

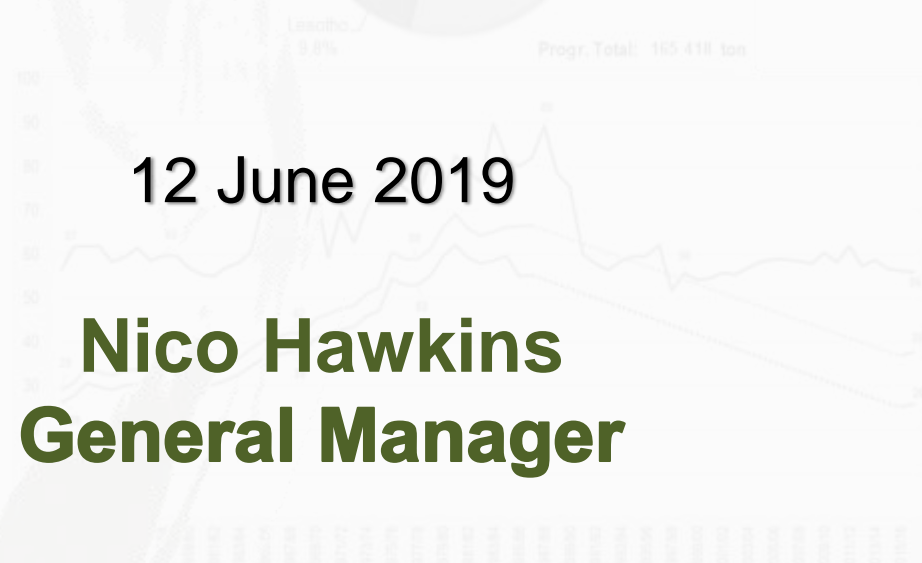


Utilising SAGIS information to create a competitive advantage for your business

12 June 2019

Nico Hawkins
General Manager

Year	Area	Inter: Sep	Estimate 2017/18	2018/19
2017/18	2 428.7	2 428.7	2 428.7	2 428.7
2018/19	2 428.7	2 428.7	2 428.7	2 428.7
2019/20	2 428.7	2 428.7	2 428.7	2 428.7
2020/21	2 428.7	2 428.7	2 428.7	2 428.7
2021/22	2 428.7	2 428.7	2 428.7	2 428.7
2022/23	2 428.7	2 428.7	2 428.7	2 428.7
2023/24	2 428.7	2 428.7	2 428.7	2 428.7
2024/25	2 428.7	2 428.7	2 428.7	2 428.7
2025/26	2 428.7	2 428.7	2 428.7	2 428.7
2026/27	2 428.7	2 428.7	2 428.7	2 428.7
2027/28	2 428.7	2 428.7	2 428.7	2 428.7
2028/29	2 428.7	2 428.7	2 428.7	2 428.7
2029/30	2 428.7	2 428.7	2 428.7	2 428.7
2030/31	2 428.7	2 428.7	2 428.7	2 428.7
2031/32	2 428.7	2 428.7	2 428.7	2 428.7
2032/33	2 428.7	2 428.7	2 428.7	2 428.7
2033/34	2 428.7	2 428.7	2 428.7	2 428.7
2034/35	2 428.7	2 428.7	2 428.7	2 428.7
2035/36	2 428.7	2 428.7	2 428.7	2 428.7
2036/37	2 428.7	2 428.7	2 428.7	2 428.7
2037/38	2 428.7	2 428.7	2 428.7	2 428.7
2038/39	2 428.7	2 428.7	2 428.7	2 428.7
2039/40	2 428.7	2 428.7	2 428.7	2 428.7
2040/41	2 428.7	2 428.7	2 428.7	2 428.7
2041/42	2 428.7	2 428.7	2 428.7	2 428.7
2042/43	2 428.7	2 428.7	2 428.7	2 428.7
2043/44	2 428.7	2 428.7	2 428.7	2 428.7
2044/45	2 428.7	2 428.7	2 428.7	2 428.7
2045/46	2 428.7	2 428.7	2 428.7	2 428.7
2046/47	2 428.7	2 428.7	2 428.7	2 428.7
2047/48	2 428.7	2 428.7	2 428.7	2 428.7
2048/49	2 428.7	2 428.7	2 428.7	2 428.7
2049/50	2 428.7	2 428.7	2 428.7	2 428.7
2050/51	2 428.7	2 428.7	2 428.7	2 428.7
2051/52	2 428.7	2 428.7	2 428.7	2 428.7
2052/53	2 428.7	2 428.7	2 428.7	2 428.7
2053/54	2 428.7	2 428.7	2 428.7	2 428.7
2054/55	2 428.7	2 428.7	2 428.7	2 428.7
2055/56	2 428.7	2 428.7	2 428.7	2 428.7
2056/57	2 428.7	2 428.7	2 428.7	2 428.7
2057/58	2 428.7	2 428.7	2 428.7	2 428.7
2058/59	2 428.7	2 428.7	2 428.7	2 428.7
2059/60	2 428.7	2 428.7	2 428.7	2 428.7
2060/61	2 428.7	2 428.7	2 428.7	2 428.7
2061/62	2 428.7	2 428.7	2 428.7	2 428.7
2062/63	2 428.7	2 428.7	2 428.7	2 428.7
2063/64	2 428.7	2 428.7	2 428.7	2 428.7
2064/65	2 428.7	2 428.7	2 428.7	2 428.7
2065/66	2 428.7	2 428.7	2 428.7	2 428.7
2066/67	2 428.7	2 428.7	2 428.7	2 428.7
2067/68	2 428.7	2 428.7	2 428.7	2 428.7
2068/69	2 428.7	2 428.7	2 428.7	2 428.7
2069/70	2 428.7	2 428.7	2 428.7	2 428.7
2070/71	2 428.7	2 428.7	2 428.7	2 428.7
2071/72	2 428.7	2 428.7	2 428.7	2 428.7
2072/73	2 428.7	2 428.7	2 428.7	2 428.7
2073/74	2 428.7	2 428.7	2 428.7	2 428.7
2074/75	2 428.7	2 428.7	2 428.7	2 428.7
2075/76	2 428.7	2 428.7	2 428.7	2 428.7
2076/77	2 428.7	2 428.7	2 428.7	2 428.7
2077/78	2 428.7	2 428.7	2 428.7	2 428.7
2078/79	2 428.7	2 428.7	2 428.7	2 428.7
2079/80	2 428.7	2 428.7	2 428.7	2 428.7
2080/81	2 428.7	2 428.7	2 428.7	2 428.7
2081/82	2 428.7	2 428.7	2 428.7	2 428.7
2082/83	2 428.7	2 428.7	2 428.7	2 428.7
2083/84	2 428.7	2 428.7	2 428.7	2 428.7
2084/85	2 428.7	2 428.7	2 428.7	2 428.7
2085/86	2 428.7	2 428.7	2 428.7	2 428.7
2086/87	2 428.7	2 428.7	2 428.7	2 428.7
2087/88	2 428.7	2 428.7	2 428.7	2 428.7
2088/89	2 428.7	2 428.7	2 428.7	2 428.7
2089/90	2 428.7	2 428.7	2 428.7	2 428.7
2090/91	2 428.7	2 428.7	2 428.7	2 428.7
2091/92	2 428.7	2 428.7	2 428.7	2 428.7
2092/93	2 428.7	2 428.7	2 428.7	2 428.7
2093/94	2 428.7	2 428.7	2 428.7	2 428.7
2094/95	2 428.7	2 428.7	2 428.7	2 428.7
2095/96	2 428.7	2 428.7	2 428.7	2 428.7
2096/97	2 428.7	2 428.7	2 428.7	2 428.7
2097/98	2 428.7	2 428.7	2 428.7	2 428.7
2098/99	2 428.7	2 428.7	2 428.7	2 428.7
2099/00	2 428.7	2 428.7	2 428.7	2 428.7
2100/01	2 428.7	2 428.7	2 428.7	2 428.7



**“Big brother is
Watching you...”**

- George Orwell 1984



Guidelines on the Exchange of
Information between
Competitors under the
Competition Act

- 14 July 2017



**We can't predict the
future, but...**

**We can give you
facts.**

www.sagis.org.za

Index

- SAGIS Overview
- Wheaten Products
 - Registrations
 - Returns
- Wheat Data
 - Products data
 - Milling data
 - Bakery data
- Bakery Types
- Consumption
- Finances



Sources: SAGIS, Agricultural Abstract, Marketing Board Reports, USDA

Deregulation

- Marketing of Agri. Products Act, 1996 – end to single channel marketing & control boards.
- Importance of reliable info for the functioning of a free market was realised.
- Non Profit Company - registered in November 1997

Industries

- Four industries created SAGIS (re-presented by their various Trusts):
 - The Maize Trust
 - Oil and Protein Seeds Development Trust
 - The Sorghum Trust
 - Winter Cereal Trust
- SAGIS is also funded by these trusts



