

The logo for SAGIS, featuring the word "SAGIS" in a bold, black, sans-serif font. The letter "i" is stylized in green with a small green circle above it, resembling a drop or a seed. The background of the slide is a collage of agricultural and industrial images: a combine harvester, a white Volvo truck, a large cargo ship, and several large metal grain silos.

SAGIS

Sorghum Forum

12 October 2020

Nico Hawkins
General Manager

Sorghum: Supply & demand

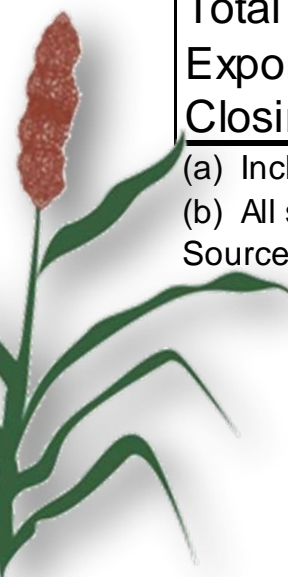
(National vs. International – Marketing season)

	SAGIS	NAMC (S&DEC)	International (IGC)	
Marketing year:	Mar - Feb		Sep - Aug	
	Final 2019/20 '000t	Projection: 2020/21 '000t	Estimate: 2019/20 Mil ton	Projection: 2020/21 Mil ton
Opening stocks	51.9	60.4	5.3	5.1
Production	123.9	150.4	57.2	59.7
Imports	59.3	4.0	5.9	7.6
Total use	165.7 ^(a)	164.0 ^(a)	57.4	59.1
Exports	7.6	8.0	5.9	7.6
Closing stocks	60.4 ^(b)	42.9 ^(b)	5.1	5.7

(a) Including producer withdrawals, seed and end users

(b) All stocks, regardless ownership thereof, in commercial structures.

Source: SAGIS, NAMC: S&DEC, International Grain Council's Grain Market Report



Sweet & Bitter Sorghum: Supply & demand



Marketing year: Mar - Feb	SAGIS			NAMC (S&DEC)		
	Final 2019/20 '000t			Projection: 2020/21 '000t		
	Sweet	Bitter	Total	Sweet	Bitter	Total
Opening stocks	34 954	16 906	51 860	52 163	8 260	60 423
Production	86 134	37 791	123 925	81 100	69 285	150 385
Imports	59 253	0	59 253	4 000	0	4 000
Total use	122 175	43 525	165 700	123 930	40 035	163 965
Exports	5 542	2 101	7 643	6 000	2 000	8 000
Closing stocks (a)	52 163	8 260	60 423	7 433	35 510	42 943

(a) All stocks, regardless ownership thereof, in commercial structures.

Source: SAGIS, NAMC: S&DEC

Sorghum: Crop estimates vs. Producer deliveries



Summer crops – Intentions to plant

	2020/21**	2019/20	2018/19
CEC Production *	150 885	127 000	115 000
SAGIS Deliveries	141 761	123 925	115 394
Difference	9 124	3 075	-394

