



Sunflower & Soybean Forum

4 October 2023

Bernard Schultz
General Manager

Sunflower



Sunflower: Supply & Demand

National vs. International – Marketing season

	SAGIS		NAMC (S&D)	International (USDA)	
Marketing year	Mar - Feb			Sept - Aug	
Sunflower	Final 2022/23	Progressive 2023/24 Mar-Aug	Projection 2023/24	Estimate 2022/23	Projection 2023/24
	Ton			1000 Mt	
Opening stocks	31 790	73 517	73 517	7.934	5.626
Producer deliveries	841 784	708 885	729 110	52.441	55.801
Imports	6 805	5 412	8 000	4.374	3.427
Processed	817 531 ^(a)	382 532 ^(a)	745 700 ^(a)	54.453	55.964
Exports	170	43	170	4.670	3.673
Sundries	-10 839 ^(b)	1 014 ^(b)	-4 400 ^(b)		
Closing stocks	73 517 ^(c)	404 225 ^(c)	69 157 ^(c)	5.626	5.217

(a) Including producer withdrawals, seed and end users

(b) Net dispatches(+)/Receipts(-) plus Surplus (-)/Deficit(+)

(c) All stocks, regardless ownership thereof, in commercial structures

Source: SAGIS, NAMC: S&DEC & USDA

Sunflower: Supply & Demand

(Month & Weekly year on year)

Sunflower	Same period: March - August				
	2021	Year on year	2022	Year on year	2023
	Ton	%	Ton	%	Ton
Opening stocks	60 964	-48	31 790	131	73 517
Producer deliveries	666 936	24	828 142	-14	708 885
Imports	929	558	6 109	-11	5 412
Processed (a)	473 126	-8	434 626	-12	382 532
Exports	103	30	134	-68	43
Sundries (b)	-3 806	-42	-2 227	-146	1 014
Closing stocks (c)	259 406	67	433 508	-7	404 225

Weekly Producer deliveries: Comparison Week 1 - 30 with previous years					
	670 051	24	831 888	-15	710 598

(a) Including producer withdrawals, seed and end users

(b) Net dispatches(+)/Receipts(-) plus Surplus (-)/Deficit(+)

(c) All stocks, regardless ownership thereof, in commercial structures

Sunflower: CEC Crop Estimate vs. SAGIS Producer deliveries

Sunflower	2021/22	2022/23	2023/24
	Ton		
CEC Production	678 000	845 550	729 110 *
SAGIS Deliveries	689 083	841 784	708 885 **
Difference	-11 083	3 766	20 225

* Eighth production forecast

** SAGIS: Mar - Aug '23

Sunflower: Imports & Exports

(Same month previous years)

Sunflower Marketing year	Same period: March - August				
	2021	<i>Year on year</i>	2022	<i>Year on year</i>	2023
	Ton	%	Ton	%	Ton
Imports	929	558	6 109	-11	5 412
Exports	103	30	134	-68	43

Source: SAGIS

Sunflower: Imports for RSA

2023/24: Mar – Aug '23)

Month	Botswana	Malawi	Month Total	Progr. Total
Ton				
2023/03	0	0	0	0
2023/04	0	0	0	0
2023/05	345	0	345	345
2023/06	266	10	276	621
2023/07	1 753	0	1 753	2 374
2023/08	3 038	0	3 038	5 412
Total	5 402	10	5 412	

2023/24: Progr.

Source: SAGIS

Sunflower: Exports for RSA

(2023/24: Mar – Aug '23)

Month	Eswatini	Namibia	Month Total	Progr. Total
Ton				
2023/03	13	1	14	14
2023/04	0	0	0	14
2023/05	5	0	5	19
2023/06	24	0	24	43
2023/07	0	0	0	43
2023/08	0	0	0	43
Total	42	1	43	

2023/24: Progr.

Source: SAGIS

Sunflower: Processed

(Same period previous year)

Sunflower Processed	2022/23 *		2023/24 **	
	Firms	Tons	Firms	Tons
Human Consumption	1	821	2	979
Animal Feed	46	3 366	51	2 607
Oil and Oilcake	10	429 188	9	376 855
	57	433 375	62	380 441