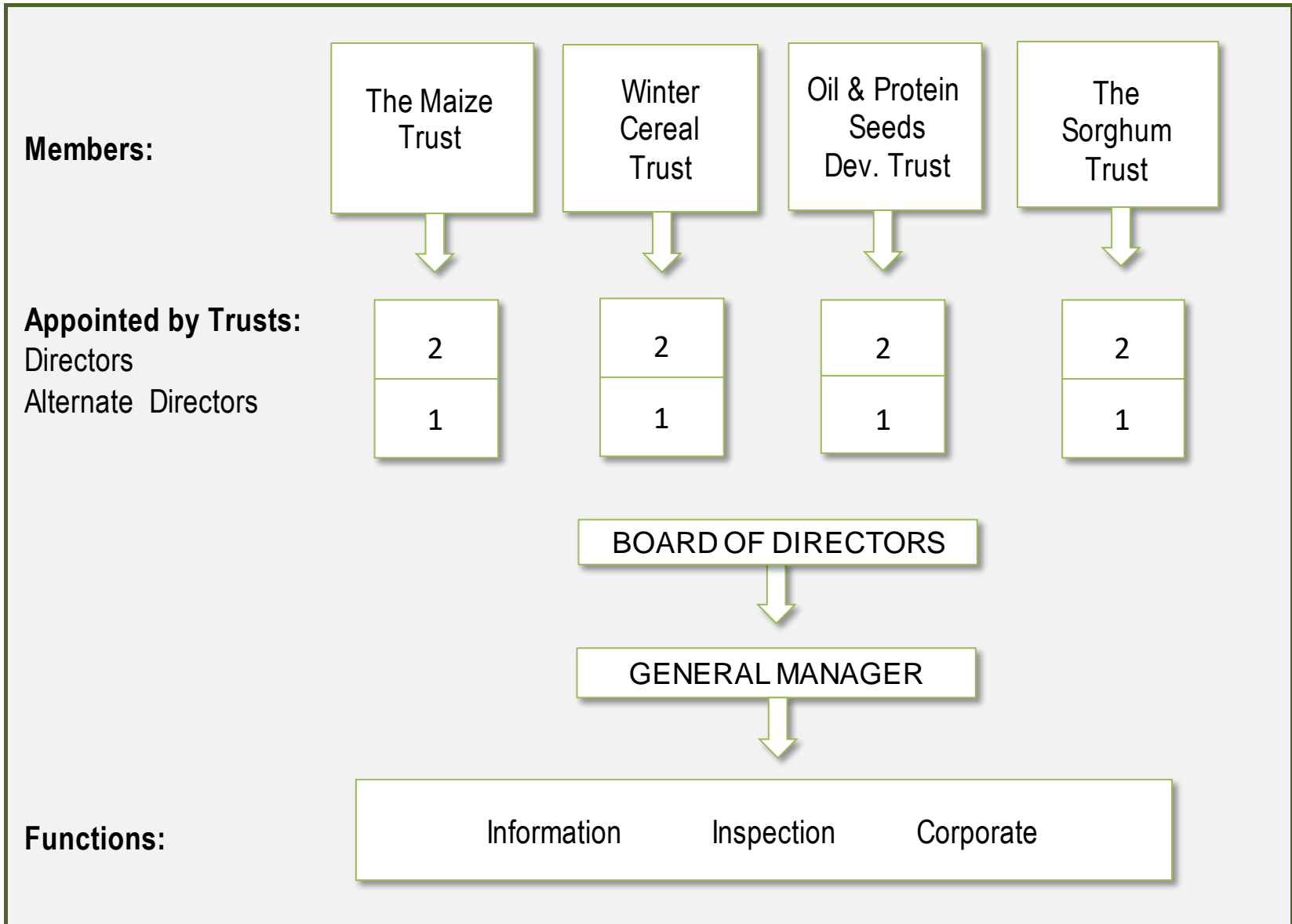
SAGIS' main objective (function)

Main Objective

The collation, processing, analysing and timeous distribution to all role-players, of reliable and useful market information related to grain and oilseeds.



SAGIS' Organizational structure



Statutory Measures (SM)

- Government announced SM – compulsory for market participants (*co-workers*) e.g. storers, processors, importers & exporters to register & submit information.
- Non adherence is an offence & can lead to prosecution.
- SAGIS fulfil its statutory obligations & liaises with certain Government departments to obtain market information **BUT** it operates independently from Government as far as its main goals are concerned.
- No incentives to co-workers. They do get reliable and cost free information and confidentiality.

Statutory Measures (SM)

Monthly Information on whole grain & oilseeds: Registration, records & returns

- **1997/11/28** First SM was promulgated in November 1997 (SM were separate for each crop)
- **2008/06/04** SM for all grain & oilseeds were combined into one SM

Weekly Information on maize & wheat imports: Registration, records & returns

- **2008/06/04** Weekly imports & exports: maize & wheat
- **2018/05/18** Amendment Maize: Records & Returns on intended imports & exports
- **2018 Concept** Records and returns in respect of grains and oilseeds imports and exports

Monthly Information on products: Registration, records & returns

- **2014/11/20** Maize & wheat products
- **2016/09/23** Oilseeds products

Principles of Data - confidentiality

- All information received is treated as **absolute confidential**.
- Personnel sign a **confidentiality clause**.
- Only General Manager may **release** information.
- Information is released at the **same time** to all.
- **Individual company info** is never released except by court order.

Inspection

- The **Minister** may **appoint** a person as an **inspector** to exercise the powers and perform the duties.
- An inspector shall be furnished with a certificate, signed by or on behalf of the Minister and bearing a declaration that the bearer is an inspector in terms of this Act.

REPUBLIC OF SOUTH AFRICA
REPUBLIEK VAN SUID-AFRIKA

Inspection

An inspector may:

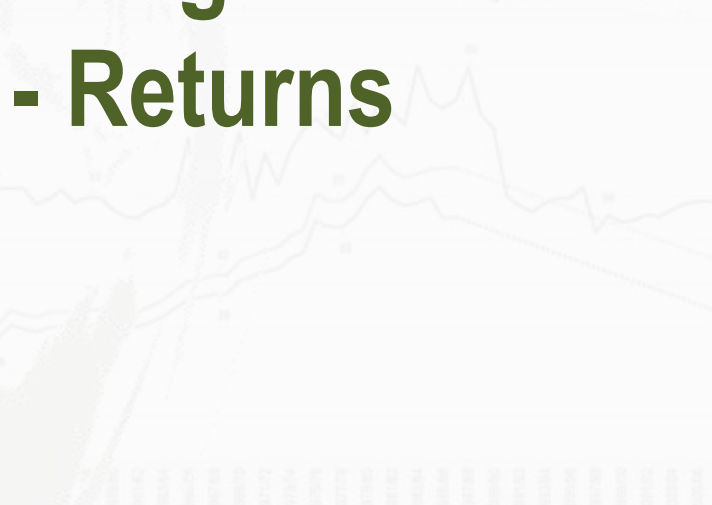
- at any reasonable time, enter premises where he or she has reason to believe that a statutory measure or any prohibition, control or direction referred to in this Act has been or is being contravened,
- investigate and obtain evidence,
- inspect any book, record or other document and make copies thereof or,
- deliver any book, record or other document that pertains to the investigation, and
- make excerpts from it

Wheaten Products

- Registrations
- Returns

Year	Area	Inter	Sep
2017/18	2 428.7	Estimate	2017/18
2018/19	2 501.6	Not available	Not available
2019/20	2 600.0	Not available	Not available
2020/21	2 687.4 (b)	Not available	Not available
2021/22	2 565.0	Not available	Not available
2022/23	2 167.8 (b)	Not available	Not available

TIMATE, YIELD, HA & SAGIS DELIVERIES



Products Registration & Returns

Industry	Actual number of returns from registered co-workers ⁷⁾	28 February 2019 % According to actual returns received 2018/19	Basis for calculation of cost 2018/19	Basis for calculation of cost 2019/20
A WHEAT INDUSTRY				
1 Baking Industry				
1.1 Bakery groups	1) 5			
1.2 Supermarket groups	2) 6			
1.3 Independent supermarkets	3) 725			
1.4 Independent Bakeries	4) 40			
Sub total Baking Industry	776			
2 Wheat Milling Industry	5) 37			
3 Wheat Products: Import/ Export	6) 4			
TOTAL WHEAT INDUSTRY	817	75.86%	70.14%	74.36%
B MAIZE INDUSTRY				
1 Maize Milling Industry	5) 177			
2 Maize Products: Import/ Export	6) 4			
TOTAL MAIZE INDUSTRY	181	16.81%	20,37%	17.91%
C OILSEED INDUSTRY				
1 Oilseeds Milling Industry	5) 60			
2 Oilseeds Products: Import/ Exports	6) 19			
TOTAL OILSEEDS INDUSTRY	79	7.34%	9,49%	7.73%
D TOTAL ACCORDING TO CURRENT STATUTORY MEASURES	1 077	100.01%	100.00%	100%

Notes:

- 1) Plant bakeries who will submit one return for all the processing units in the specific group.
- 2) Supermarket chain stores who will submit one return for all the processing units in the specific group.
- 3) Individually owned supermarket chain stores (under a franchise agreement) that will submit an individual or combined return for each processing unit (e.g. Spar, OK, Seven Eleven, Cambridge foods, etc.).
- 4) Privately owned independent bakeries not part of a group.
- 5) Grain and oilseed Millers and Processors already registered at SAGIS for monthly information who will submit an individual or combined return for each processing unit.
- 6) Importers and Exporters of grain and oilseed products who are not involve in the processing of the raw materials.
- 7) Firms who are responsible for submitting returns

Bakery Groups 5

Essential Foods (SASKO)
Premier Foods (Blue Ribbon)
Tiger Milling (Albany)
Foodcorp (Sunbake)
Butterfield

Independent Bakeries 40

Ace café
Steve's Bakery
Starlight Bakery & Take Away
Totobola Bakery
VKB Flour Mills
Ndaa Bakery
Marquard Bakhuis
Saambak
Sunshine Bakery
Bloemhof Bakery
Watertand Hap & Gebak
Moonlight City
Turkstra Bakkery
Eureka Meulens
Shop-A-Lot
Bakes Bakkery
Orient Bakery
Silobela Confectionery
Power Bake
Tshwaranang Ma Afrika

Varsity Bakery
Brightport Bakery
Citrusdal Bakkery
Mr Baker
Die Hollander Bakkery
Outeniqua Bakkery
The Cake Dome
Elite Bakery & Confectionery
Globakeries
Kwick Bake Bakery
Daily Bread
Mookgopong Confectionery
Sunfresh Bakery
Fresh Loaf Bakeries
Afrifoods
Lupo Bakery
Lotus Bakery and Café
Williston Drank Groothandel
Valeen General Dealers