* CEC Eighth Estimate

** SAGIS Progressive Mar - Aug '20

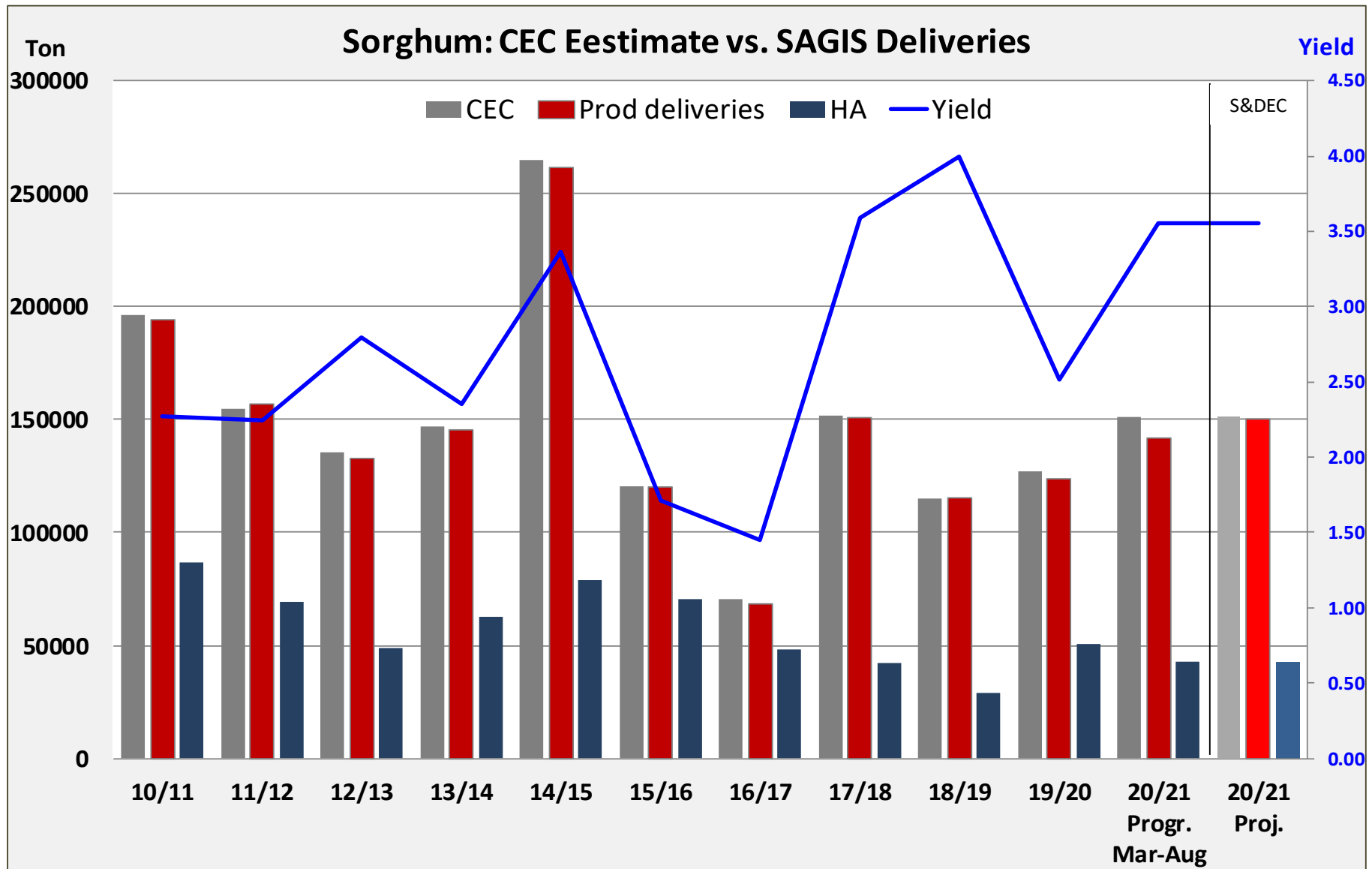


Sorghum: Crop Intentions to plant



CROP/GEWAS	Area planted/ Opp beplant	8 th forecast/ 8 ^{ste} skatting	7 th forecast/ 7 ^{de} skatting	Area planted/ Opp beplant	Final crop/ Finale oes	Change/ Verandering/
	2020 Ha (A)	2020 Tons (B)	2020 Tons (C)	2019 Ha (D)	2019 Tons (E)	% (B) ÷ (C)
Commercial/Kommersieël:						
White maize/Witmielies	1 616 300	8 801 760	9 002 910	1 298 400	5 545 000	-2,23
Yellow maize/Geelmielies	994 500	6 620 360	6 534 060	1 002 100	5 730 000	+1,32
Total Maize/Totale Mielies	2 610 800	15 422 120	15 536 970	2 300 500	11 275 000	-0,74
Sunflower seed/Sonneblomsaad	500 300	785 910	785 910	515 350	678 000	-
Soybeans/Sojabone	705 000	1 261 250	1 261 250	730 500	1 170 345	-
Groundnuts/Grondbone	37 500	50 080	50 920	20 050	19 400	-1,65
Sorghum	42 500	150 885	145 610	50 500	127 000	+3,62
Dry beans/Droëbone	50 150	64 800	64 800	59 300	66 355	-
Non-Commercial Maize/Nie-Kommersiële Mielies						
Total Maize/Totaal Mielies	297 460	543 545	543 545	296 000	549 180	-
Maize/Mielies: Commercial/Kommersieël + Non-Commercial/Nie-Kommersieël						
Total Maize RSA/Totaal Mielies RSA	2 908 260	15 965 665	16 080 515	2 596 500	11 824 180	-0,71

Sorghum: CEC Estimate, Yield, Ha & SAGIS Deliveries



Sorghum: Imports & Exports per marketing season

2020/21 Progressive summarised info

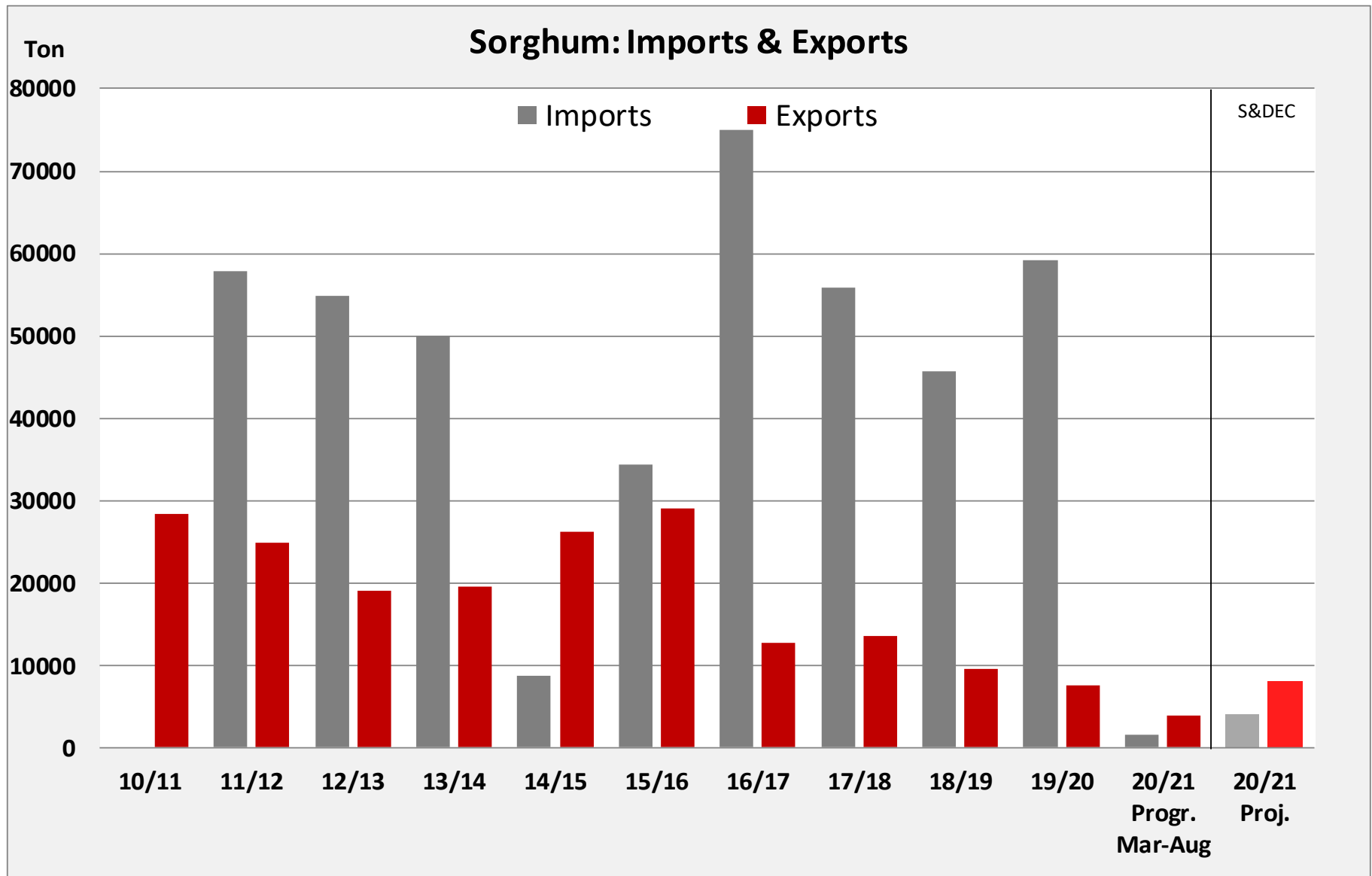
Whole Sorghum	2020/21 Progr. Mar - Aug '20	2019/20	2018/19
	Ton		
Imports	1 634	59 253	45 739
Exports *	3 841	7 643	9 482

