VIET NAM           | 67 173                      | 66 323    | 127 909   | 122 296   | 274 265   | 320 684   |
| UNITED KINGDOM     | 396 049                     | 385 890   | 342 098   | 343 450   | 320 904   | 320 286   |
| EGYPT              | 219 494                     | 181 802   | 407 478   | 271 854   | 281 955   | 303 675   |
| INDIA              | 330 605                     | 280 094   | 242 713   | 215 538   | 436 194   | 275 268   |
| CANADA             | 217 320                     | 219 227   | 201 576   | 196 752   | 196 282   | 225 141   |
| SPAIN              | 205 807                     | 186 412   | 217 563   | 199 924   | 201 004   | 222 419   |
| THAILAND           | 161 638                     | 142 216   | 151 780   | 188 752   | 188 428   | 182 163   |
| BANGLADESH         | 233 923                     | 201 593   | 252 924   | 256 096   | 262 300   | 176 163   |
| TOP 10             | 3 327 839                   | 3 165 048 | 3 263 201 | 3 101 719 | 3 389 517 | 3 038 302 |
| % OF WORLD         | 37%                         | 39%       | 38%       | 39%       | 40%       | 42%       |
| WORLD              | 9 060 877                   | 8 118 557 | 8 502 337 | 8 035 293 | 8 530 889 | 7 169 932 |

SOURCE: TRADEMAPS, 2023

TOP 10 FRESH PEAR EXPORTERS, 2017 - 2022 (METRIC TONS)

| COUNTRY                  | EXPORT VOLUME (METRIC TONS) |           |           |           |           |           |
|--------------------------|-----------------------------|-----------|-----------|-----------|-----------|-----------|
|                          | 2017                        | 2018      | 2019      | 2020      | 2021      | 2022      |
| CHINA                    | 519 231                     | 491 004   | 470 245   | 539 447   | 510 138   | 444 010   |
| NETHERLANDS              | 334 739                     | 332 512   | 344 795   | 357 920   | 374 514   | 378 250   |
| BELGIUM                  | 309 552                     | 289 464   | 307 794   | 312 494   | 351 652   | 337 976   |
| SOUTH AFRICA             | 265 792                     | 222 097   | 223 790   | 226 686   | 247 116   | 287 439   |
| ARGENTINA                | 279 800                     | 317 758   | 306 700   | 337 538   | 311 292   | 267 380   |
| PORTUGAL                 | 107 973                     | 110 486   | 103 335   | 95 540    | 90 162    | 119 874   |
| CHILE                    | 151 627                     | 129 025   | 131 531   | 114 003   | 126 534   | 115 704   |
| POLAND                   | 40 641                      | 45 421    | 73 440    | 98 462    | 119 870   | 108 159   |
| UNITED STATES OF AMERICA | 125 868                     | 131 384   | 147 501   | 113 058   | 112 325   | 106 550   |
| SPAIN                    | 130 686                     | 98 972    | 137 170   | 116 072   | 134 231   | 96 591    |
| TOP 10                   | 2 265 909                   | 2 168 123 | 2 246 301 | 2 311 220 | 2 377 834 | 2 261 933 |
| % OF WORLD               | 81%                         | 80%       | 84%       | 86%       | 87%       | 89%       |
| WORLD                    | 2 813 165                   | 2 719 383 | 2 673 126 | 2 676 782 | 2 746 817 | 2 551 353 |

SOURCE: TRADEMAPS, 2023

TOP 10 FRESH PEAR IMPORTERS, 2017 - 2022 (METRIC TONS)