Supermarket Groups 6

Boxer
Cambridge
Choppies
Choprite/Checkers
Fruit & Veg (Corporate)
Pick and Pay

Independent Supermarkets 725

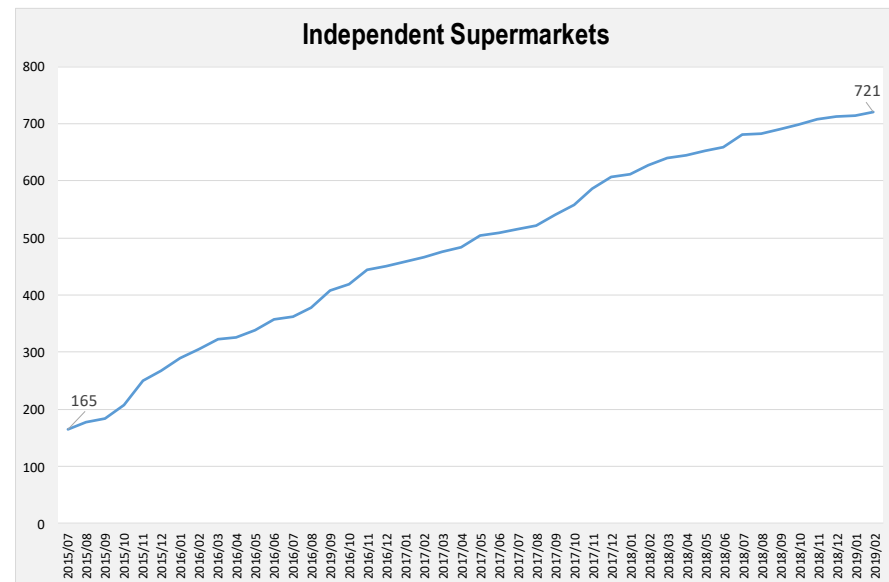
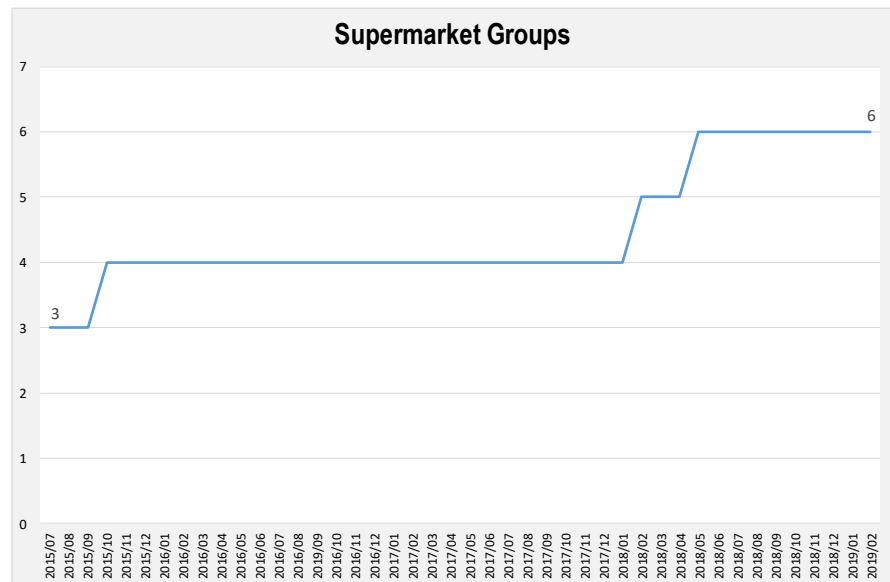
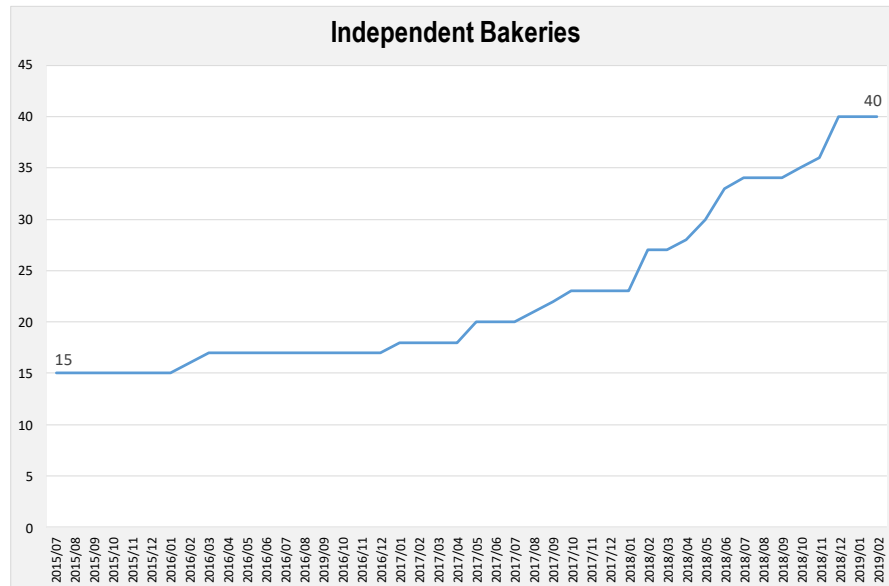
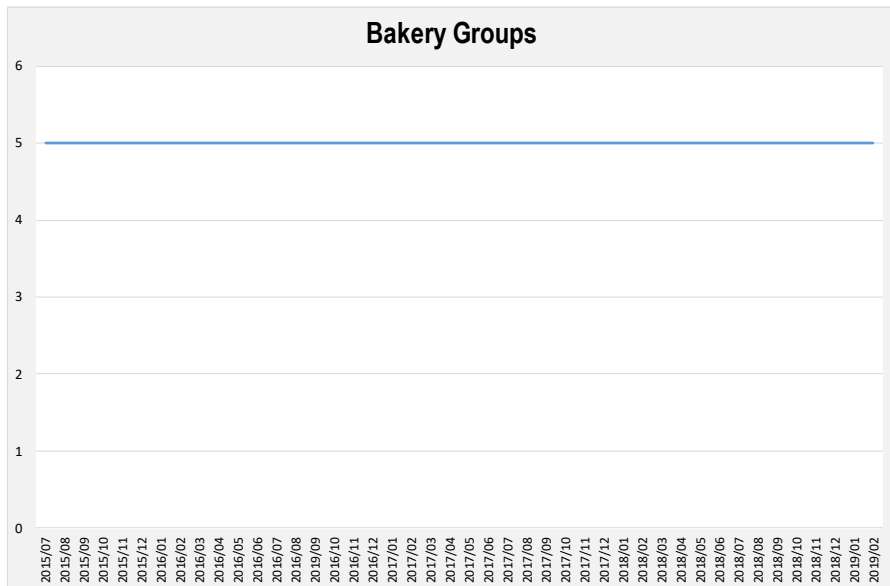
Spar
OK
Food Lovers Market
Foodzones
Savemors
Saverites
Werda Supermarket
Topstop Supermarket
Hop In Family Market
Model Hyper & Coke Depot
Roggeveld Handelaars BK
Sentra Strubenvally
Beehive Supermarket
Triple Streams Supermarket
Blyvoor Supermarket
Maxi Friendly Supermarket
Midtown Supermarket & Baker
Friendly Everyday Protea
Joubertina Supermarket
Marapyane Supersave
Milton Superette
Good Luck Supermarket

R

U

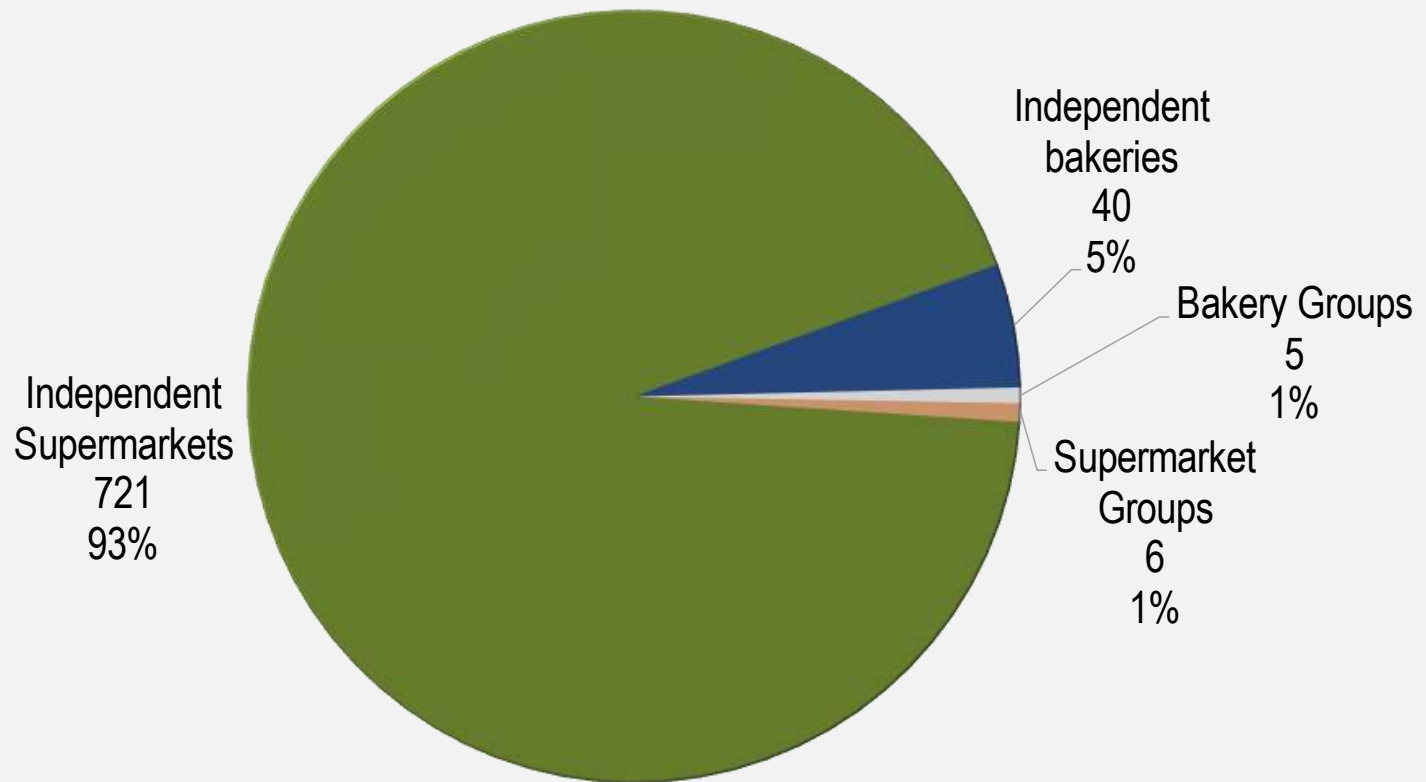
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Bakery Registration Stats



Bakeries Registration Summary (2019)

Baking Industry registration summary





Wheat Data

Products Data

- Milling Data
- Baking Data



Year	Area	Inter. Sep.	Area
2017/18	2 428.7	Estimate 2017/18	2 428.7
2018/19	2 501.6	Not available	Not available
2019/20	2 687.0 (b)	Not available	Not available
2020/21	2 565.0		
2021/22	1 678.8 (b)		



Wheat Data Published

- Raw materials : S&D Monthly
: S&D Marketing year
- Imports & Exports : Weekly
- Producer deliveries : Weekly
- Products : Manufactured / Imports / Exports
- Pan baked bread
- Historical information

Wheat Milling Data

Manufactured, Imported and Exported per marketing year and progressive since July 2015

