



SAGIS

The Maize Forum

19 October 2018

Nico Hawkins
General Manager

20 Years
service to the industry
November
(1997 - 2017)



White Maize

20 Years
service to the industry
November
(1997 - 2017)

White Maize: Supply & Demand

(National vs. International) (Marketing season)

White Maize	SAGIS	NAMC	International (GMR)	
	May - Apr		Sep - Aug	
	Final 2017/18 '000t	Projection 2018/19 '000t	Estimate 2017/18 Mt	Projection 2018/19 Mt
Opening stocks	597.8	2 428.7		
Producer Deliveries	9 268.6	6 601.6	Not available	Not available
Imports	0.0	0.0		
Total use (Local)	6 600.0 ^(a)	6 874.0 ^(a)		
Exports	852.0	565.0		
Closing stocks	2 428.7 ^(b)	1 678.8 ^(b)		

(a) Including producer withdrawals and end-users

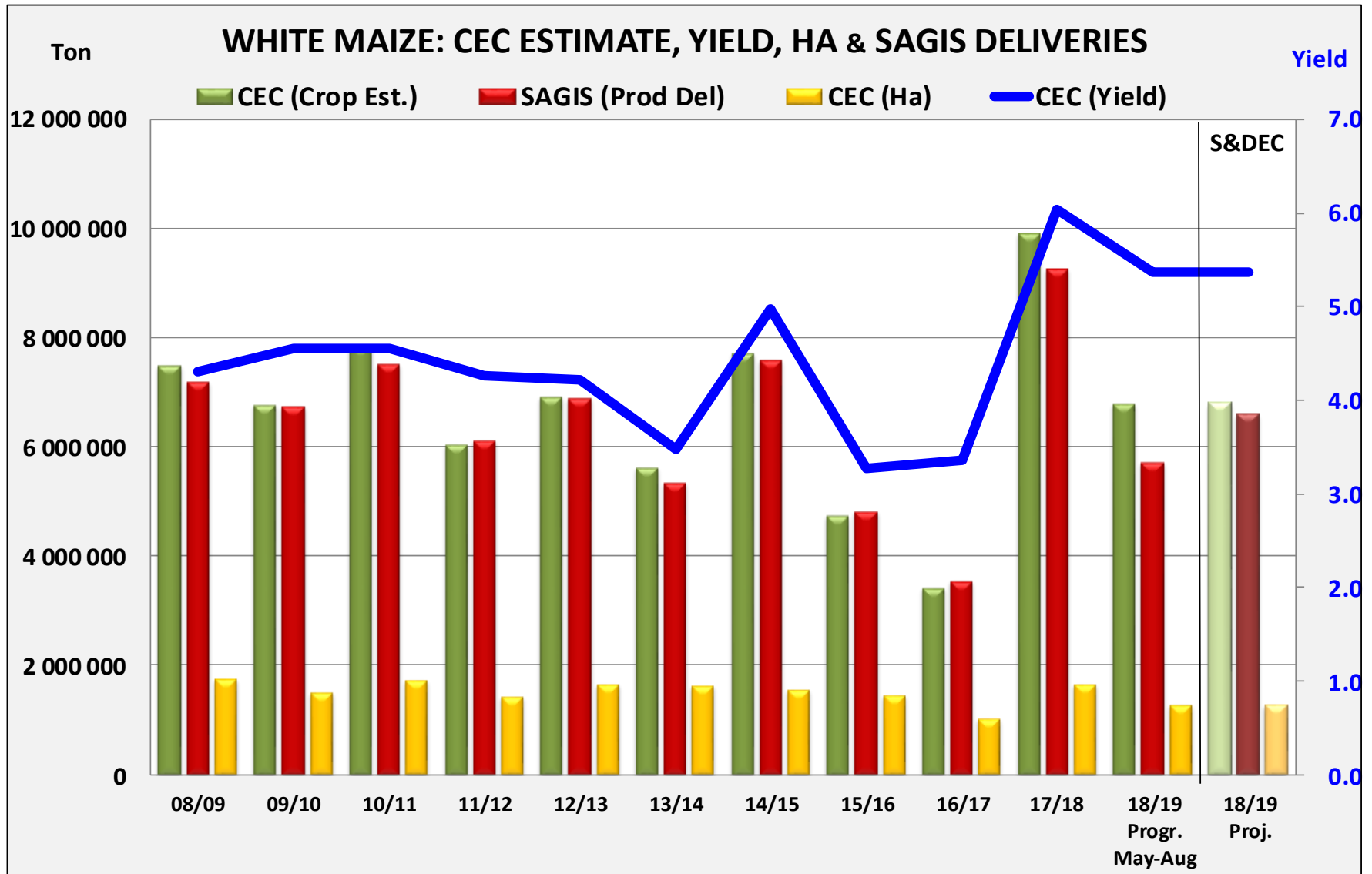
(b) All stocks, regardless of ownership thereof, in commercial structures