* 2022/23: Mar - Aug '22

Source: SAGIS

** 2023/24: Mar - Aug '23

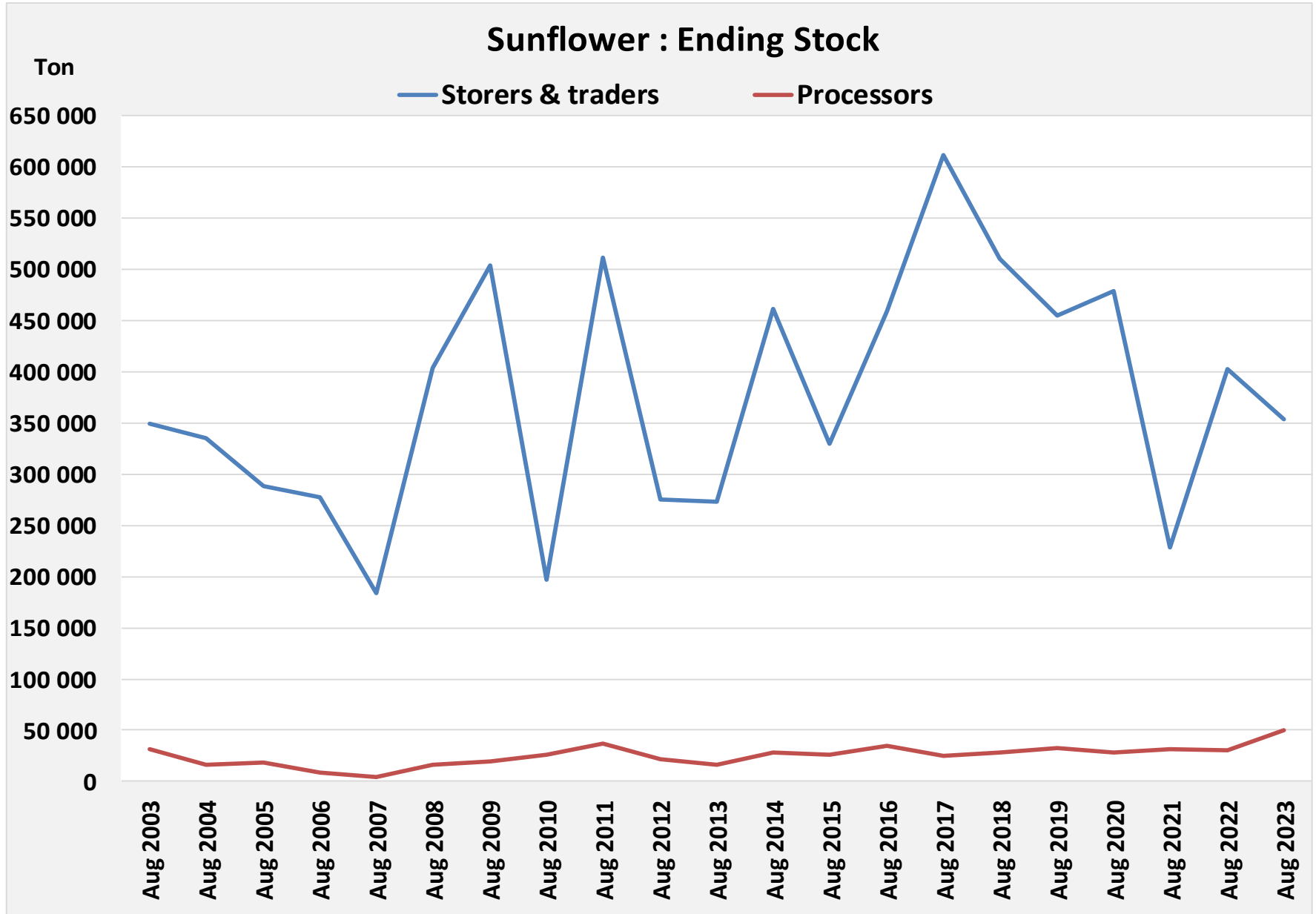
Sunflower: Price Movements

SAFEX Local prices

Sunflower Future prices	2022/09/29	% Year on Year	2023/08/29	% Month on Month	2023/09/29
	R/Ton		R/Ton		R/Ton
December '23	10 205.00	-11.50	9 195.00	-1.78	9 031.00
March '24	10 100.00	-10.99	9 075.00	-0.94	8 990.00

Source: SAFEX

Sunflower: Ending stock



Sunflower Oil: SARS FOB Prices

Imports & Exports

Sunflower Oil - Crude (1512.11.10) Sunflower Oil - Crude Other (1512.11.90) Sunflower Oil - Cooking (1512.19.10) Sunflower Oil - Other (1512.19.90)		2021/22	2022/23	2023/24 Mar - Jul (5 months)
Imports	Quantity (Ton)	125 084	119 789	46 770
Total value of imports	FOB R'000	2 573 283.93	3 312 154.14	917 289.94
Value per ton	R/Ton	20 572.40	27 649.83	19 612.66
Sunflower Oil - Crude (1512.11.10) Sunflower Oil - Crude Other (1512.11.90) Sunflower Oil - Cooking (1512.19.10) Sunflower Oil - Other (1512.19.90)		2021/22	2022/23	2023/24 Mar - Jul (5 months)
Exports	Quantity (Ton)	52 972	53 911	24 171
Total value of exports	FOB R'000	1 365 035.67	1 958 733.44	697 264.43
Value per ton	R/Ton	25 768.89	36 333.05	28 846.84

Source: SARS

Sunflower Oilcake: SARS FOB Prices

Imports & Exports

Oilcake - Sunflower seeds (2306.30)		2021/22	2022/23	2023/24 Mar - Jul (5 months)
Imports	Quantity (Ton)	57 449	21 539	9 345
Total value of imports	FOB R'000	216 064.26	56 638.07	28 415.92
Value per ton	R/Ton	3 761.00	2 629.60	3 040.68
Oilcake - Sunflower seeds (2306.30)		2021/22	2022/23	2023/24 Mar - Jul (5 months)
Exports	Quantity (Ton)	13 529	13 483	4 998
Total value of exports	FOB R'000	100 307.90	72 982.67	32 727.12
Value per ton	R/Ton	7 414.35	5 412.84	6 548.21