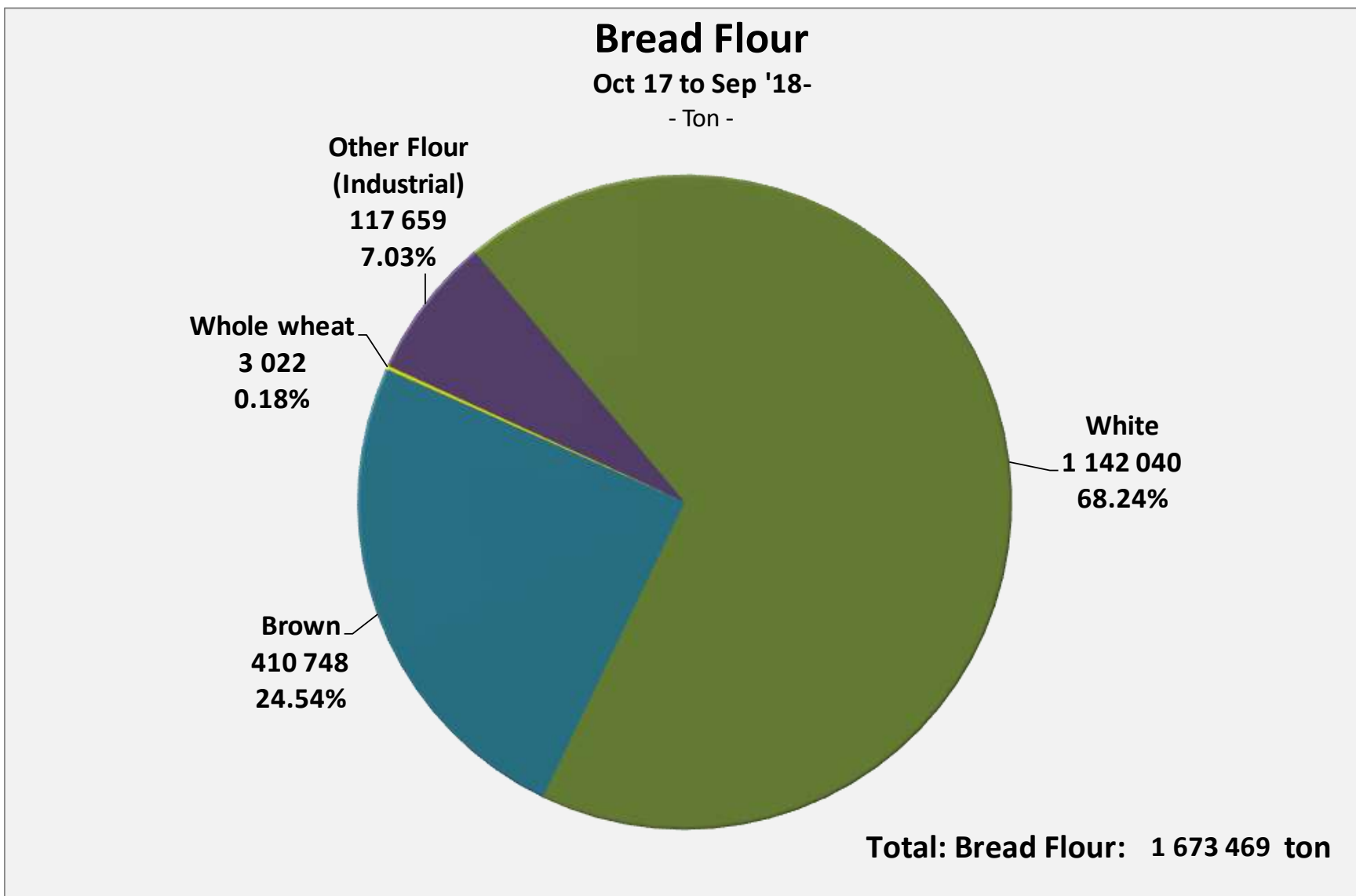
- Cake Flour
- Self-raising Flour
- White Bread Flour
- Brown Bread Flour
- Other Flour (Industrial)
- Whole Wheat Meal
- Bran
- Semolina

Wheat Milling Data

(Manufactured, Imported & Exported)

Wheaten Products	Marketing year: Oct 2017 - Sep 2018			
	Manufactured	Imported	Exported	% of Total
	Tons			Manufactured
Cake Flour	884 754	4 998	2 396	27.2
Self-Raising Flour	17 169	30	35	0.5
White Bread Flour	1 139 270	9 740	8 662	35.1
Brown Bread Flour	408 574	8 589	19 130	12.6
Other Flour (Industrial)	121 959	0	115	3.8
Whole Wheat Meal	3 196	0	24	0.1
Bran	653 359	915	612	20.1
Semolina	18 675	0	0	0.6
Total	3 246 956	24 272	30 974	100.0
		Whole wheat milled = <i>Processed for human consumption</i> <i>Processed for gristing</i> <i>Product exports</i>		
Whole Wheat Milled	3 242 741			
Diffs milled and products	-4 215			
% Bran	20			

Wheat Milling Data : Bread Flour (Ton)



Pan Baked Bread Data

Manufactured

400g, 600g, 700g Other:

- White Bread
- Brown Bread
- Whole Wheat Bread
- Other

Pan Baked Bread Units

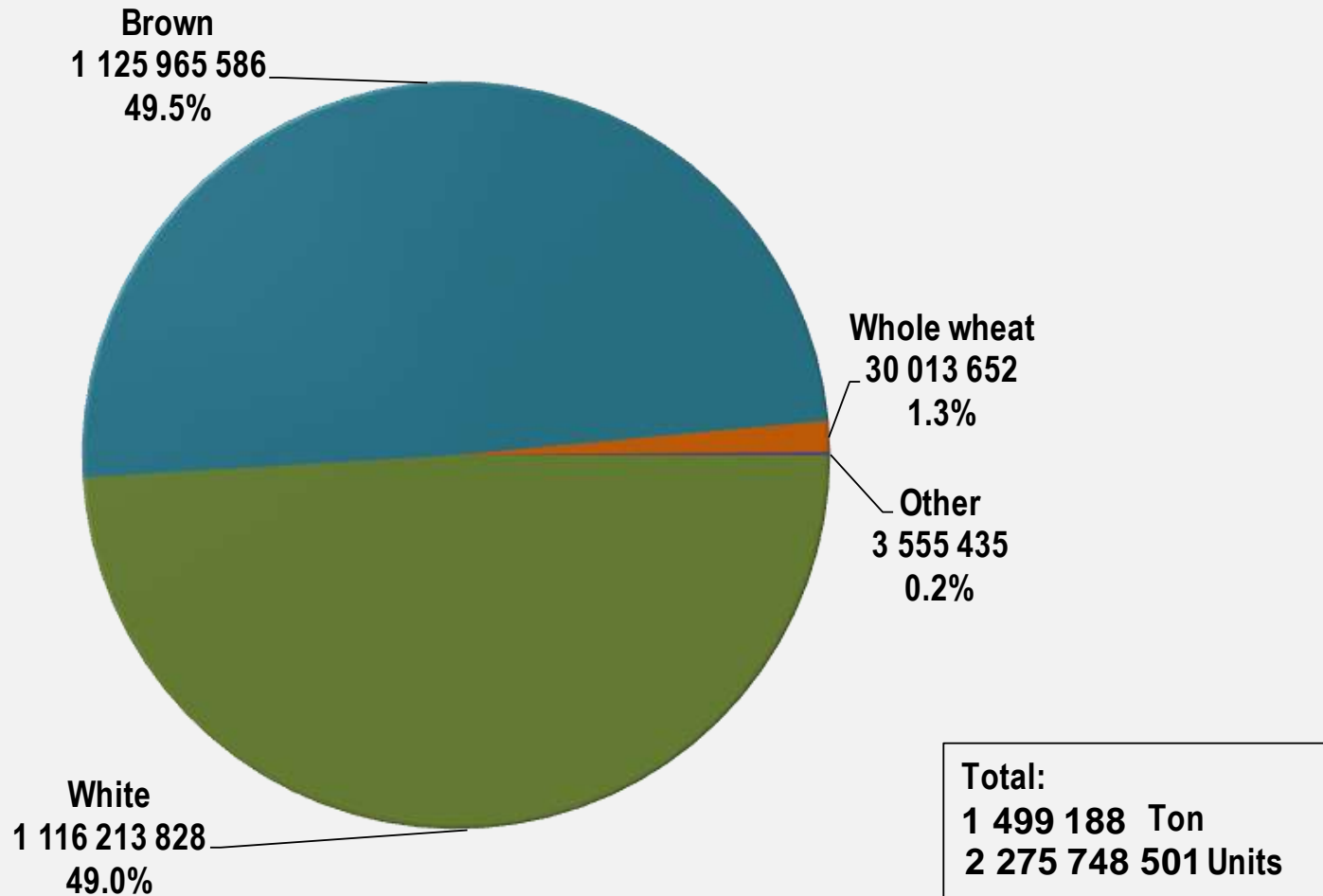
Pan baked bread manufactured	Marketing year: Oct '17 - Sep '18	% of Total
	Units	
WHITE BREAD		
400g	1 826 873	0.1
600g	249 818 607	11.0
700g	854 927 624	37.6
Other	9 640 724	0.4
White Bread (Total Units)	1 116 213 828	49.0
BROWN BREAD		
400g	859 906	0.0
600g	302 612 906	13.3
700g	804 766 424	35.4
Other	17 726 350	0.8
Brown Bread (Total Units)	1 125 965 586	49.5
WHOLE WHEAT		
400g	14 648	0.0
600g	576 869	0.0
700g	6 032 062	0.3
Other	23 390 073	1.0
Whole Wheat (Total Units)	30 013 652	1.3
OTHER		
400g	62 396	0.0
600g	290 477	0.0
700g	136 163	0.0
Other	3 066 399	0.1
Other (Total Units)	3 555 435	0.2
Total	2 275 748 501	100.0