Sources: SAGIS - 25 Sep '18, NAMC: S&DEC - 1 Oct '18, GMR: 29 Sep '18



White Maize: Production & Producer Deliveries

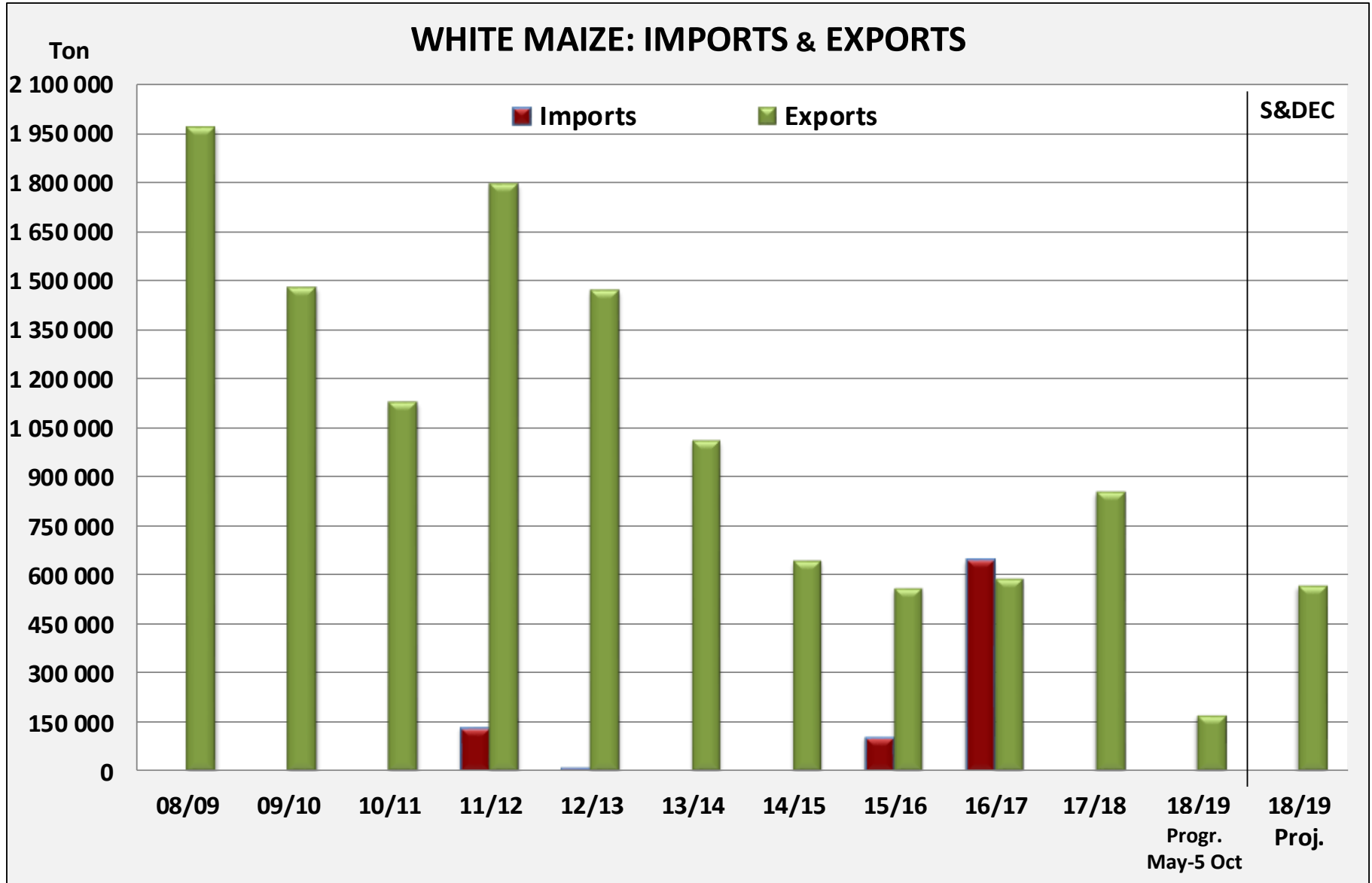
CEC Estimates, Yield, Ha & SAGIS Deliveries