| COUNTRY            | IMPORT VOLUME (METRIC TONS) |           |           |           |           |           |
|--------------------|-----------------------------|-----------|-----------|-----------|-----------|-----------|
|                    | 2017                        | 2018      | 2019      | 2020      | 2021      | 2022      |
| INDONESIA          | 167 476                     | 186 317   | 167 685   | 216 881   | 227 219   | 177 968   |
| GERMANY            | 174 593                     | 169 251   | 160 372   | 166 307   | 169 436   | 176 361   |
| RUSSIAN FEDERATION | 271 204                     | 271 336   | 228 147   | 220 276   | 225 553   | 163 975   |
| BRAZIL             | 156 186                     | 158 077   | 153 489   | 138 418   | 120 781   | 133 019   |
| UNITED KINGDOM     | 143 911                     | 137 731   | 116 291   | 110 685   | 95 837    | 113 682   |
| FRANCE             | 120 999                     | 112 905   | 113 322   | 116 869   | 125 862   | 113 059   |
| ITALY              | 83 839                      | 64 619    | 93 604    | 89 349    | 130 603   | 109 976   |
| VIET NAM           | 18 685                      | 22 303    | 30 257    | 24 777    | 90 846    | 101 810   |
| NETHERLANDS        | 125 014                     | 109 900   | 89 595    | 102 155   | 94 111    | 99 978    |
| BELARUS            | 145 866                     | 123 303   | 123 300   | 109 654   | 111 124   | 88 505    |
| TOP 10             | 1 407 773                   | 1 355 742 | 1 276 062 | 1 295 371 | 1 391 372 | 1 278 333 |
| % OF WORLD         | 53%                         | 51%       | 50%       | 52%       | 54%       | 50%       |
| WORLD              | 2 636 850                   | 2 636 456 | 2 538 199 | 2 472 116 | 2 590 675 | 2 545 075 |

SOURCE: TRADEMAPS, 2023

TOP 10 FRESH APRICOT EXPORTERS, 2017 - 2022 (METRIC TONS)

| COUNTRY              | EXPORT VOLUME (METRIC TONS) |         |         |         |         |         |
|----------------------|-----------------------------|---------|---------|---------|---------|---------|
|                      | 2017                        | 2018    | 2019    | 2020    | 2021    | 2022    |
| TÜRKIYE              | 63 538                      | 70 734  | 67 637  | 64 733  | 69 959  | 96 842  |
| SPAIN                | 89 275                      | 109 234 | 92 834  | 96 026  | 97 067  | 59 513  |
| ITALY                | 44 609                      | 26 603  | 48 292  | 17 451  | 31 568  | 49 979  |
| GREECE               | 24 681                      | 23 925  | 23 030  | 21 544  | 15 081  | 21 460  |
| FRANCE               | 56 412                      | 28 276  | 21 798  | 11 417  | 13 911  | 14 416  |
| KYRGYZSTAN           | 2 233                       | 2 633   | 6 085   | 10 228  | 4 781   | 7 954   |
| SERBIA               | 8 989                       | 1 661   | 8 552   | 2 446   | 2 729   | 7 356   |
| JORDAN               | 8 366                       | 5 816   | 11 117  | 3 898   | 12 855  | 7 204   |
| MOLDOVA, REPUBLIC OF | 3 184                       | 1 848   | 5 864   | 2 001   | 4 819   | 6 885   |
| UZBEKISTAN           | 22 801                      | 42 665  | 58 011  | 74 534  | 9 607   | 5 952   |
| TOP 10               | 324 088                     | 313 395 | 343 220 | 304 278 | 262 377 | 277 561 |
| % OF WORLD           | 80%                         | 75%     | 71%     | 80%     | 80%     | 88%     |
| WORLD                | 405 403                     | 419 196 | 481 738 | 381 043 | 327 378 | 316 934 |

SOURCE: TRADEMAPS, 2023

TOP 10 FRESH APRICOT IMPORTERS,2017 - 2022 (METRIC TONS)

| COUNTRY            | IMPORT VOLUME (METRIC TONS) |         |         |         |         |         |
|--------------------|-----------------------------|---------|---------|---------|---------|---------|
|                    | 2017                        | 2018    | 2019    | 2020    | 2021    | 2022    |
| RUSSIAN FEDERATION | 51 667                      | 52 999  | 50 365  | 64 874  | 49 506  | 77 411  |
| GERMANY            | 70 266                      | 59 930  | 62 585  | 46 769  | 47 356  | 51 353  |
| IRAQ               | 32 930                      | 37 672  | 44 033  | 32 700  | 23 227  | 24 896  |
| AUSTRIA            | 17 348                      | 13 469  | 15 404  | 12 041  | 11 931  | 13 196  |
| FRANCE             | 20 798                      | 22 660  | 17 137  | 21 308  | 18 647  | 11 597  |
| ROMANIA            | 9 293                       | 7 179   | 9 770   | 8 583   | 6 156   | 9 903   |
| ITALY              | 21 901                      | 20 141  | 15 232  | 16 776  | 13 456  | 9 567   |
| POLAND             | 12 454                      | 9 858   | 12 860  | 6 972   | 7 902   | 8 866   |
| CZECH REPUBLIC     | 12 633                      | 7 745   | 10 850  | 6 041   | 6 172   | 8 165   |
| UNITED KINGDOM     | 12 070                      | 10 209  | 10 172  | 7 951   | 6 617   | 7 781   |
| TOP 10             | 261 360                     | 241 862 | 248 408 | 224 015 | 190 970 | 222 735 |
| % OF WORLD         | 66%                         | 61%     | 60%     | 62%     | 64%     | 74%     |
| WORLD              | 396 269                     | 393 612 | 417 107 | 363 583 | 296 317 | 299 989 |