Pan Baked Bread per Type

Pan Baked Bread per type

Oct '17 to Sep '18

- Units -

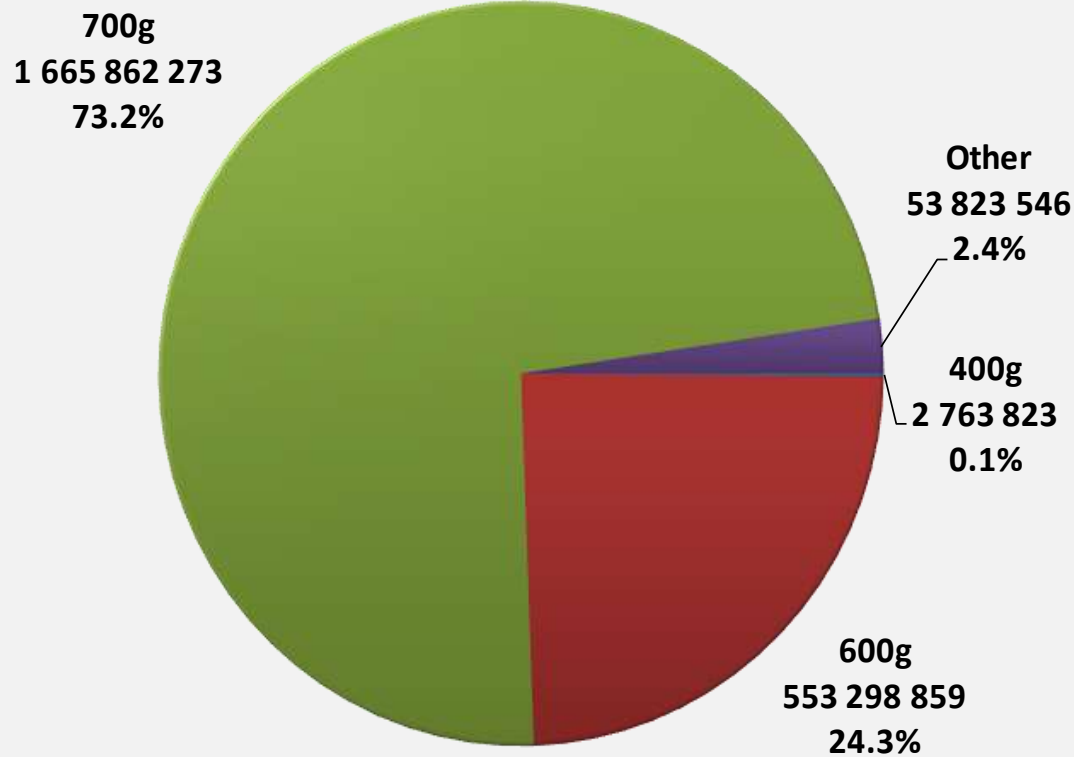


Pan Baked Bread per Mass

Pan Baked Bread per Mass

Oct '17 - Sep '18

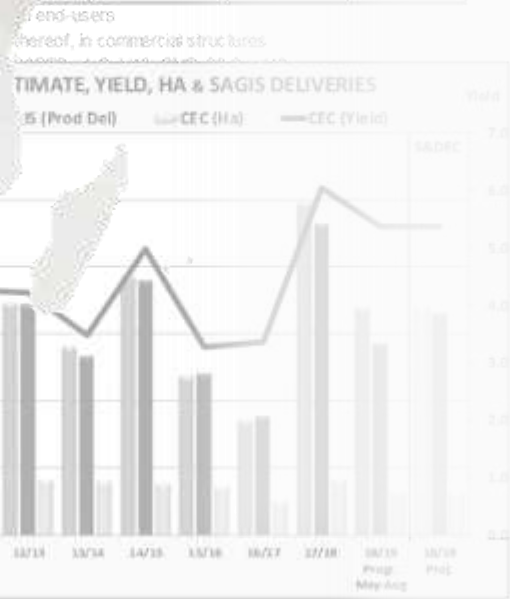
- Units -



Total White Bread : 2 275 748 501 units



Year	Production (000 Mt)	Imports (000 Mt)	Inter. Sep. 2017/18 Estimate (000 Mt)	Production (000 Mt)
2017/18	2 428.7	501.6	Not available	Not available
2018/19	2 874.0 (b)	565.0	Not available	Not available
2019/20	1 678.8 (b)			



Bread Data

Brakedown per Bakery tipe

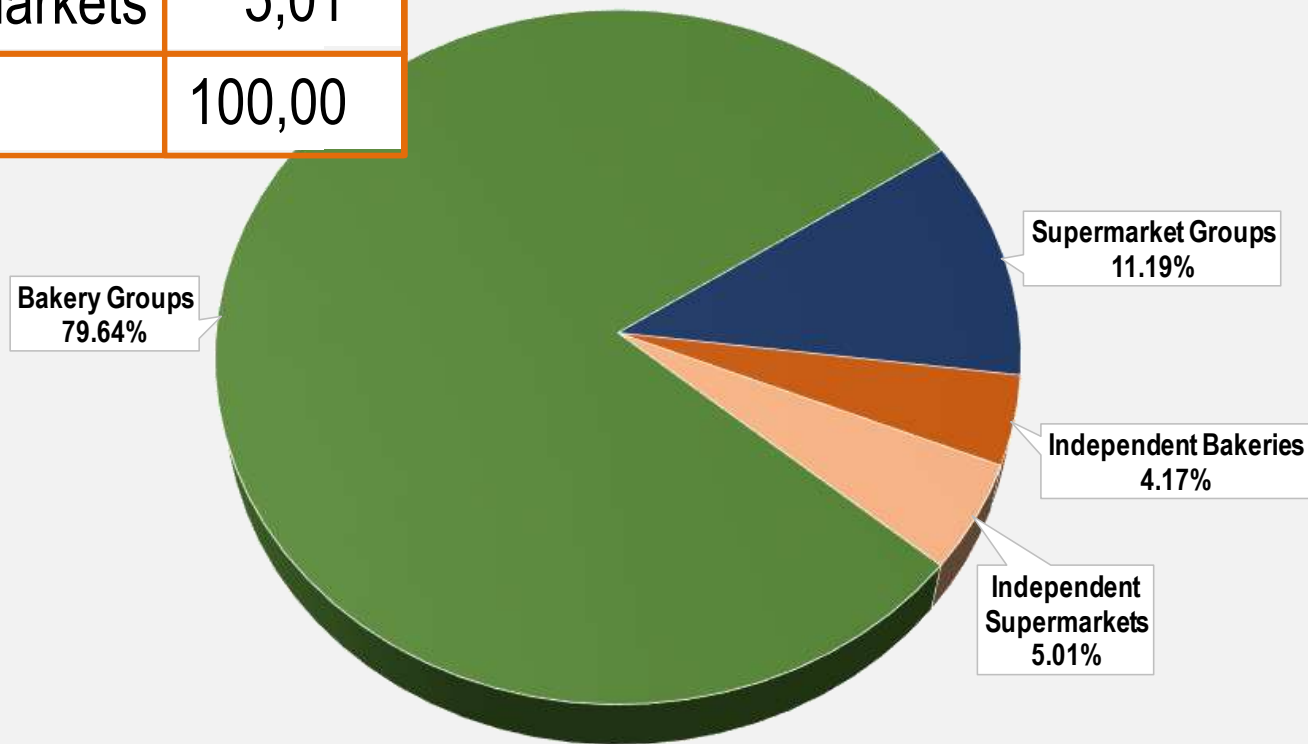
- Bakery Groups
- Independent Bakaries
- Supermarket Groups
- Independent Supermarkets



Bread Baked per Bakery Type : Units

	%
Bakery Groups	79,64
Supermarket Groups	11,19
Independent Bakeries	4,17
Independent Supermarkets	5,01
Total	100,00

Bread
Oct '17 - Sep '18



Bakery Groups

	Oct 2015 - Sept 2016	Oct 2016 - Sept 2017	Oct 2017 - Sept 2018
WHITE BREAD			
400g (Units)			
600g (Units)	88 644 328	80 324 523	84 504 991
700g (Units)	792 037 806	795 030 558	811 564 534
Other (Units)	5 718 231	2 889 156	2 420 401
White Bread (Total Units)	886 400 365	878 244 237	898 489 926
BROWN BREAD			
400g (Units)			
600g (Units)	123 959 197	112 110 830	109 838 873
700g (Units)	743 180 683	770 418 129	766 277 755
Other (Units)	16 341 886	12 412 987	12 702 186
Brown Bread (Total Units)	883 481 766	894 941 946	888 818 814
WHOLE WHEAT			
400g (Units)			
600g (Units)			
700g (Units)	7 038 456	5 425 364	4 086 745
Other (Units)	22 711 060	22 347 510	23 373 606
Whole Wheat (Total Units)	29 749 516	27 772 874	27 460 351
OTHER			
400g (Units)			
600g (Units)			
700g (Units)			
Other (Units)			
Other (Total Units)	0	0	0
Total	1 799 631 647	1 800 959 057	1 814 769 091

Note:

Plant bakeries who will submit one return for all the processing units in the specific group.

Independent Bakeries

	Oct 2015 - Sept 2016	Oct 2016 - Sept 2017	Oct 2017 - Sept 2018
WHITE BREAD			
400g (Units)		66 090	148 214
600g (Units)	3 113 968	8 543 599	26 082 469
700g (Units)	17 366 674	18 074 488	19 319 718
Other (Units)	119 134	421 944	2 546 092
White Bread (Total Units)	20 599 776	27 106 121	48 096 493
BROWN BREAD			
400g (Units)		724	1 808
600g (Units)	3 463 775	7 459 079	28 544 450
700g (Units)	9 731 886	10 695 586	17 383 098
Other (Units)	232 042	374 945	806 675
Brown Bread (Total Units)	13 427 703	18 530 334	46 736 031
WHOLE WHEAT			
400g (Units)			
600g (Units)	1 019	1 440	1 235
700g (Units)	80 140	93 640	104 694
Other (Units)	8 400	7 248	5 640
Whole Wheat (Total Units)	89 559	102 328	111 569
OTHER			
400g (Units)			
600g (Units)			
700g (Units)		1 265	2 408
Other (Units)			
Other (Total Units)	0	1 265	2 408
Total	34 117 038	45 740 048	94 946 501

Note:

Privately owned independent bakeries not part of a group.

Supermarket Groups

	Oct 2015 - Sept 2016	Oct 2016 - Sept 2017	Oct 2017 - Sept 2018
WHITE BREAD			
400g (Units)	2 011 263	1 708 887	980 345
600g (Units)	60 157 529	67 867 486	105 739 976
700g (Units)	8 383 998	9 082 503	6 494 600
Other (Units)	1 123 384	739 982	1 478 805
White Bread (Total Units)	71 676 174	79 398 858	114 693 726
BROWN BREAD			
400g (Units)	797 794	567 628	507 773
600g (Units)	56 002 004	80 174 746	127 508 240
700g (Units)	7 645 208	7 007 442	5 442 190
Other (Units)	1 024 276	1 214 836	1 863 458
Brown Bread (Total Units)	65 469 282	88 964 652	135 321 661
WHOLE WHEAT			
400g (Units)	6 065		
600g (Units)	454 351	540 024	500 022
700g (Units)	1 369 478	1 589 267	1 594 414
Other (Units)			
Whole Wheat (Total Units)	1 829 894	2 129 291	2 094 436
OTHER			
400g (Units)			
600g (Units)			
700g (Units)			
Other (Units)	1 665 871	2 622 203	2 889 186
Other (Total Units)	1 665 871	2 622 203	2 889 186
Total	140 641 221	173 115 004	254 999 009

Note: 7 8 11

Supermarket chain stores who will submit one return for all the processing units in the specific group.