* Exports includes Products and Whole grain

Source: SAGIS



Sorghum: Imports & Exports per marketing season

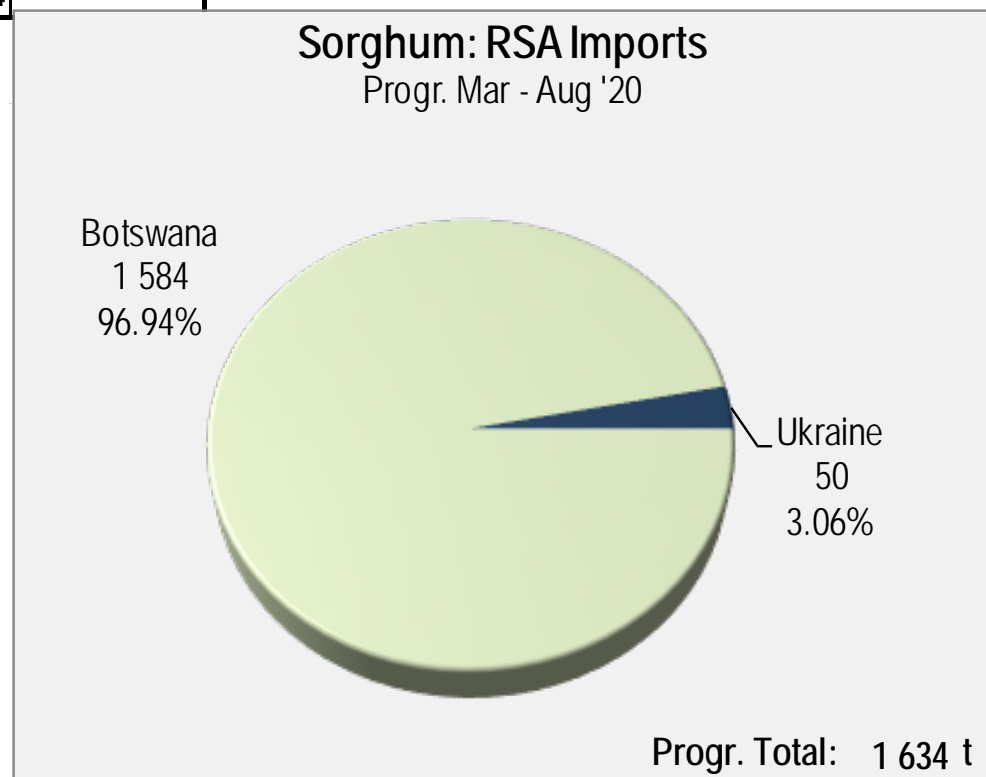


Sorghum: Imports for RSA

(2020/21: Progr. 1 Mar – 31 Aug '20)

Month	Botswana	Ukraine	Month Total	Progressive Total
2020/03	238	0	238	238
2020/04	271	0	271	509
2020/05	102	25	127	636
2020/06	205	0	205	841
2020/07	427	25	452	1 293
2020/08	341	0	341	1 634
Total progr.	1 584	50	1 634	

Source: SAGIS



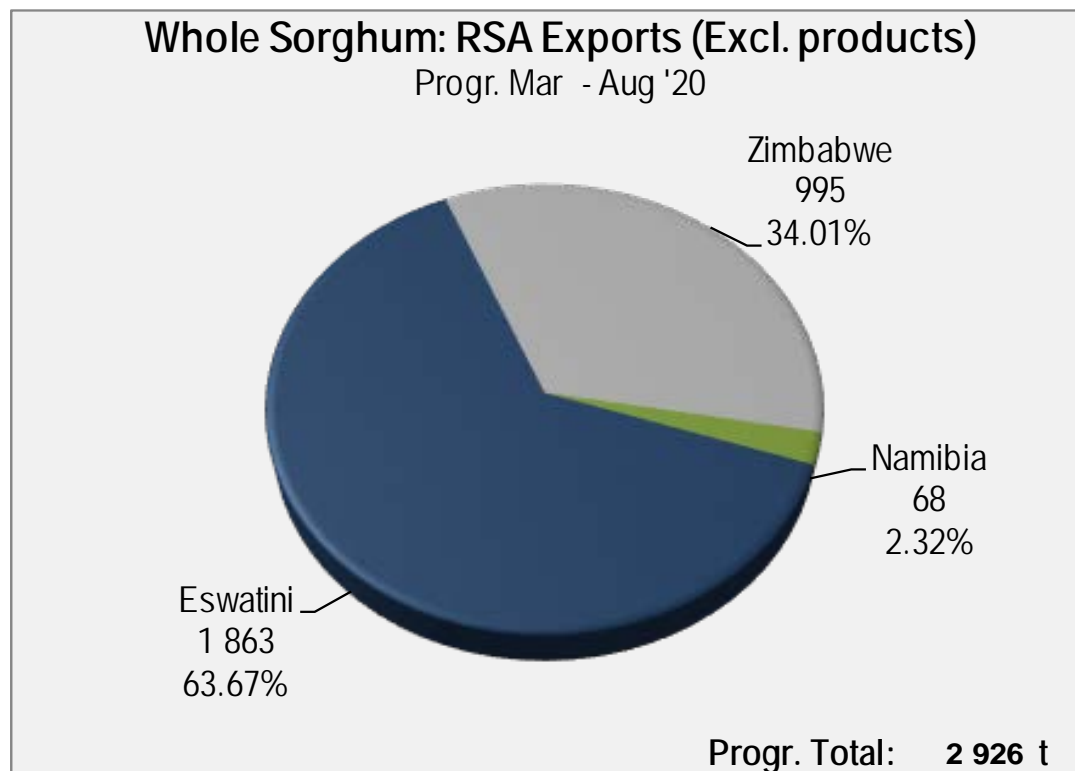
Sorghum: Exports from RSA

(2020/21: Progr. 1 Mar – 31 Aug '20)

Month	Namibia	Eswatini	Zimbabwe	Month Total	Progressive Total
2020/03	0	334	0	334	334
2020/04	34	225	628	887	1 221
2020/05	34	371	331	736	1 957
2020/06	0	354	36	390	2 347
2020/07	0	372	0	372	2 719
2020/08	0	207	0	207	2 926
TOTAL	68	1 863	995	2 926	2 926*

* Whole grain exported only - excluding products

Source: SAGIS



Sorghum: Consumption

Sorghum Processed	2019/20 *		2018/19 **	
	Firms	Tons	Firms	Tons
Indoor malting	6	4 899	4	5 849
Floor malting	10	22 475	10	24 370
Meal, rice & grits	25	51 811	26	52 365
Pet Food	6	353	4	259
Poultry feed	30	4 144	32	3 218
Livestock feed	12	941	8	1 029
		84 623		87 090