SOURCE: TRADEMAPS, 2023



TOP 10 FRESH PEACH & NECTARINE EXPORTERS, 2017 - 2022 (METRIC TONS)

| COUNTRY                  | EXPORT VOLUME (METRIC TONS) |           |           |           |           |           |
|--------------------------|-----------------------------|-----------|-----------|-----------|-----------|-----------|
|                          | 2017                        | 2018      | 2019      | 2020      | 2021      | 2022      |
| SPAIN                    | 933 752                     | 743 403   | 828 812   | 654 279   | 690 901   | 539 747   |
| TÜRKIYE                  | 88 811                      | 126 814   | 105 331   | 163 381   | 170 422   | 204 210   |
| ITALY                    | 223 243                     | 159 692   | 157 152   | 78 075    | 98 252    | 142 618   |
| GREECE                   | 186 009                     | 159 741   | 163 557   | 155 467   | 58 966    | 126 778   |
| CHILE                    | 83 635                      | 98 766    | 100 624   | 103 196   | 96 456    | 111 088   |
| UZBEKISTAN               | 43 108                      | 65 147    | 56 425    | 85 788    | 55 461    | 76 699    |
| CHINA                    | 96 093                      | 63 393    | 121 155   | 77 584    | 44 708    | 63 342    |
| UNITED STATES OF AMERICA | 56 803                      | 70 575    | 72 690    | 61 723    | 84 162    | 62 193    |
| FRANCE                   | 43 974                      | 25 703    | 29 559    | 26 607    | 28 130    | 32 896    |
| SOUTH AFRICA             | 17 116                      | 18 479    | 20 568    | 22 778    | 30 047    | 31 496    |
| TOP 10                   | 1 772 544                   | 1 531 713 | 1 655 873 | 1 428 878 | 1 357 505 | 1 391 067 |
| % OF WORLD               | 76%                         | 78%       | 80%       | 76%       | 75%       | 85%       |
| WORLD                    | 2 331 114                   | 1 961 867 | 2 072 533 | 1 878 581 | 1 798 876 | 1 638 301 |

SOURCE: TRADEMAPS, 2023

TOP 10 FRESH PEACH & NECTARINE IMPORTERS,2017 - 2022 (METRIC TONS)

| COUNTRY            | IMPORT VOLUME (METRIC TONS) |           |           |           |           |           |
|--------------------|-----------------------------|-----------|-----------|-----------|-----------|-----------|
|                    | 2017                        | 2018      | 2019      | 2020      | 2021      | 2022      |
| RUSSIAN FEDERATION | 249 515                     | 227 463   | 194 025   | 240 228   | 224 797   | 300 322   |
| GERMANY            | 321 008                     | 274 554   | 301 509   | 235 697   | 216 083   | 217 680   |
| FRANCE             | 174 028                     | 157 344   | 156 961   | 135 108   | 137 429   | 113 760   |
| ITALY              | 115 413                     | 117 310   | 101 006   | 114 414   | 105 933   | 70 841    |
| UNITED KINGDOM     | 89 914                      | 79 234    | 95 603    | 66 608    | 56 767    | 64 455    |
| POLAND             | 121 840                     | 99 295    | 115 159   | 68 041    | 73 933    | 64 063    |
| PORTUGAL           | 60 298                      | 62 418    | 57 734    | 49 642    | 41 032    | 46 600    |
| ROMANIA            | 61 273                      | 44 510    | 51 246    | 43 330    | 36 036    | 45 125    |
| CHINA              | 8 780                       | 21 672    | 26 951    | 36 972    | 33 299    | 44 559    |
| NETHERLANDS        | 69 595                      | 55 924    | 63 460    | 46 057    | 44 296    | 42 206    |
| TOP 10             | 1 271 664                   | 1 139 724 | 1 163 654 | 1 036 097 | 969 605   | 1 009 611 |
| % OF WORLD         | 56%                         | 58%       | 57%       | 57%       | 58%       | 63%       |
| WORLD              | 2 265 447                   | 1 967 847 | 2 024 560 | 1 811 918 | 1 668 283 | 1 602 002 |