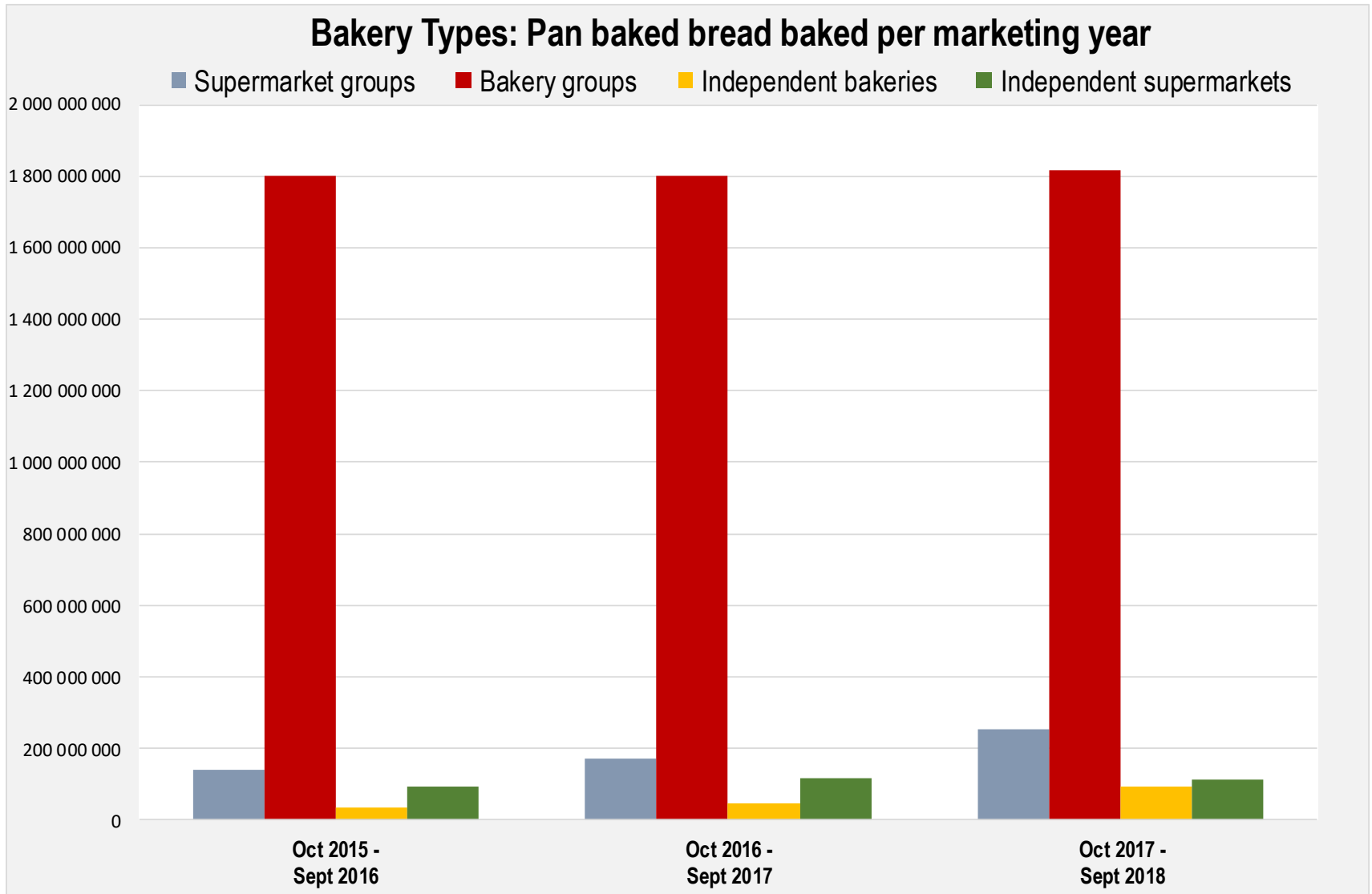
Independent Supermarkets

	Oct 2015 - Sept 2016	Oct 2016 - Sept 2017	Oct 2017 - Sept 2018
WHITE BREAD			
400g (Units)	525 694	997 757	730 464
600g (Units)	32 129 591	35 672 687	33 770 423
700g (Units)	12 892 965	17 742 980	19 162 517
Other (Units)	2 333 486	3 102 148	3 195 367
White Bread (Total Units)	47 881 736	57 515 572	56 858 771
BROWN BREAD			
400g (Units)	267 170	563 026	347 836
600g (Units)	30 086 655	36 057 181	37 103 999
700g (Units)	11 305 945	17 624 134	16 303 093
Other (Units)	2 538 917	2 635 247	2 353 988
Brown Bread (Total Units)	44 198 687	56 879 588	56 108 916
WHOLE WHEAT			
400g (Units)	21 072	16 565	14 460
600g (Units)	52 004	75 835	107 734
700g (Units)	219 438	289 340	268 201
Other (Units)	6 934	9 306	10 827
Whole Wheat (Total Units)	299 448	391 046	401 222
OTHER			
400g (Units)	61 892	56 236	68 805
600g (Units)	385 483	431 695	292 276
700g (Units)	487 173	398 380	133 755
Other (Units)	280 817	211 415	204 399
Other (Total Units)	1 215 365	1 097 726	699 235
Total	93 595 236	115 883 932	114 068 144

Note:

Supermarket chain stores (which are individually owned under a franchise agreement) will submit an individual or combined return for each processing unit (e.g. Spar, OK, Seven Eleven, Cambridge foods, etc.)

Bakery Types : Pan Baked Bread / Marketing Year





Year	Net AC	Inter	Sep
2017/18	2 428.7	Estimate	2017/18
2018/19	2 501.6	Not available	Not available
2019/20	2 687.4 (b)	Not available	Not available
2020/21	2 565.0		
2021/22	1 678.8 (b)		