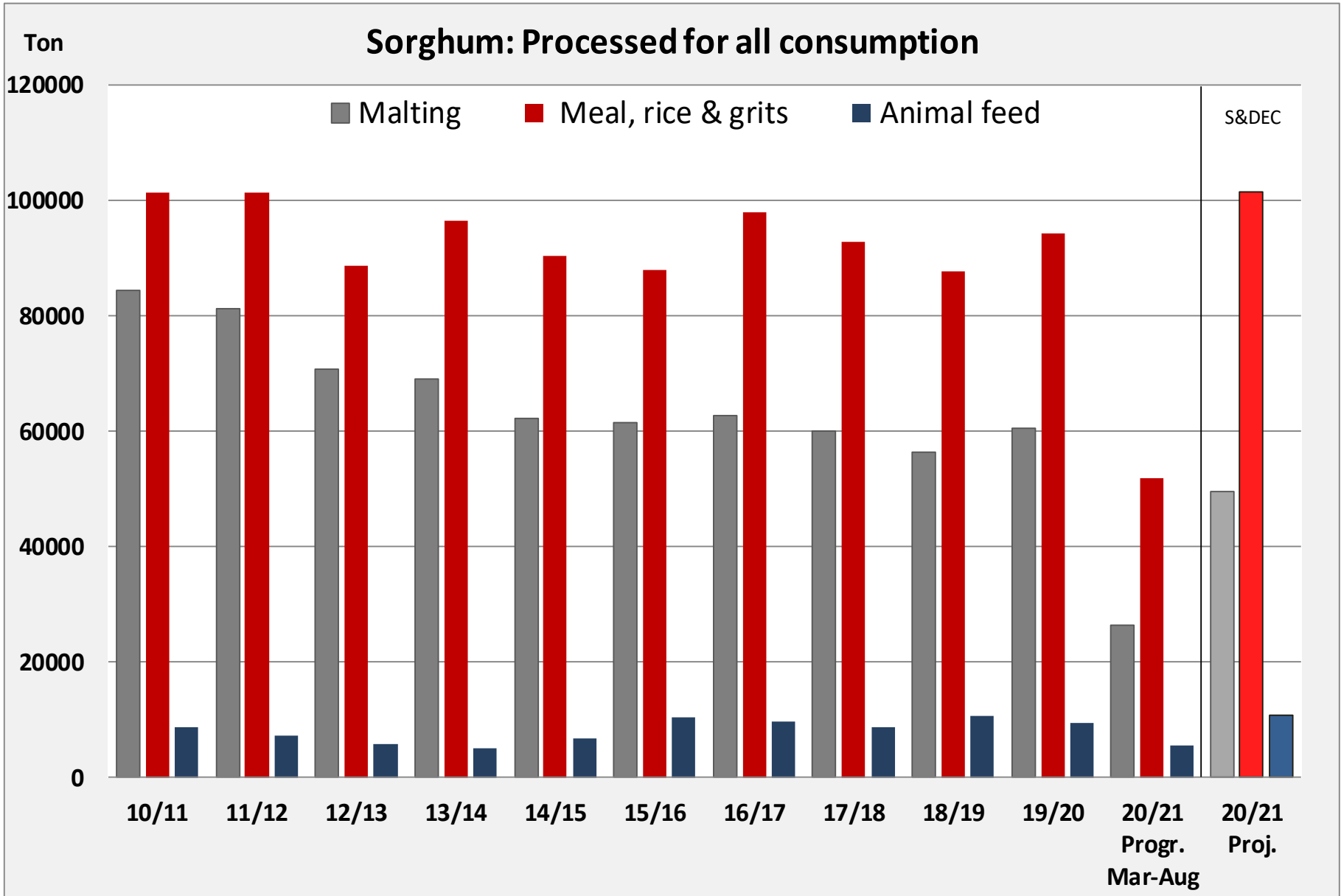
* 2020/21: 1 Mar - 31 Aug '20

** 2019/20: 1 Mar - 31 Aug '19

Source: SAGIS



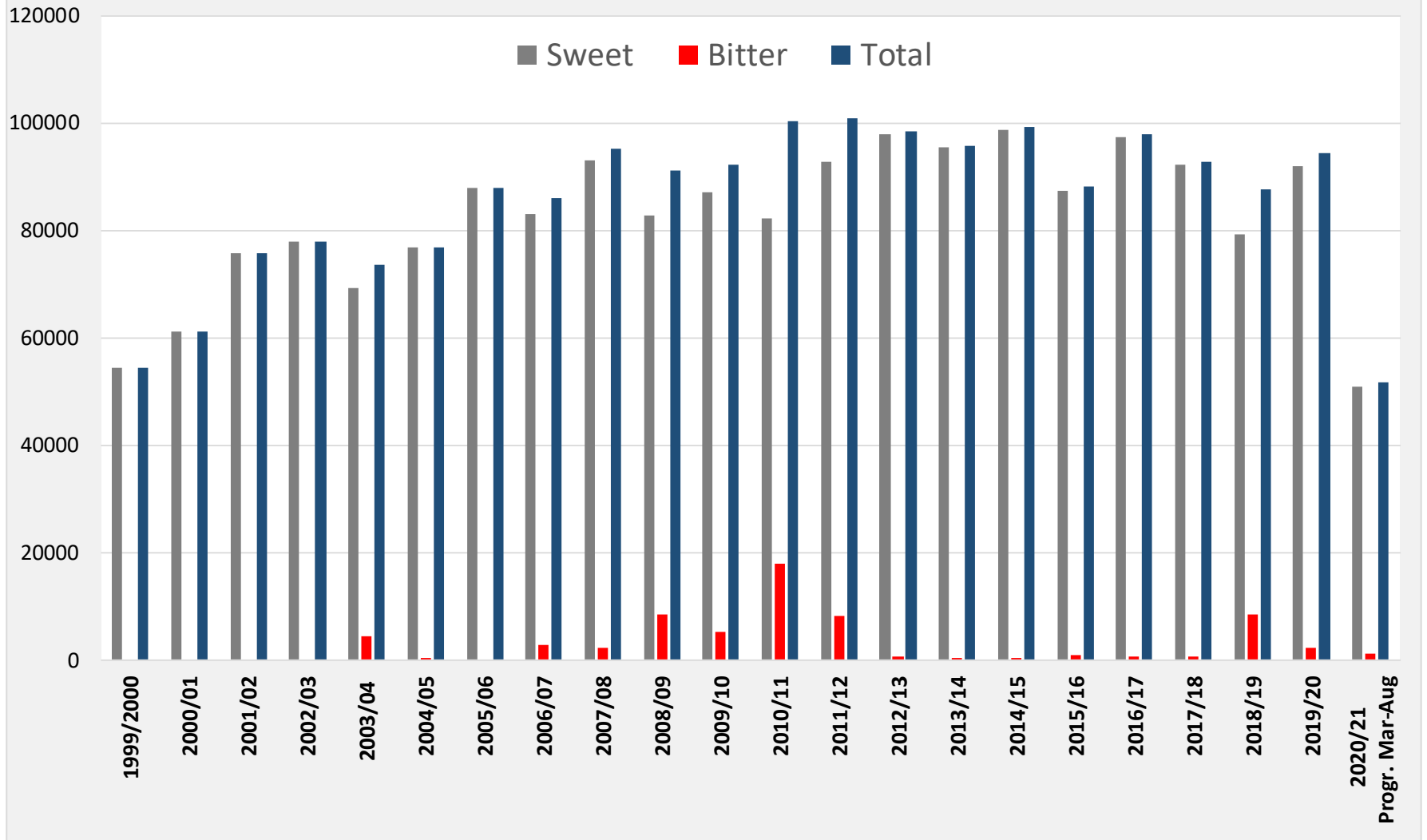
Sorghum: Consumption



Sorghum: Processed



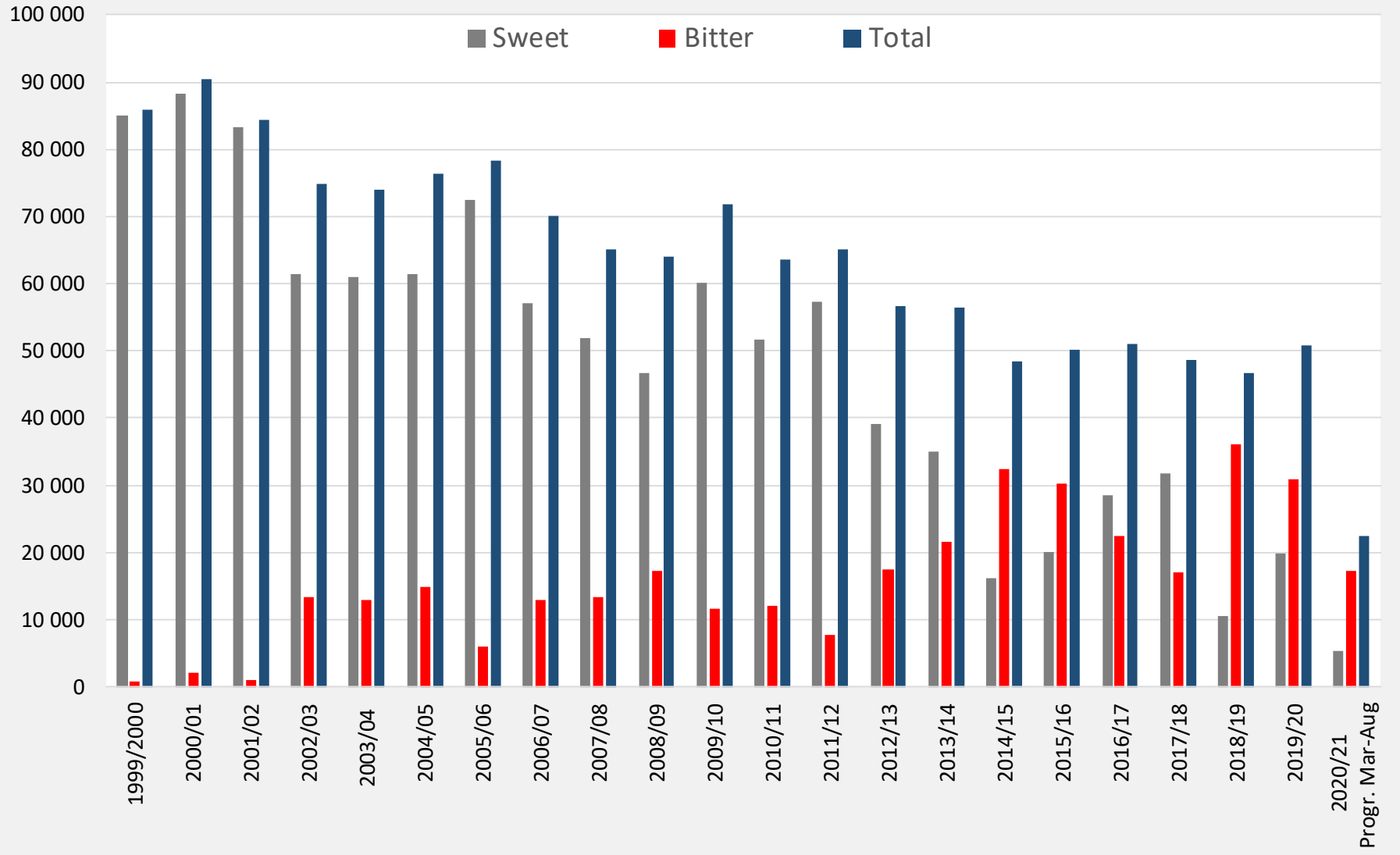
Sorghum Processed: Meal, Rice and Grits



Sorghum: Processed



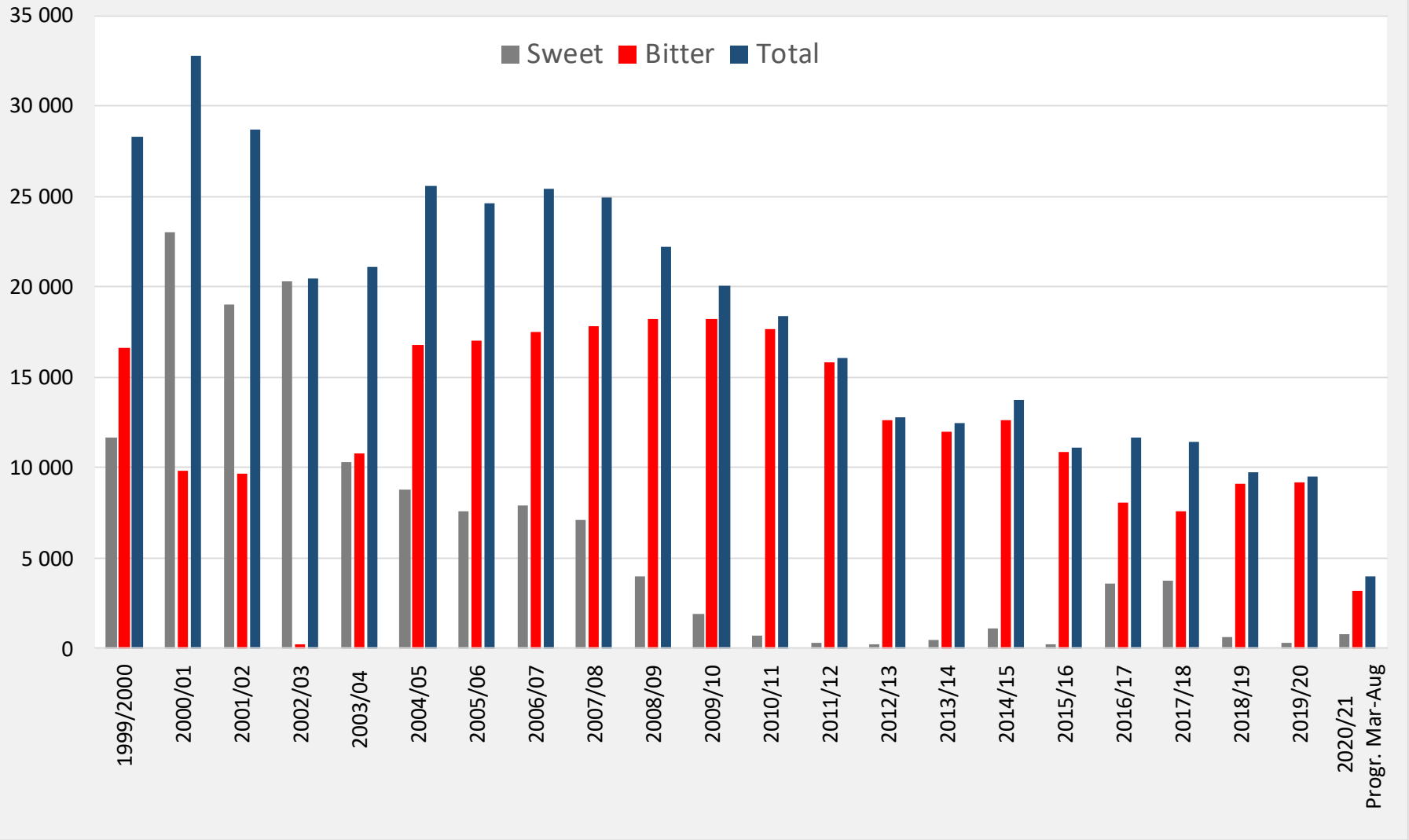
Sorghum Processed: Floor Malting



Sorghum: Processed



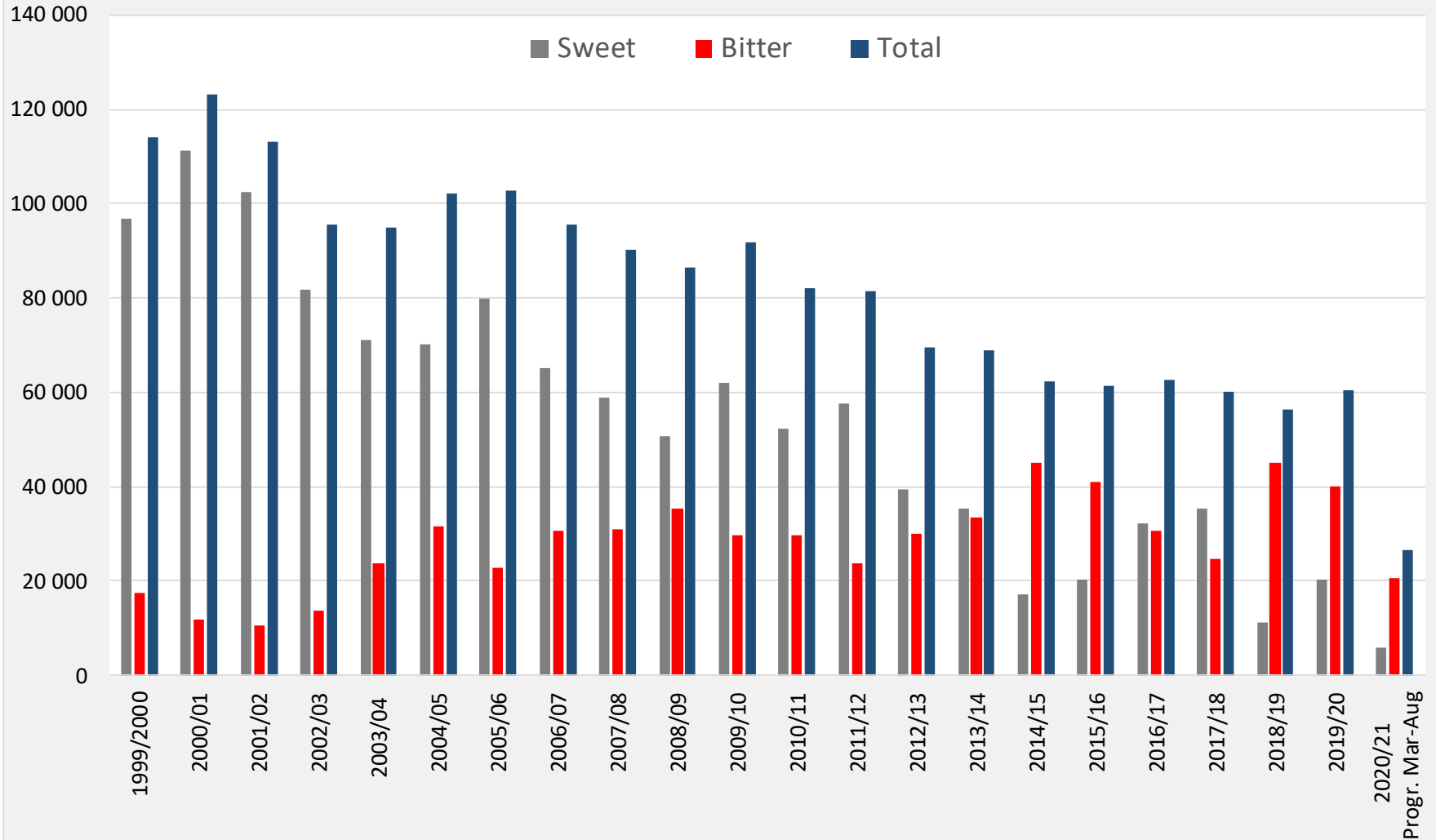
Sorghum Processed: Indoor Malting



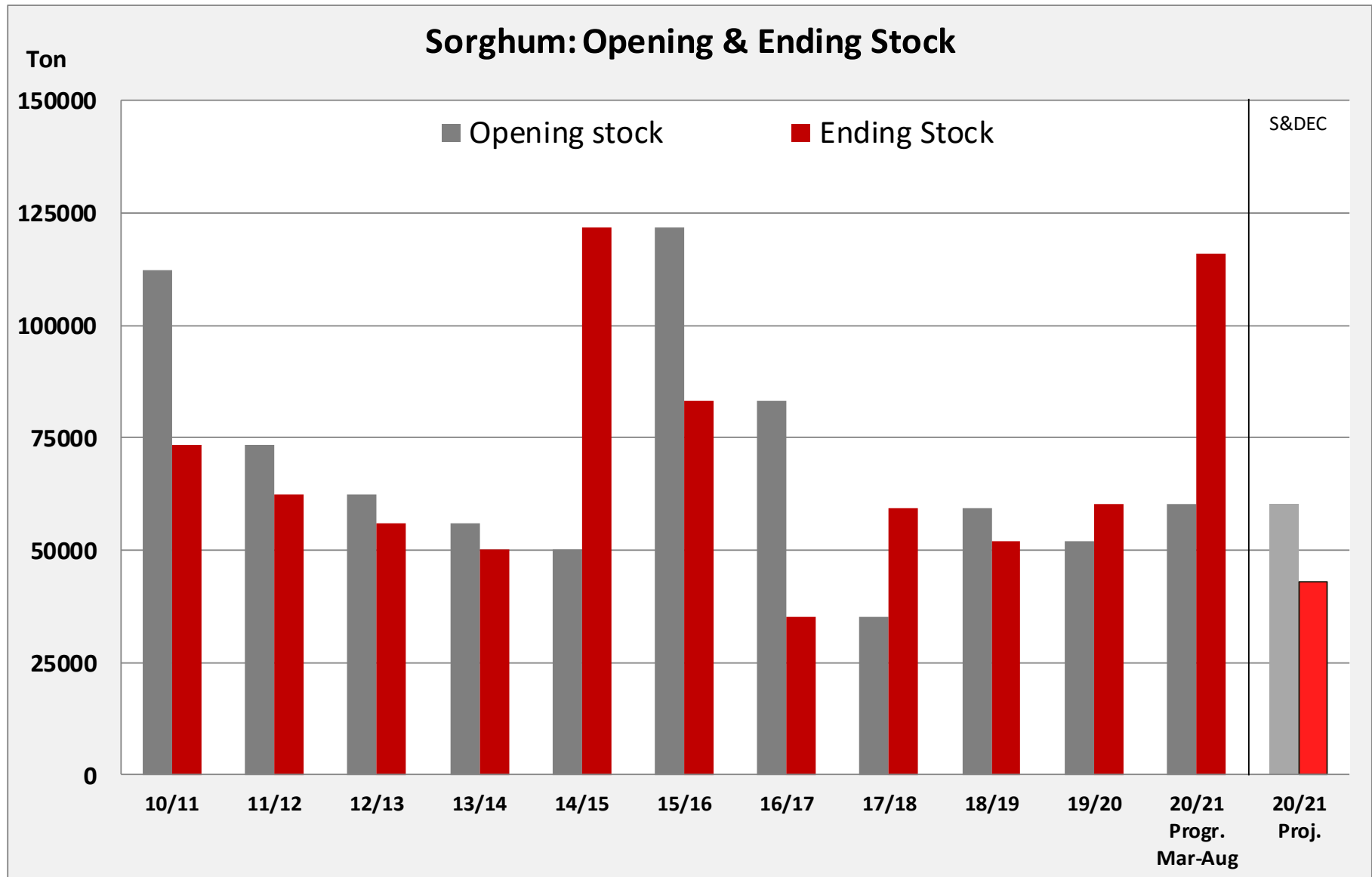