Source: SARS

Soybeans



Soybeans: Supply & Demand

(National vs. International – Marketing season)

	SAGIS		NAMC (S&D)	International (USDA)	
Marketing year	Mar - Feb			Sept - Aug	
Soybeans	Final 2022/23	Progressive 2023/24 Mar-Aug	Projection 2023/24	Estimate 2022/23	Projection 2023/24
	Ton			1000 Mt	
Opening stocks	168 387	171 897	171 897	99.137	103.087
Producer deliveries	2 186 711	2 640 013	2 705 300	369.737	402.787
Imports	4 154	1 069	2 000	166.432	166.246
Processed	1 917 083 ^(a)	1 018 765	2 029 600	363.267	383.945
Exports	277 504	220 759	420 000	168.952	168.774
Sundries	-7 232 ^(b)	-1 114	-4 550		
Closing stocks	171 897 ^(c)	1 574 569	434 147	103.087	119.401

(a) Including producer withdrawals, seed and end users

(b) Net dispatches(+)/Receipts(-) plus Surplus (-)/Deficit(+)

(c) All stocks, regardless ownership thereof, in commercial structures

Source: SAGIS, NAMC: S&DEC & USDA

Soybeans: Supply & Demand

(Month on month & Weekly year on year)

Soybeans	Same period: March - August				
	2021	Year on year	2022	Year on year	2023
	Ton	%	Ton	%	Ton
Opening stocks	46 053	266	168 387	2	171 897
Producer deliveries	1 820 127	16	2 118 376	25	2 640 013
Imports	8 523	-75	2 145	-50	1 069
Processed (a)	796 413	14	903 823	13	1 018 765
Exports	5 543	1 570	92 573	139	220 759
Sundries (b)	298	-151	-153	628	-1 114
Closing stocks (c)	1 072 449	21	1 292 665	22	1 574 569
Weekly Producer deliveries: Comparison Week 1 - 30 with previous years					
	1 828 527	17	2 131 956	25	2 659 711

(a) Including producer withdrawals, seed and end users

(b) Net dispatches(+)/Receipts(-) plus Surplus (-)/Deficit(+)

(c) All stocks, regardless ownership thereof, in commercial structures

Soybeans: CEC Crop estimate vs. SAGIS Producer deliveries

Soybeans	2021/22	2022/23	2023/24
	Ton		
CEC Production	1 897 000	2 230 000	2 755 300 *
Less Retentions	35 000	42 000	50 000
----- Total available	1 862 000	2 188 000	2 705 300
----- SAGIS Deliveries	1 868 772	2 186 711	2 640 013 **
Difference	-6 772	1 289	65 287

* Eighth production forecast

** SAGIS: Mar - Aug '23

Soybeans: Imports & Exports

Soybeans	Previous marketing years					2023/24 Progr. Aug '23
	2020/21	Year on year	2021/22	Year on year	2022/23	
	Ton	%	Ton	%	Ton	
Imports	116 103	-88	13 448	-69	4 154	1 069
Exports	1 060	3 890	42 295	556	277 504	220 759

Source: SAGIS

Soybeans: Imports for RSA

(2023/24: Mar - Aug '23)

Month	Botswana	Zambia	Month Total	Progressive Total
Ton				
2023/03	136	0	136	136
2023/04	0	0	0	136
2023/05	0	0	0	136
2023/06	30	100	130	266
2023/07	0	296	296	562
2023/08	0	507	507	1 069
Total	166	903	1 069	

2023/24: Progr.

Source: SAGIS

Soybeans: RSA Exports

(2023/24: Mar - Aug '23)

Month	Eswatini	Malaysia	Mozam- bique	Thailand	Vietnam	Zimbabwe	Month Total	Progressive Total
Ton								
2023/03	2	0	70	0	27 415	898	28 385	28 385
2023/04	0	4 618	171	0	0	475	5 264	33 649
2023/05	0	82 119	0	33 000	27 500	0	142 619	176 268
2023/06	0	19 285	0	0	0	0	19 285	195 553
2023/07	0	16 156	0	0	0	0	16 156	211 709
2023/08	0	8 402	140	0	508	0	9 050	220 759
Total	2	130 580	381	33 000	55 423	1 373	220 759	

2023/24: Progr.

Source: SAGIS

Soybeans: Processed

(Same time previous year)