Consumption

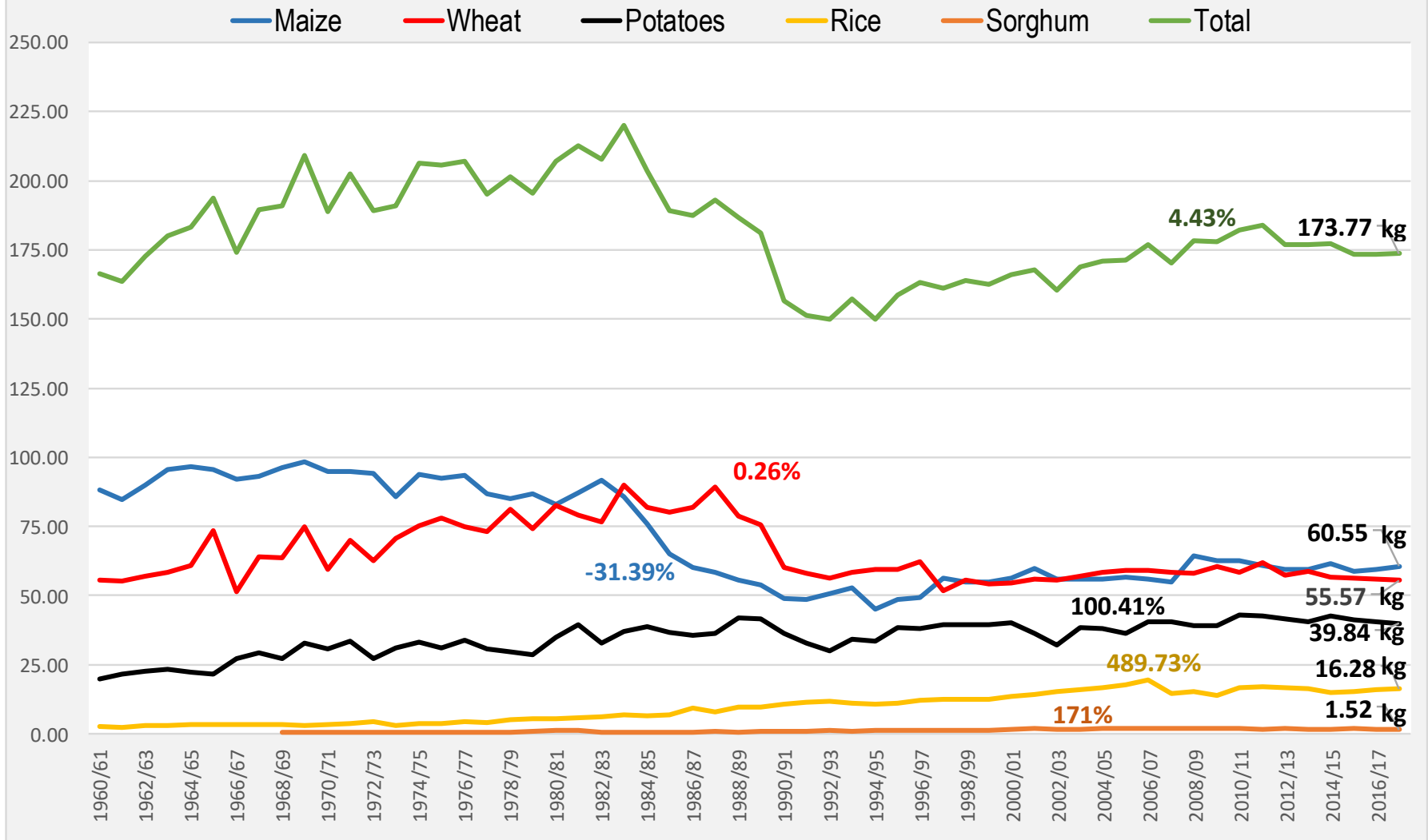


Per Capita Consumption - Carbohydrates

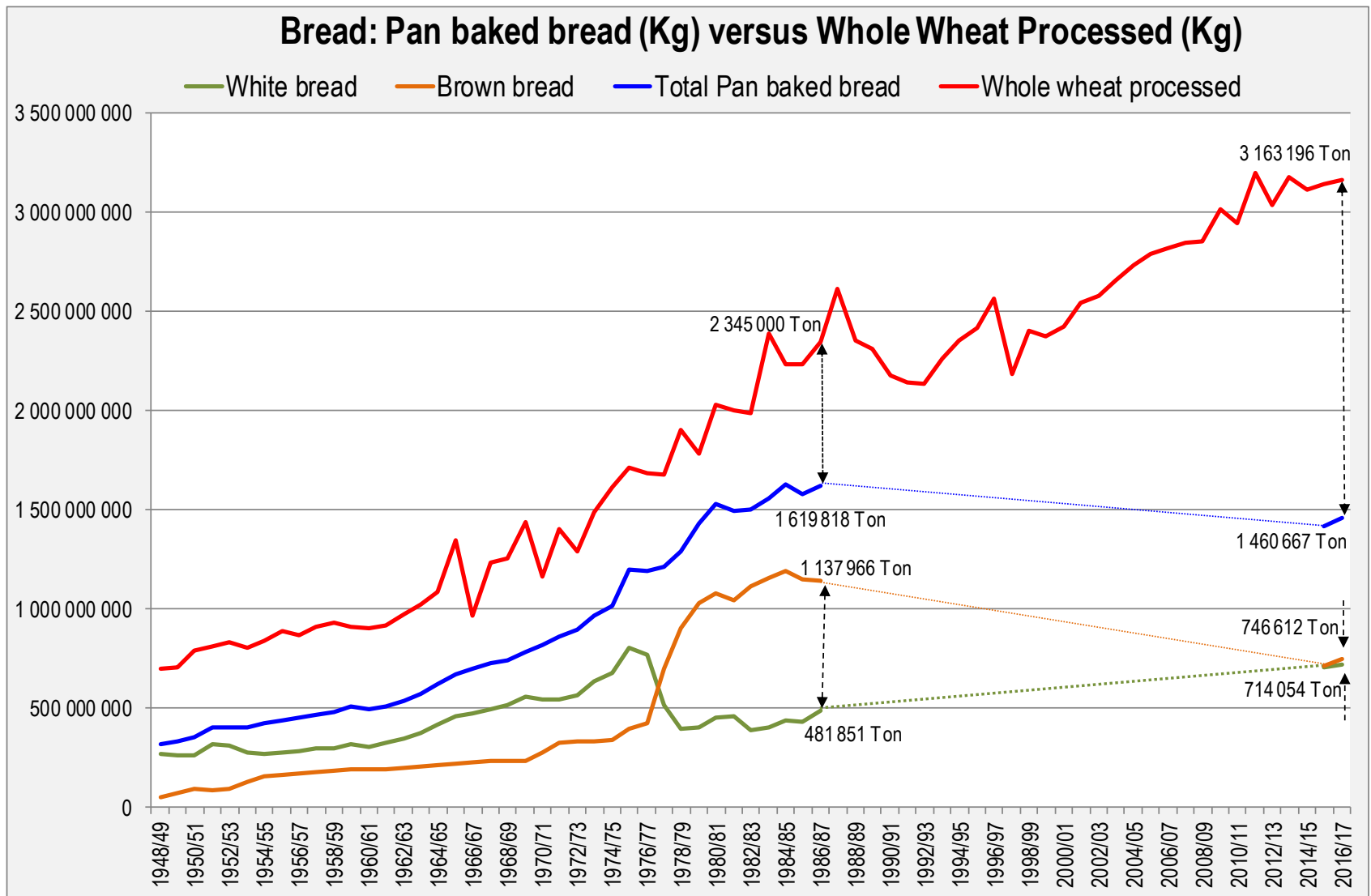
Per capita consumption	Wheaten products	Panbaked bread	Panbaked bread	Total Maize products	Sorghum	Rice	Potatoes
Marketing year (Oct '17 - Sep '18)							
	Ton	Ton	Units	Ton	Ton	Ton	Ton
Manufactured	3 246 956	1 499 188	2 275 748 501	3 480 920			
+ Imports	24 272			5 964			
- Exports	-30 974			-61 529			
Total "consumed"	3 240 254	1 499 188	2 275 748 501	3 425 355	87 715	940 000	2 300 000
Total population	57 726 000	57 726 000	57 726 000	57 726 000	57 726 000	57 726 000	57 726 000
	Kg	Kg	Units	Kg	Kg	Kg	Kg
Per capita consumption	56.13	25.97	39.42	59.34	1.52	16.28	39.84

Carbohydrates: Human consumption / capita

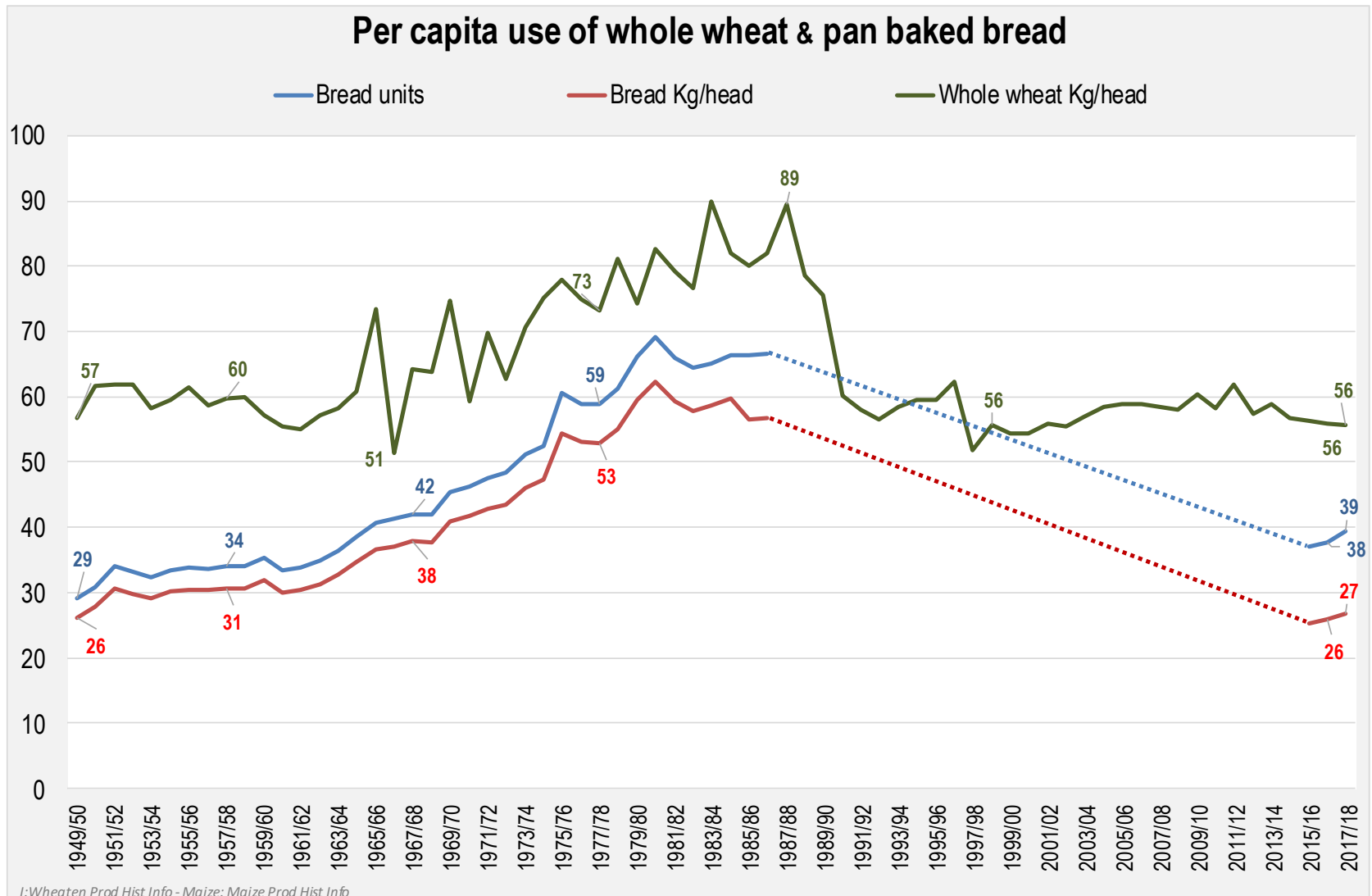
Carbohydrates: Human consumption / capita



Pan Baked Bread versus Whole Wheat Processed



Pan Baked Bread Consumption per Capita





Year	Net AC	Inter	Sep
2017/18	2 428.7	Estimate	2017/18
2018/19	2 428.7	Estimate	2018/19
2019/20	2 428.7	Estimate	2019/20
2020/21	2 428.7	Estimate	2020/21
2021/22	2 428.7	Estimate	2021/22
2022/23	2 428.7	Estimate	2022/23
2023/24	2 428.7	Estimate	2023/24
2024/25	2 428.7	Estimate	2024/25
2025/26	2 428.7	Estimate	2025/26
2026/27	2 428.7	Estimate	2026/27
2027/28	2 428.7	Estimate	2027/28
2028/29	2 428.7	Estimate	2028/29
2029/30	2 428.7	Estimate	2029/30
2030/31	2 428.7	Estimate	2030/31
2031/32	2 428.7	Estimate	2031/32
2032/33	2 428.7	Estimate	2032/33
2033/34	2 428.7	Estimate	2033/34
2034/35	2 428.7	Estimate	2034/35
2035/36	2 428.7	Estimate	2035/36
2036/37	2 428.7	Estimate	2036/37
2037/38	2 428.7	Estimate	2037/38
2038/39	2 428.7	Estimate	2038/39
2039/40	2 428.7	Estimate	2039/40
2040/41	2 428.7	Estimate	2040/41
2041/42	2 428.7	Estimate	2041/42
2042/43	2 428.7	Estimate	2042/43
2043/44	2 428.7	Estimate	2043/44
2044/45	2 428.7	Estimate	2044/45
2045/46	2 428.7	Estimate	2045/46
2046/47	2 428.7	Estimate	2046/47
2047/48	2 428.7	Estimate	2047/48
2048/49	2 428.7	Estimate	2048/49
2049/50	2 428.7	Estimate	2049/50
2050/51	2 428.7	Estimate	2050/51
2051/52	2 428.7	Estimate	2051/52
2052/53	2 428.7	Estimate	2052/53
2053/54	2 428.7	Estimate	2053/54
2054/55	2 428.7	Estimate	2054/55
2055/56	2 428.7	Estimate	2055/56
2056/57	2 428.7	Estimate	2056/57
2057/58	2 428.7	Estimate	2057/58
2058/59	2 428.7	Estimate	2058/59
2059/60	2 428.7	Estimate	2059/60
2060/61	2 428.7	Estimate	2060/61
2061/62	2 428.7	Estimate	2061/62
2062/63	2 428.7	Estimate	2062/63
2063/64	2 428.7	Estimate	2063/64
2064/65	2 428.7	Estimate	2064/65
2065/66	2 428.7	Estimate	2065/66
2066/67	2 428.7	Estimate	2066/67
2067/68	2 428.7	Estimate	2067/68
2068/69	2 428.7	Estimate	2068/69
2069/70	2 428.7	Estimate	2069/70
2070/71	2 428.7	Estimate	2070/71
2071/72	2 428.7	Estimate	2071/72
2072/73	2 428.7	Estimate	2072/73
2073/74	2 428.7	Estimate	2073/74
2074/75	2 428.7	Estimate	2074/75
2075/76	2 428.7	Estimate	2075/76
2076/77	2 428.7	Estimate	2076/77
2077/78	2 428.7	Estimate	2077/78
2078/79	2 428.7	Estimate	2078/79
2079/80	2 428.7	Estimate	2079/80
2080/81	2 428.7	Estimate	2080/81
2081/82	2 428.7	Estimate	2081/82
2082/83	2 428.7	Estimate	2082/83
2083/84	2 428.7	Estimate	2083/84
2084/85	2 428.7	Estimate	2084/85
2085/86	2 428.7	Estimate	2085/86
2086/87	2 428.7	Estimate	2086/87
2087/88	2 428.7	Estimate	2087/88
2088/89	2 428.7	Estimate	2088/89
2089/90	2 428.7	Estimate	2089/90
2090/91	2 428.7	Estimate	2090/91
2091/92	2 428.7	Estimate	2091/92
2092/93	2 428.7	Estimate	2092/93
2093/94	2 428.7	Estimate	2093/94
2094/95	2 428.7	Estimate	2094/95
2095/96	2 428.7	Estimate	2095/96
2096/97	2 428.7	Estimate	2096/97
2097/98	2 428.7	Estimate	2097/98
2098/99	2 428.7	Estimate	2098/99
2099/00	2 428.7	Estimate	2099/00
2100/01	2 428.7	Estimate	2100/01