SOURCE: TRADEMAPS, 2023

TOP 10 FRESH PLUM EXPORTERS, 2017 - 2022 (METRIC TONS)

| COUNTRY              | EXPORT VOLUME (METRIC TONS) |         |         |         |         |         |
|----------------------|-----------------------------|---------|---------|---------|---------|---------|
|                      | 2017                        | 2018    | 2019    | 2020    | 2021    | 2022    |
| CHILE                | 97 638                      | 121 053 | 155 708 | 125 748 | 120 104 | 158 122 |
| SOUTH AFRICA         | 66 768                      | 57 948  | 47 582  | 48 497  | 81 958  | 96 529  |
| SPAIN                | 99 400                      | 72 780  | 94 431  | 89 873  | 116 298 | 94 177  |
| HONG KONG, CHINA     | 34 847                      | 43 205  | 78 964  | 62 895  | 58 008  | 54 086  |
| ITALY                | 57 380                      | 45 198  | 55 566  | 21 685  | 32 343  | 50 284  |
| UZBEKISTAN           | 30 481                      | 28 114  | 44 193  | 24 167  | 19 880  | 48 350  |
| TÜRKIYE              | 45 700                      | 68 146  | 44 454  | 47 814  | 38 748  | 47 456  |
| CHINA                | 20 679                      | 33 533  | 38 490  | 54 973  | 34 149  | 38 770  |
| NETHERLANDS          | 25 250                      | 23 341  | 24 963  | 24 786  | 30 085  | 29 827  |
| MOLDOVA, REPUBLIC OF | 49 223                      | 44 907  | 44 365  | 46 871  | 44 915  | 28 897  |
| TOP 10               | 527 366                     | 538 225 | 628 716 | 547 309 | 576 488 | 646 498 |
| % OF WORLD           | 70%                         | 73%     | 75%     | 70%     | 72%     | 82%     |
| WORLD                | 753 836                     | 741 026 | 842 001 | 786 939 | 804 777 | 792 874 |

SOURCE: TRADEMAPS, 2023

TOP 10 FRESH PLUM IMPORTERS, 2017 - 2022 (METRIC TONS)

| COUNTRY                  | IMPORT VOLUME (METRIC TONS) |         |         |         |         |         |
|--------------------------|-----------------------------|---------|---------|---------|---------|---------|
|                          | 2017                        | 2018    | 2019    | 2020    | 2021    | 2022    |
| CHINA                    | 40 620                      | 48 604  | 84 421  | 66 455  | 64 945  | 103 514 |
| HONG KONG, CHINA         | 41 644                      | 50 306  | 85 115  | 63 934  | 61 791  | 60 682  |
| RUSSIAN FEDERATION       | 78 110                      | 77 073  | 80 053  | 74 937  | 63 193  | 57 168  |
| GERMANY                  | 61 175                      | 43 466  | 44 666  | 52 668  | 52 615  | 46 885  |
| UNITED KINGDOM           | 49 712                      | 39 543  | 37 395  | 36 052  | 34 983  | 39 860  |
| NETHERLANDS              | 28 468                      | 31 973  | 30 400  | 30 232  | 38 545  | 39 082  |
| BRAZIL                   | 27 541                      | 28 313  | 31 351  | 12 222  | 27 017  | 34 464  |
| KAZAKHSTAN               | 20 781                      | 19 300  | 24 319  | 14 574  | 14 522  | 31 804  |
| IRAQ                     | 77 786                      | 77 354  | 75 964  | 84 445  | 50 358  | 27 927  |
| UNITED STATES OF AMERICA | 22 080                      | 22 558  | 23 657  | 18 888  | 20 304  | 21 870  |
| TOP 10                   | 447 917                     | 438 490 | 517 341 | 454 407 | 428 273 | 463 256 |
| % OF WORLD               | 60%                         | 61%     | 64%     | 62%     | 58%     | 60%     |
| WORLD                    | 746 092                     | 713 417 | 810 956 | 735 650 | 738 297 | 774 223 |