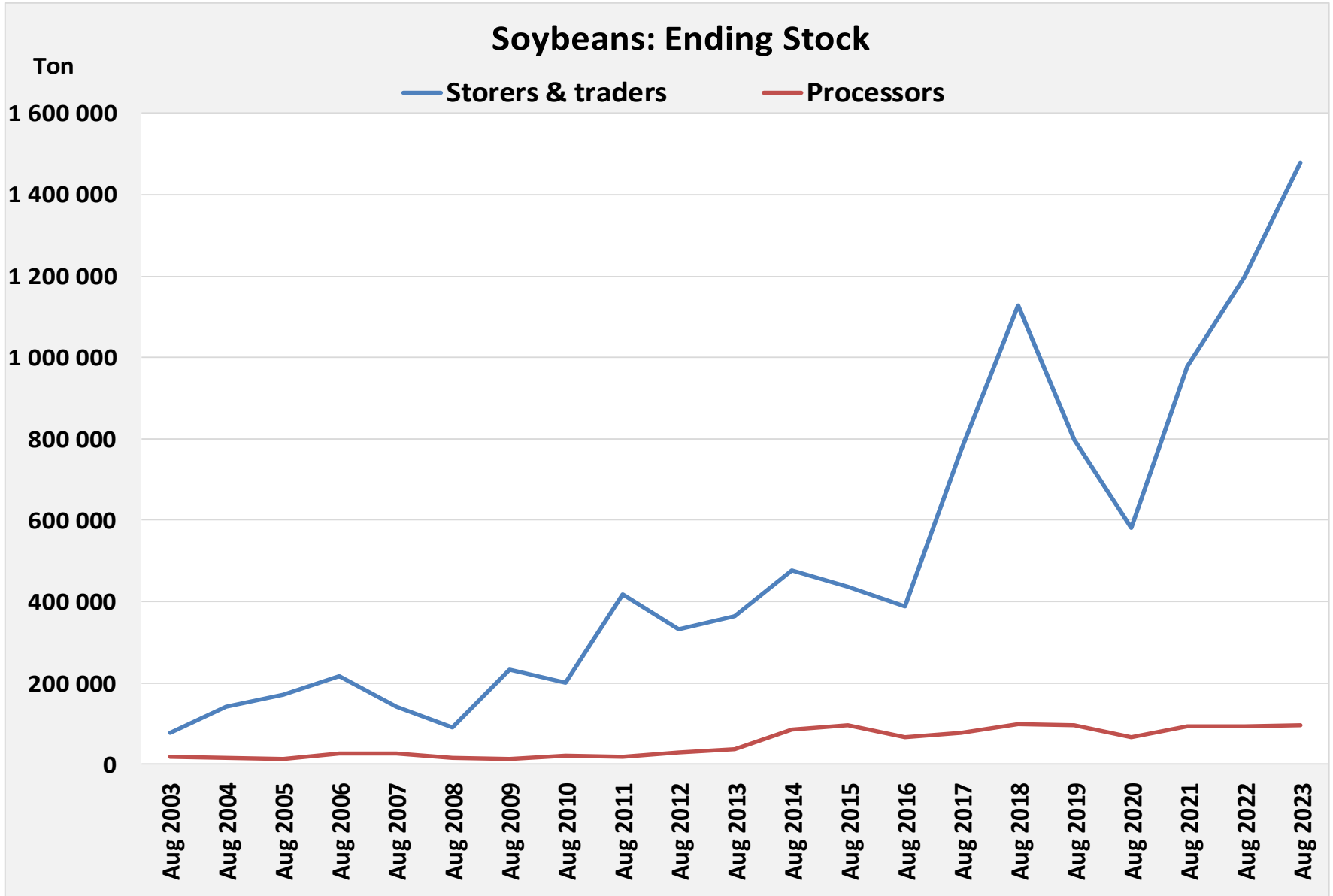
Soybeans Processed	2022/23 *		2023/24 **	
	Firms	Tons	Firms	Tons
Human Consumption	9	11 477	12	10 384
Animal Feed	32	97 932	31	93 878
Oil and Oilcake	15	787 085	16	905 767
	56	896 494	59	1 010 029

* 2022/23: Mar - Aug '22

Source: SAGIS

** 2023/24: Mar - Aug '23

Soybeans: Ending stock



Soybeans: Price Movements

SAFEX Local prices

Soybeans Future prices	2022/09/29	% Year on Year	2023/08/29	% Month on Month	2023/09/29
	R/Ton		R/Ton		R/Ton
December '23	9 392.00	0.66	9 795.00	-3.48	9 454.00
March '24	9 296.00	0.53	9 670.00	-3.36	9 345.00

Source: SAFEX

Soybeans: SARS FOB Prices

Imports & Exports – Oilcake : Soybeans

Oilcake: Soybeans (2304.00)		2021/22	2022/23	2023/24 Mar - Jul (5 months)
Imports	Quantity (Ton)	414 051	196 963	97 940
Total value of imports	FOB R'000	2 673 327.58	1 634 363.95	880 239.02
Value per ton	R/Ton	6 456.51	8 297.82	8 987.57

Oilcake: Soybeans (2304.00)		2021/22	2022/23	2023/24 Mar - Jul (5 months)
Exports	Quantity (Ton)	150 980	165 302	47 500
Total value of exports	FOB R'000	1 160 893.68	1 492 839.84	449 256.54
Value per ton	R/Ton	7 689.08	9 030.98	9 458.05

Source: SARS

Soybeans: SARS FOB Prices

Imports & Exports – Soybeans Crude Oil & Other

Soybean Oil - Crude (1507.10.10) Soybean Oil - Other (1507.10.90) Soybean Oil - Other Food (1507.90.10) Soybean Oil - Other Other (1507.90.90)		2021/22	2022/23	2023/24 Mar - Jul (5 months)
Imports	Quantity (Ton)	83 246	43 432	9 320
Total value of imports	FOB R'000	1 624 661.99	1 196 216.46	194 302.60
Value per ton	R/Ton	19 516.38	27 542.01	20 848.64
Soybean Oil - Crude (1507.10.10) Soybean Oil - Other (1507.10.90) Soybean Oil - Other Food (1507.90.10) Soybean Oil - Other Other (1507.90.90)		2021/22	2022/23	2023/24 Mar - Jul (5 months)
Exports	Quantity (Ton)	74 071	61 702	46 910
Total value of exports	FOB R'000	1 697 791.01	1 834 949.65	1 185 401.86
Value per ton	R/Ton	22 921.13	29 738.67	25 269.75