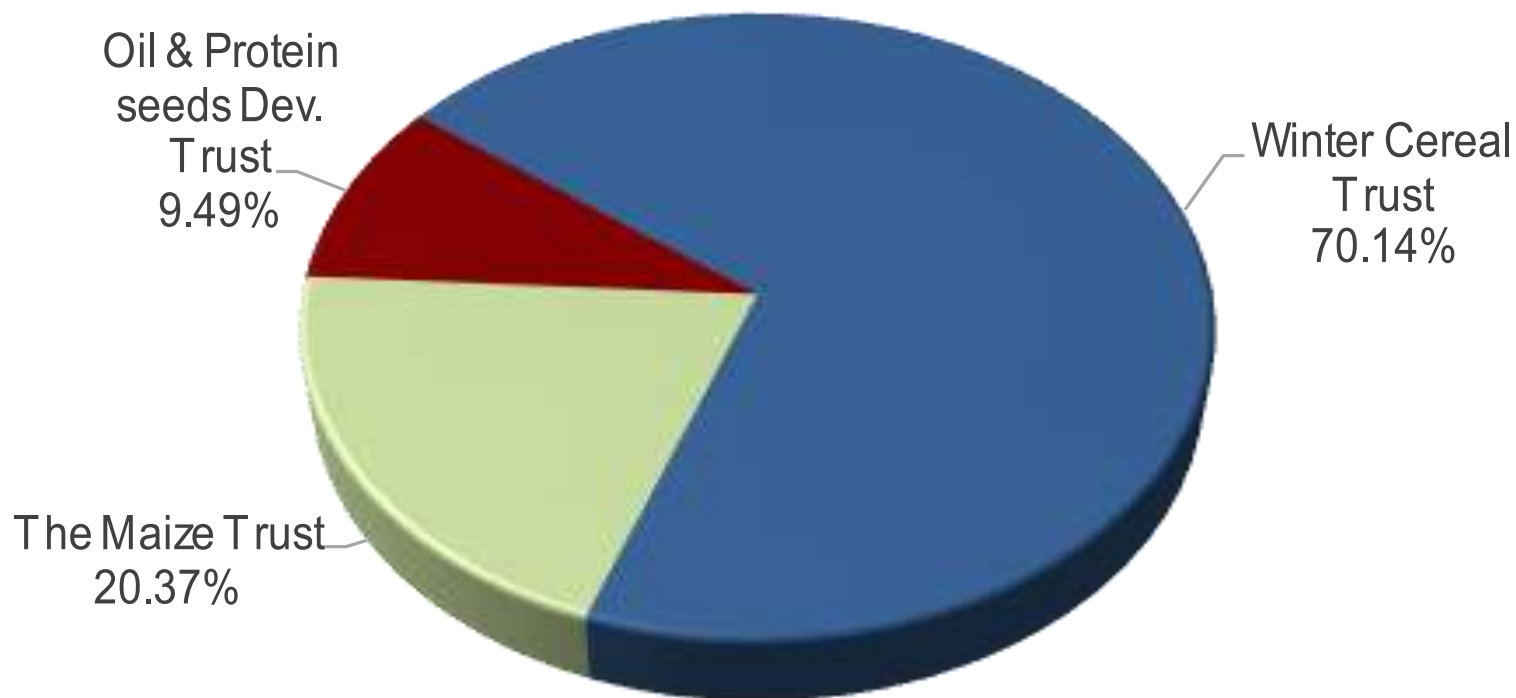
Finances



Products - Member Basis of Subscription

Member basis of subscription Products

-1 March 2018 - 28 February 2019-



Cost per Product Return

Wheaten Products

Financial year	2018/19		2017/18		2016/17		2015/16	
	Returns / month	Cost R	Returns / month	Cost R	Returns / month	Cost R	Returns / month	Cost R
Baking	776	686 475	720	625 546	559	637 125	407	580 529
Milling	37	32 731	40	34 753	43	49 010	49	69 892
Import / Export	4	3 539	3	2 606	4	4 559	3	4 279
Total	817	722 745	763	662 905	606	690 693	459	654 700

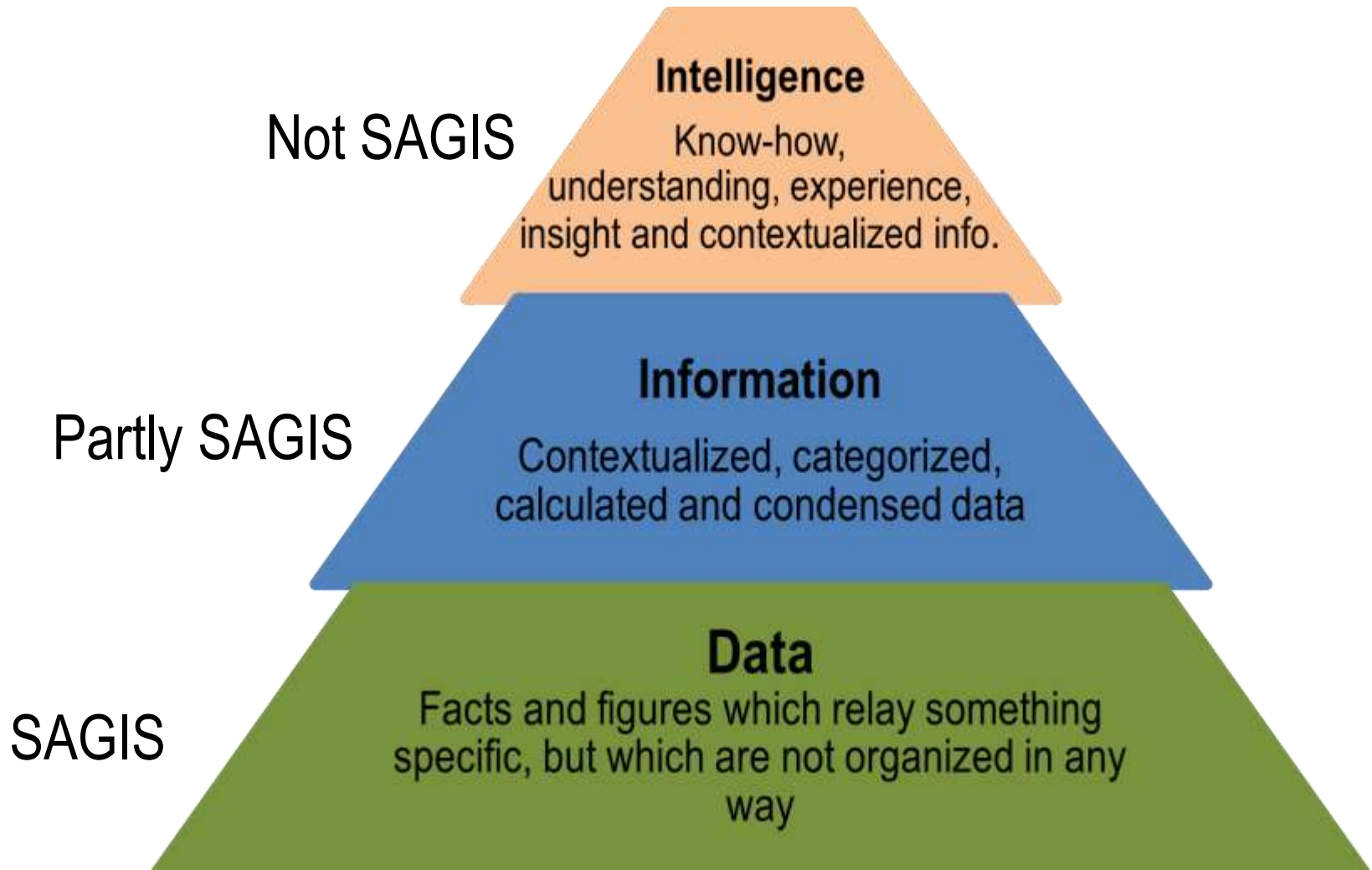
Maize Products

Financial year	2018/19		2017/18		2016/17		2015/16	
	Returns / month	Cost R	Returns / month	Cost R	Returns / month	Cost R	Returns / month	Cost R
Milling	177	205 261	181	220 561	173	251 107	167	236 330
Import / Export	4	4 639	3	3 656	3	4 354	4	5 661
Total	181	209 900	184	224 217	176	255 462	171	241 991

Oilseed Products

Financial year	2018/19		2017/18		2016/17		2015/16	
	Returns / month	Cost R	Returns / month	Cost R	Returns / month	Cost R	Returns / month	Cost R
Milling	60	74 271	58	64 415	60	74 671	0	0
Import / Export	19	23 519	21	23 323	22	27 379	0	0
Total	79	97 790	79	87 738	82	102 050	0	0

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Thank you

Year	Net AC	Inter:
2010	2 428.7	Sep
2011	3 016	Not available
2012	0.0	Not available
2013	6 874.0 (b)	Not available
2014	565.0	
2015	1 678.8 (b)	