Sorghum: Consumption



Sorghum Processed: Total Malt



Sorghum: Opening & Ending Stocks

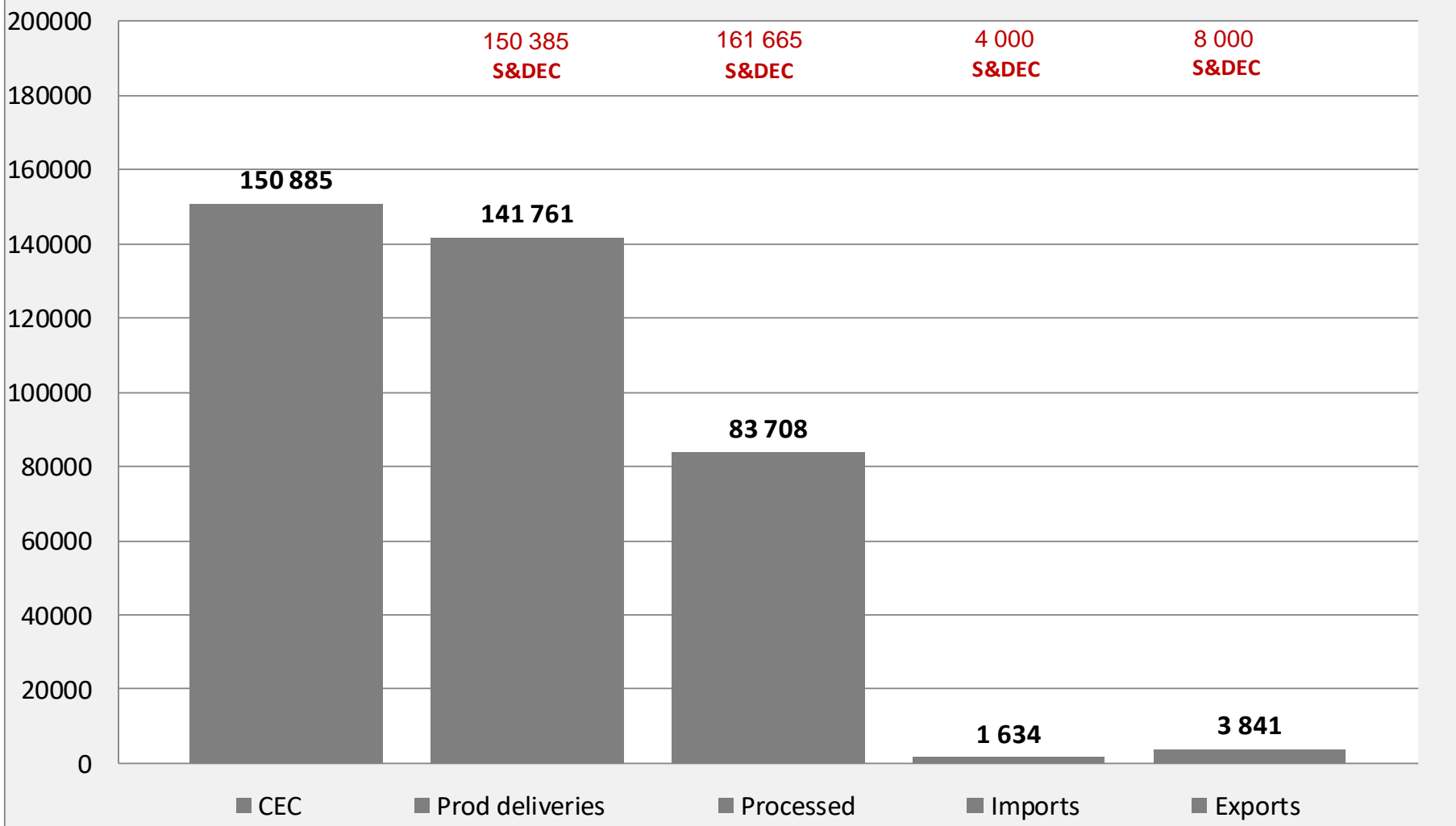


Sorghum: 2020/21 Marketing Year

(Progr. 1 Mar – 31 Aug '20)



Sorghum: 2020/21 Marketing year
(Progressive: 1 Mar to 31 Aug '20)



Price movements



Sorghum: Price movements

Indicative Import Parity Prices

2020/10/06	Sorghum USA Golf Nov '20	Sorghum Argentine Up River Oct '20	Sorghum Australian Brisbane Oct '20
	\$/t	\$/t	\$/t
FOB value	269.00	148.00	259.00