Source: SARS

Oilseeds Products



Oilseeds: Products

Manufactured (2023/24: Mar – Jul '23)

Oilseeds Manufactured	Mar '21 - Feb '22 (12 months)	Mar '22 - Feb '23 (12 months)	Mar - Jul '23 (5 months Progr.)
	Tons		
Palm Oil and Derivatives	0	0	0
Soybean Oil	261 757	287 762	126 127
Sunflower Oil	263 060	295 476	116 903
Coconut Oil / Groundnut Oil / Canola Oil / Corn (Maize) Oil / Blends or mixes of Oils which includes one of the above Oils / Biodiesel / Cottonseed Oil	68 734	67 862	32 338
Sunflower Oilcake	300 155	319 018	120 472
Coconut Oilcake	0	0	0
Palmnut Oilcake	0	0	0
Soybean Oilcake / Canola Oilcake / Cottonseed Oilcake	1 237 766	1 379 161	597 425
Soybean Flours and Meals / Textured Vegetable Protein	41 078	41 726	20 672
Soybean Fullfat	169 604	173 986	75 045
Peanut Butter and Paste	33 700	30 519	13 710
Total	2 375 854	2 595 510	1 102 692

Oilseeds: Crushing percentage

Oilseeds Crushing %	Oil		Oilcake		Rest	
	March - August progressive					
	2022	2023	2022	2023	2022	2023
	%					
Soybeans	17	17	76	75	7	8
Sunflowerseed	37	38	40	39	23	23

Price Movements

Products: Year on year price changes

Average food prices	August				
	2021	% Year on Year	2022	% Year on Year	2023
	Price R		Price R		Price R
Brick Margarine 500g	26.04	12.75	29.36	-6.10	27.57
Peanut Butter 400g	34.63	7.48	37.22	8.14	40.25
Sunflower Oil 750ml	28.20	57.84	44.51	-20.42	35.42

Source: SA Statistics



The South Africa I know, the home I understand



General

A thick, light gray curved line starts from the bottom left and curves upwards and to the right, ending near the top right corner of the frame. The background is a solid dark gray.

Sunflower & Soybean: Inspection



Receipts declared incorrect

(Mar – Aug '23)

Receipts declared incorrect														
March - August														
	Mass over declared		Mass under declared		Total mass declared incorrect		Total received audited		Mass declared incorrect as % of total received		Net effect of (under) / over declared			
	Ton										%		Ton	
	a	b	c	d	e	f	g	h	e : g	f : h	a - c	b - d		
	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023		
Barley	316	176	-	176	316	352	241 158	210 950	0.1	0.2	316	-		
Canola	-	-	-	-	-	-	126 703	158 859	-	-	-	-		
Groundnuts	4	-	-	-	4	-	19 854	17 187	-	-	4	-		
Maize (white)	4 634	1 432	5 737	3 422	10 371	4 854	2 608 562	2 691 208	0.4	0.2	(1 103)	(1 990)		
Maize (yellow)	1 041	3 289	2 771	3 441	3 812	6 730	1 494 145	1 811 530	0.3	0.4	(1 730)	(152)		
Oats	-	-	-	-	-	-	9 082	7 386	-	-	-	-		
Sorghum	18	-	18	-	36	-	44 965	44 009	0.1	-	-	-		
Soybeans	-	-	321	-	321	-	827 880	493 456	-	-	(321)	-		
Sunflower	-	-	-	-	-	-	496 613	343 524	-	-	-	-		
Wheat	28	1 312	83	648	111	1 960	1 351 573	1 285 845	-	0.2	(55)	664		

* Progressive figures for the same period each year.

Sunflower & Soybean: Inspection



Physical stock declared incorrect (Mar – Aug '23)

Difference between stock counted and declared on returns

March - August

	Under declared		Over declared		Under declared		Over declared	
	Ton				%			
	2022	2023	2022	2023	2022	2023	2022	2023
Barley	-	-	480	605	-	-	2.98	2.78
Canola	-	286	-	-	-	1.01	-	-
Groundnuts	-	-	24	3 389	-	-	0.39	22.39
Maize (white)	1 578	1 913	-	-	0.44	0.77	-	-
Maize (yellow)	5 795	-	-	375	1.80	-	-	0.74
Oats	-	-	-	-	-	-	-	-
Sorghum	371	-	-	5	1.89	-	-	0.11
Soybeans	3 593	-	-	21	0.93	-	-	0.08
Sunflower	220	792	-	-	0.25	3.12	-	-
Wheat	-	-	68	970	-	-	0.04	0.68
	11 557	2 991	572	5 365	0.84	0.53	0.04	0.95

* Progressive figures for the same period each year.