SOURCE: TRADEMAPS, 2023

TOP 10 FRESH CHERRY EXPORTERS, 2017 - 2022 (METRIC TONS)

| COUNTRY                  | EXPORT VOLUME (METRIC TONS) |         |         |         |         |         |
|--------------------------|-----------------------------|---------|---------|---------|---------|---------|
|                          | 2017                        | 2018    | 2019    | 2020    | 2021    | 2022    |
| CHILE                    | 81 502                      | 184 735 | 220 194 | 232 150 | 335 546 | 396 536 |
| HONG KONG, CHINA         | 69 321                      | 138 312 | 167 756 | 165 065 | 238 373 | 237 359 |
| TÜRKIYE                  | 60 121                      | 75 304  | 80 508  | 87 254  | 70 469  | 57 290  |
| UNITED STATES OF AMERICA | 106 656                     | 83 973  | 81 126  | 63 502  | 73 925  | 41 144  |
| AZERBAIJAN               | 14 439                      | 23 320  | 26 516  | 30 220  | 19 443  | 29 203  |
| UZBEKISTAN               | 30 609                      | 33 811  | 16 756  | 54 706  | 60 805  | 25 423  |
| SPAIN                    | 27 746                      | 31 560  | 26 701  | 18 291  | 42 640  | 25 420  |
| GREECE                   | 15 515                      | 16 909  | 20 826  | 30 480  | 26 944  | 23 658  |
| AUSTRIA                  | 6 866                       | 14 784  | 15 137  | 18 954  | 20 787  | 12 768  |
| CANADA                   | 10 107                      | 10 852  | 8 209   | 6 824   | 9 698   | 12 148  |
| TOP 10                   | 422 882                     | 613 560 | 663 729 | 707 446 | 898 630 | 860 949 |
| % OF WORLD               | 83%                         | 87%     | 88%     | 89%     | 90%     | 92%     |
| WORLD                    | 507 836                     | 707 102 | 753 658 | 796 705 | 995 183 | 931 051 |

SOURCE: TRADEMAPS, 2023

TOP 10 FRESH CHERRY IMPORTERS,2017 - 2022 (METRIC TONS)

| COUNTRY                  | IMPORT VOLUME (METRIC TONS) |         |         |         |           |         |
|--------------------------|-----------------------------|---------|---------|---------|-----------|---------|
|                          | 2017                        | 2018    | 2019    | 2020    | 2021      | 2022    |
| CHINA                    | 101 885                     | 186 263 | 193 587 | 210 702 | 313 661   | 366 937 |
| HONG KONG, CHINA         | 80 478                      | 158 430 | 188 663 | 146 163 | 283 283   | 224 727 |
| RUSSIAN FEDERATION       | 61 586                      | 82 024  | 74 718  | 86 528  | 88 987    | 83 712  |
| GERMANY                  | 51 469                      | 44 751  | 48 825  | 50 043  | 48 759    | 37 782  |
| UNITED STATES OF AMERICA | 11 889                      | 12 561  | 10 135  | 10 012  | 16 260    | 24 150  |
| CANADA                   | 32 631                      | 27 609  | 28 252  | 25 412  | 31 914    | 18 755  |
| AUSTRIA                  | 8 769                       | 17 586  | 20 136  | 26 187  | 26 508    | 16 451  |
| UNITED KINGDOM           | 16 026                      | 15 155  | 13 356  | 12 837  | 14 575    | 14 895  |
| TAIPEI, CHINESE          | 13 414                      | 12 920  | 12 306  | 9 785   | 11 964    | 12 352  |
| KOREA, REPUBLIC OF       | 17 648                      | 18 067  | 15 856  | 14 215  | 17 448    | 11 505  |
| TOP 10                   | 395 795                     | 575 366 | 605 834 | 591 884 | 853 359   | 811 266 |
| % OF WORLD               | 74%                         | 79%     | 81%     | 81%     | 84%       | 87%     |
| WORLD                    | 535 705                     | 726 119 | 747 372 | 735 003 | 1 021 522 | 932 575 |

SOURCE: TRADEMAPS, 2023

Thank you to our stakeholders for their contribution  
- without your data effective growth of the industry  
would not be possible.

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# HORTGRO

Growing Fruit IQ

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