Freight	32.00	22.00	22.00
Insurance (0.3% of FOB)	0.81	0.44	0.78
Cost, insurance and freight (CIF) \$/t	301.81	170.44	281.78
<i>Converted to R/t</i>			
R/\$ Exchange rate on: 2020/10/06	16.6567	16.6567	16.6567
	R/t	R/t	R/t
Cost, insurance and freight (CIF)	5 027.16	2 838.97	4 693.52
Financing	28.92	16.33	27.00
Cost, insurance, freight & financing	5 056.08	2 855.30	4 720.52
Discharging (Durban)	202.93	202.93	202.93
Import tariff	134.42	73.96	129.42
FOR at Durban	5 190.50	2 929.26	4 849.94
Railage: Durban to Randfontein	517.52	517.52	517.52
DELIVERED - Durban to Randfontein	5 708.02	3 446.78	5 367.46
DELIVERED - Durban to Randfontein (2019/10/08)	3 957.07	3 281.26	5 477.73
SAFEX price (2020/10/06)	3 800.00	3 800.00	3 800.00



Sorghum: Price Movements

SAFEX Local prices



SAFEX: Latest prices vs. previous prices

Sorghum Contract	2020/10/06	% Month on Month	2020/09/07	% Year on Year	2019/10/07
	Price R		Price R		Price R
December '20	3800.00	0.00	3800.00	11.76	3400.00
March '21	3849.00	0.00	3849.00	10.95	3469.00