Stock Counted (Sunflower and Soybean)

Cement and Steel Silo

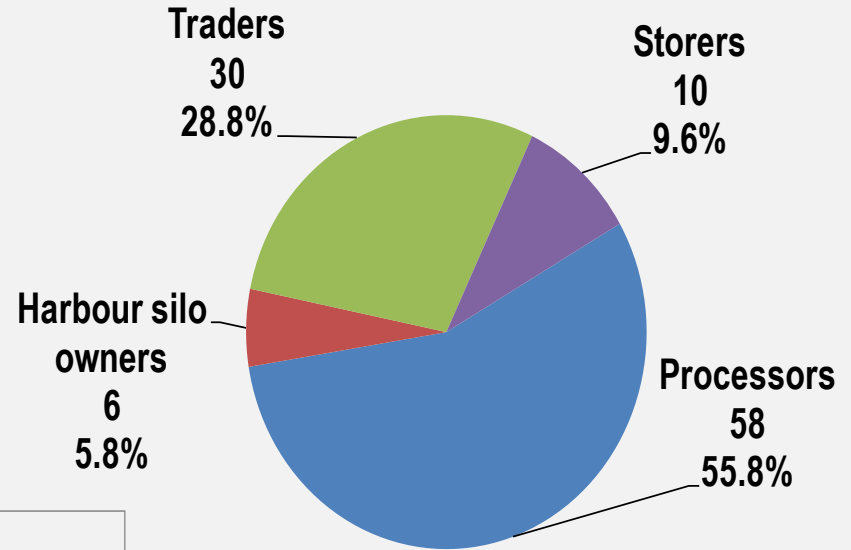
87.03%

Other (Silo Bag, Store, Bunker, Dam)

12.97%

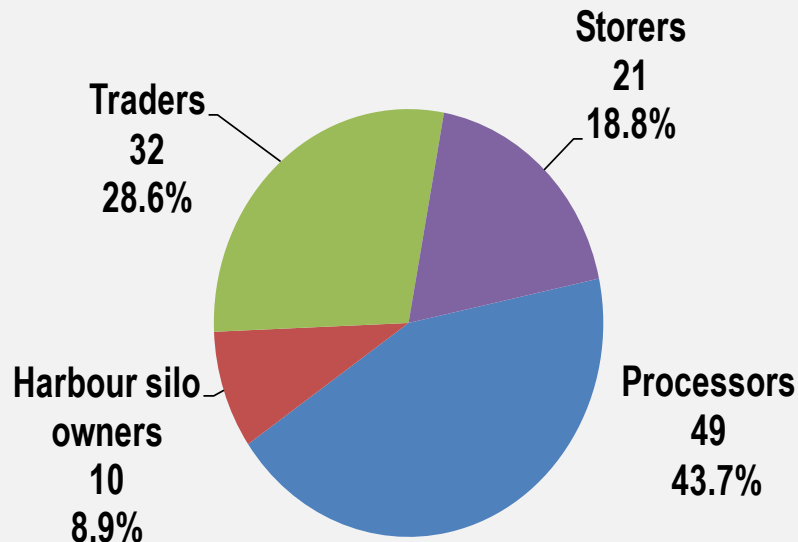
Sunflower & Soybean: Co-workers

Sunflower: Firms registered with SAGIS



Total firms: 104

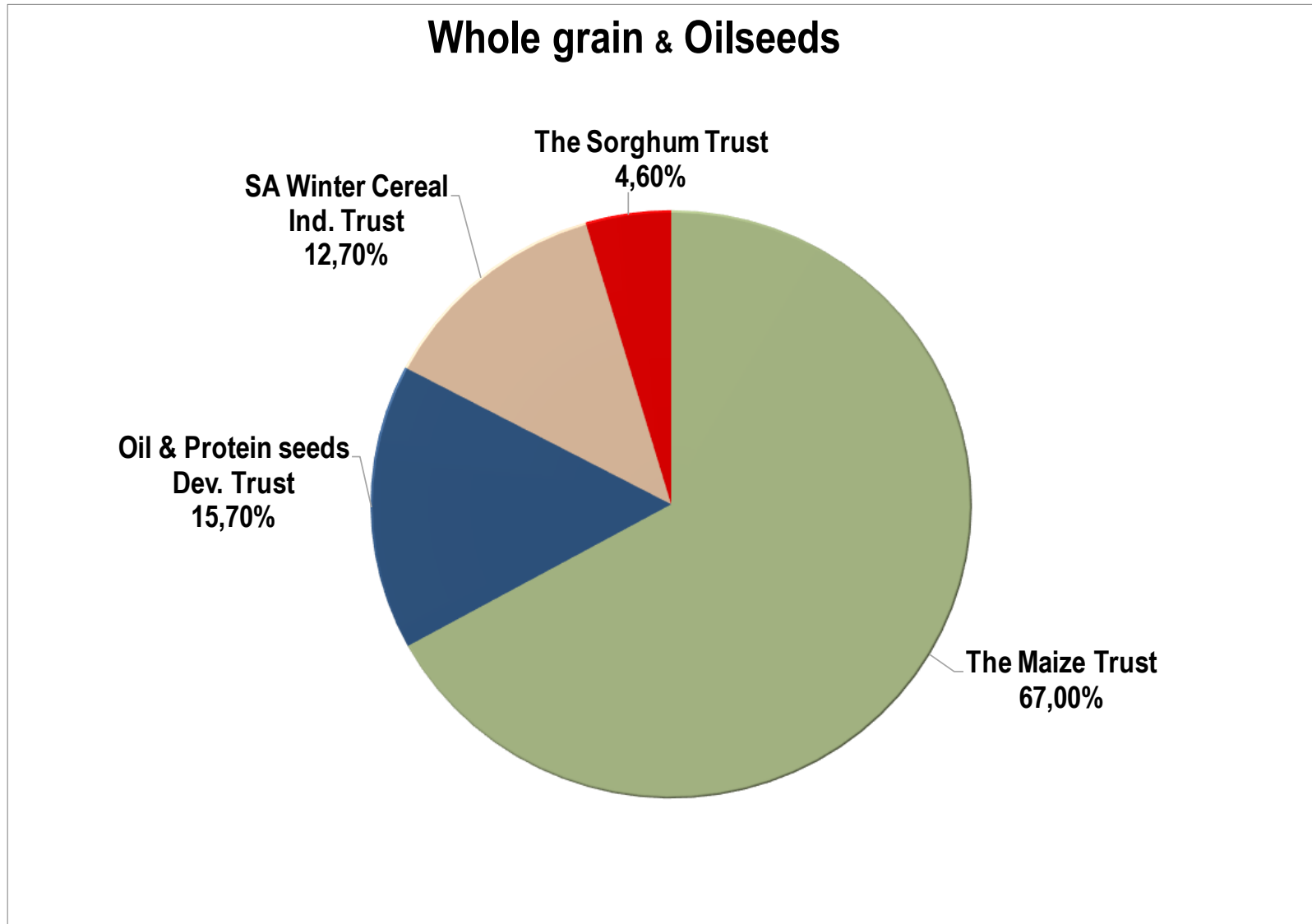
Soybeans: Firms registered with SAGIS



Total firms: 112

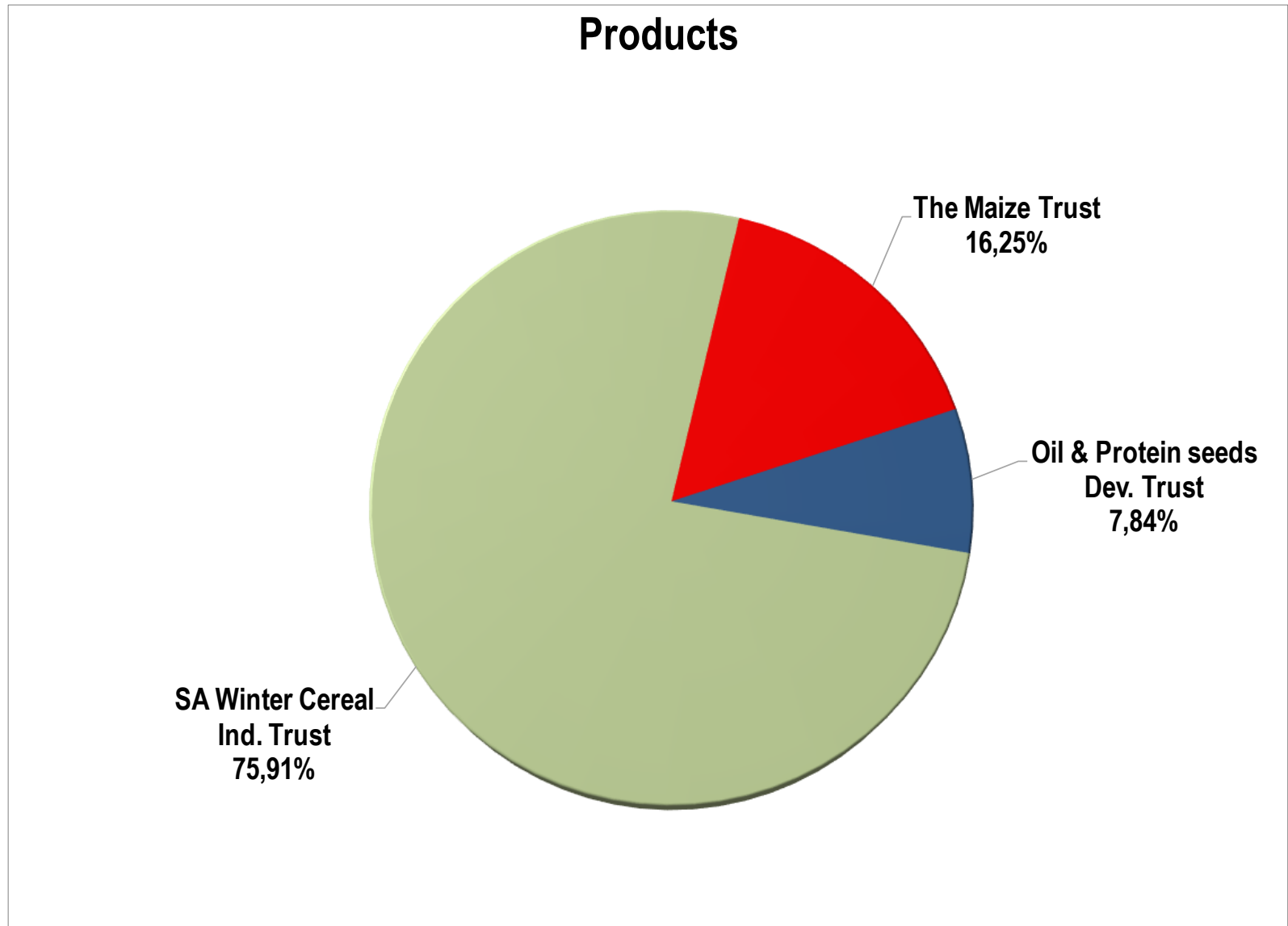
Sunflower & Soybean: Whole grain Member basis