Source: SAFEX



Sorghum: Price Movements

CBOT International prices



Sorghum FOB: Latest prices vs. previous

	2020/09/23	% Month on Month	2020/08/26	% Year on Year	2018/10/23
	Price \$		Price \$		Price \$
US Gulf	245.00	8.89	225.00	44.12	170.00
Argentina, Up River	148.00	0.00	148.00	13.85	130.00



Sorghum: Imports SARS FOB Prices

(2020/21: Progr. 1 Mar – 31 Aug '20)

SORGHUM 1007.90 March - February		2020/21 Progr. Mar - Aug '20	2019/20	2018/19
Imports	Quantity (Ton)	1 812	30 356	46 439
Total value of imports	FOB value (R'000)	5 265.07	78 257.72	114 672.03
Value per ton	R/Ton	2 905.90	2 578.01	2 469.29

Source: SARS

SAGIS: 1 634 t



Sorghum: Imports per country – SARS FOB Prices

(2020/21: Progr. 1 Mar – 31 Aug '20)

Imports Tariff Line 1007.90 Grain sorghum - Other

Country	Quantity (Ton)	FOB value (R'000)	R/Ton
Botswana	1 735.887	4 876.07	2 808.98
France	1.275	13.35	10 470.59
Japan	0.005	0.72	144 600.00
Ukraine	74.650	374.70	5 019.38
Unknown	0.005	0.08	15 400.00
Zambia	0.031	0.16	4 967.95
Total	1 811.853	5 265.07	2 905.91

Source: SARS



Sorghum: Exports SARS FOB Prices

(2020/21: Progr. 1 Mar – 31 Aug '20)



SORGHUM 1007.90 March - February		2020/21 Progr. Mar - Aug '20	2019/20	2018/19
Exports	Quantity (Ton)	4 190	4 431	5 149
Total value of exports	FOB value (R'000)	22 699.05	24 024.15	22 642.87
Value per ton	R/Ton	5 416.99	5 422.22	4 397.87

Source: SARS

SAGIS: 3 841 t



Sorghum: Exports per country – SARS FOB Prices (2020/21: Progr. 1 Mar – 31 Aug '20)

Exports Tariff Line 1007.90 Grain sorghum - Other

Country	Quantity (Ton)	FOB value (R'000)	R/Ton
Australia	0.359	11.28	31 384.83
Botswana	36.392	185.53	5 098.17
Congo, Dem Rep Of	0.102	1.21	11 813.73
Eswatini	2 057.053	7 583.02	3 686.35
Lesotho	96.554	617.51	6 395.51
Malawi	0.014	0.28	19 236.11
Mozambique	81.025	1 345.13	16 601.38
Namibia	53.374	435.52	8 159.76
United Kingdom	50.000	393.35	7 867.00
Zimbabwe	1 815.470	12 126.24	6 679.39
Total	4 190.342	22 699.05	5 416.99

Source: SARS

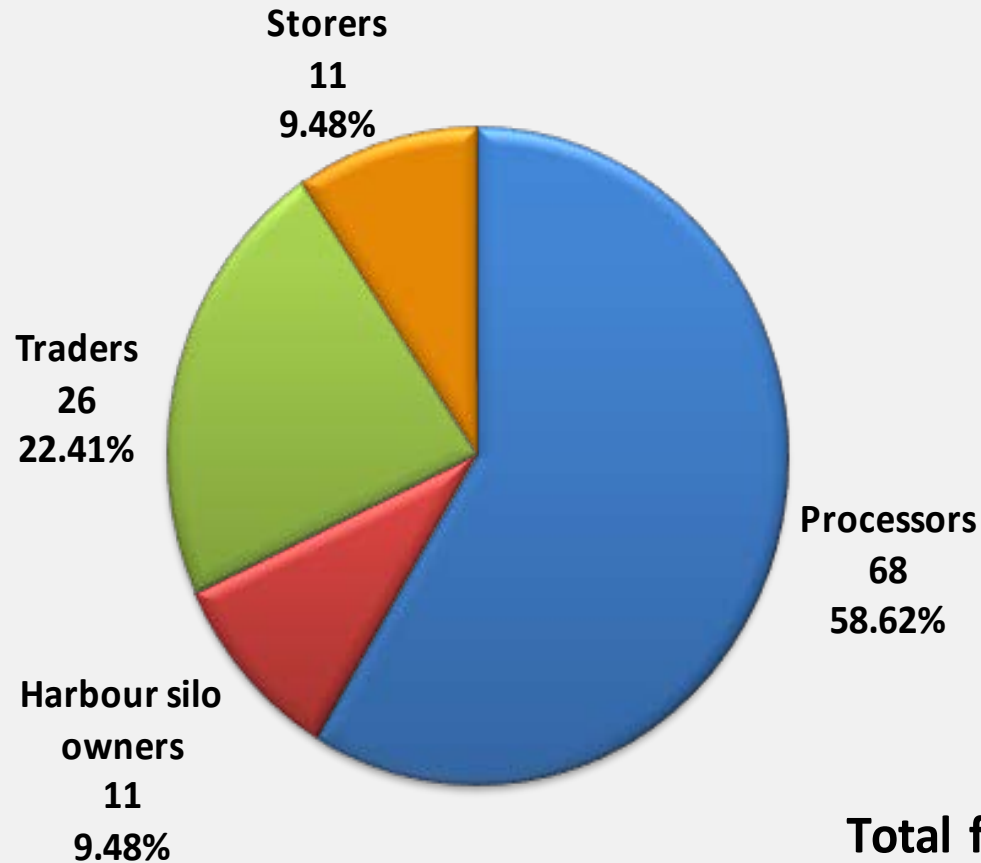




General

Sorghum: Firms registered with SAGIS

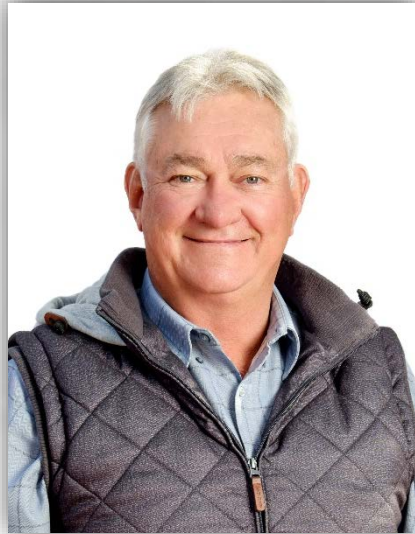
2020/21



Acknowledgement

Board of Directors

Sorghum Industry is represented by:



Mr Anton Nebe



Mr Happy Mohane
Director



Mr Willem Groothof
(Alternate)



Dr John Purchase
Chairperson

Acknowledgement

Gratitude

SAGIS

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

- Sorghum Trust
- Sorghum Forum
- Relevant Associations
- Board of Directors
- Co-workers
- Staff

Note:

This presentation is available on SAGIS' website under Presentations