(2023/24 financial year)



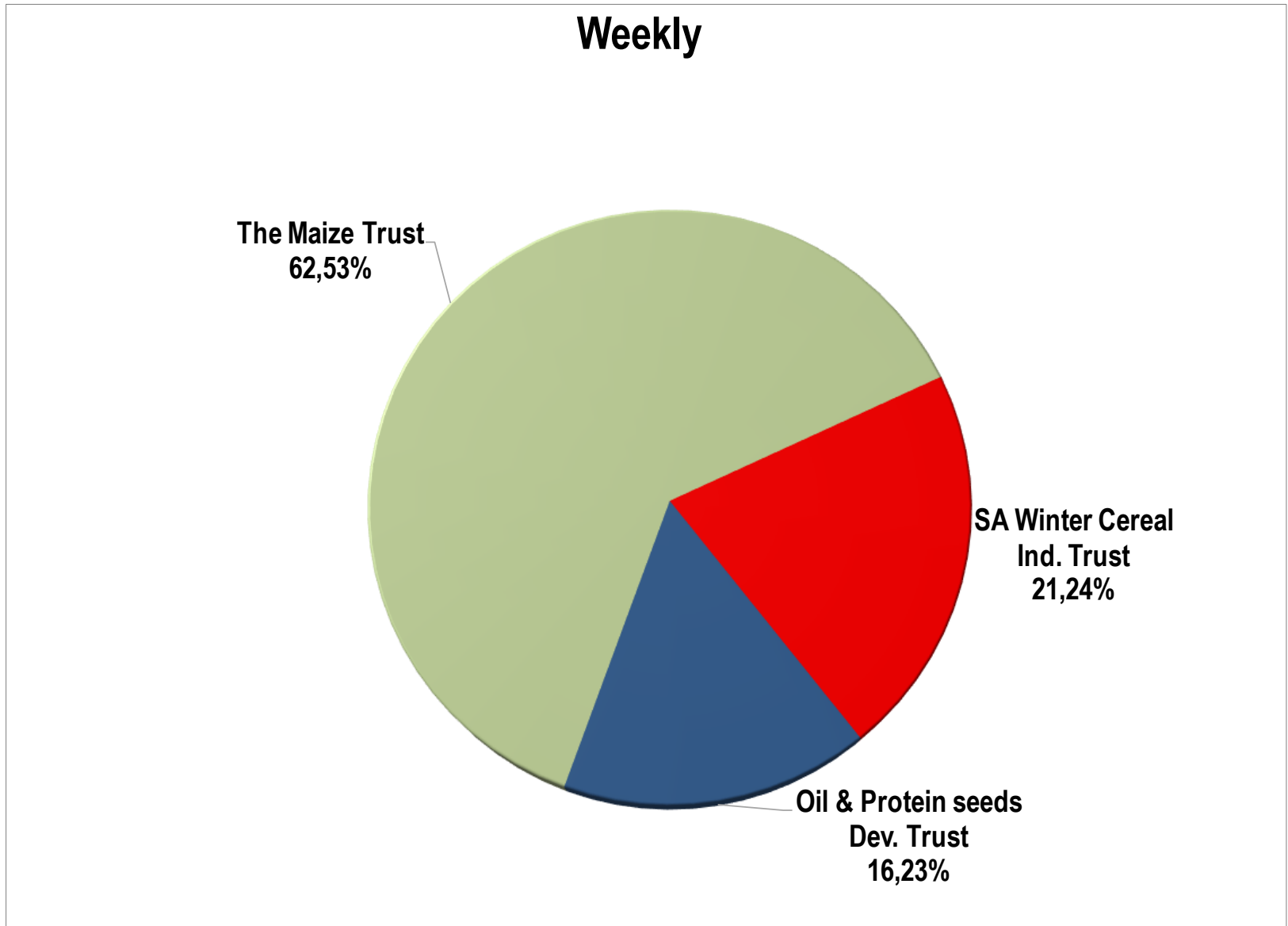
Sunflower & Soybean: Products Member basis

(2023/24 financial year)



Sunflower & Soybean: Weekly Member basis

(2023/24 financial year)



Acknowledgement

Board of Directors

The Oil and Protein Seeds Dev. Trust & Oilseeds Industry is represented by:



Dr Erhard Briedenhann
Chairperson



Dr André van der Vyver
Director



Ms Dikeledi Mosehla
Alternate Director

Acknowledgement

Gratitude

The following parties makes it possible for SAGIS to fulfil its commitments:

- Oilseeds Forum
- Advisory Committee
- Oil and Protein Seeds Development Trust
- Relevant Associations
- Board of Directors
- Co-workers
- Staff

Note:

This presentation is available on the website of
SAGIS under Presentations