SAGIS deliveries: 1 May – 5 Oct '18

White Maize: Raw material: Imports & Exports

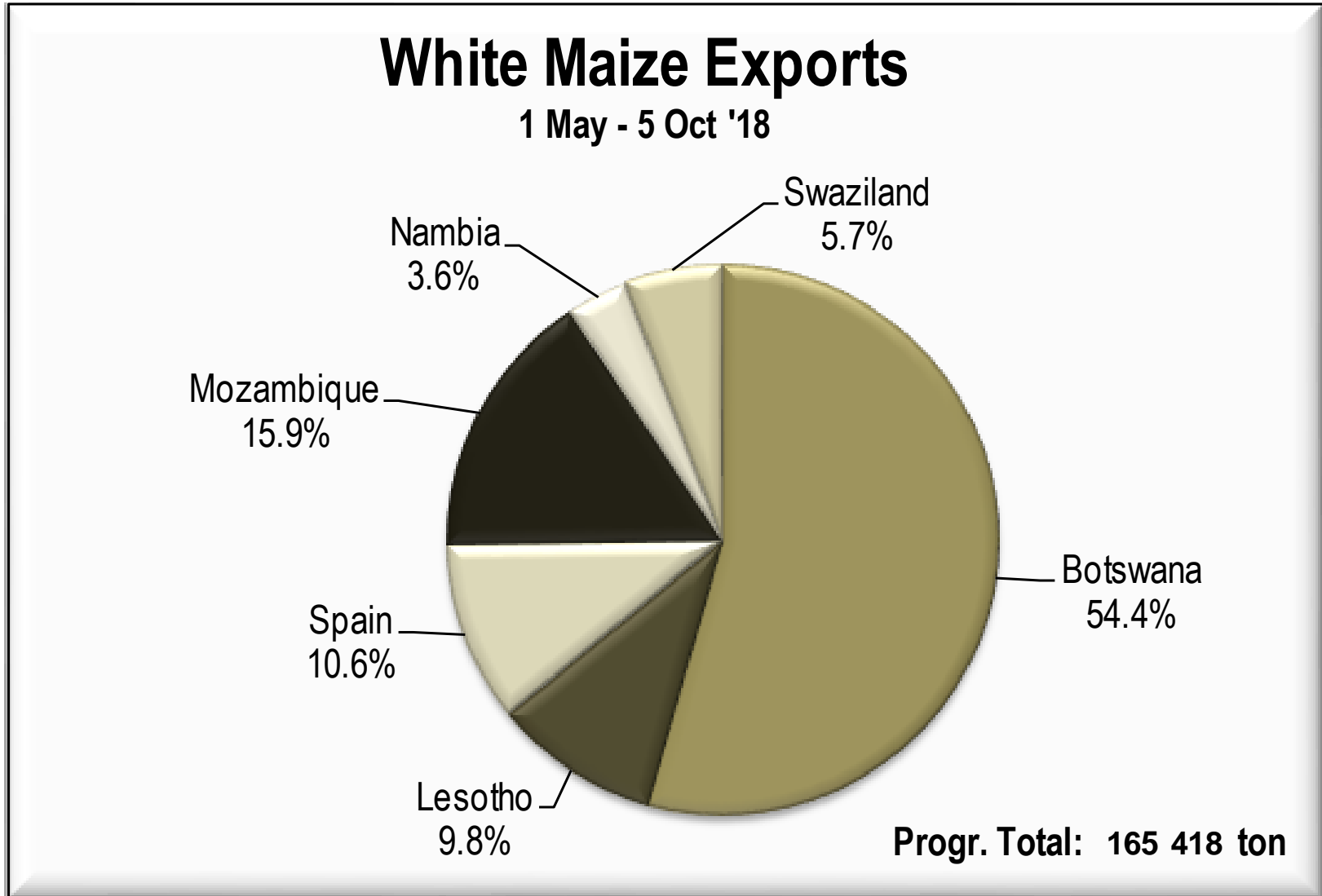
(2018/19 Progr. 1 May – 5 Oct '18)



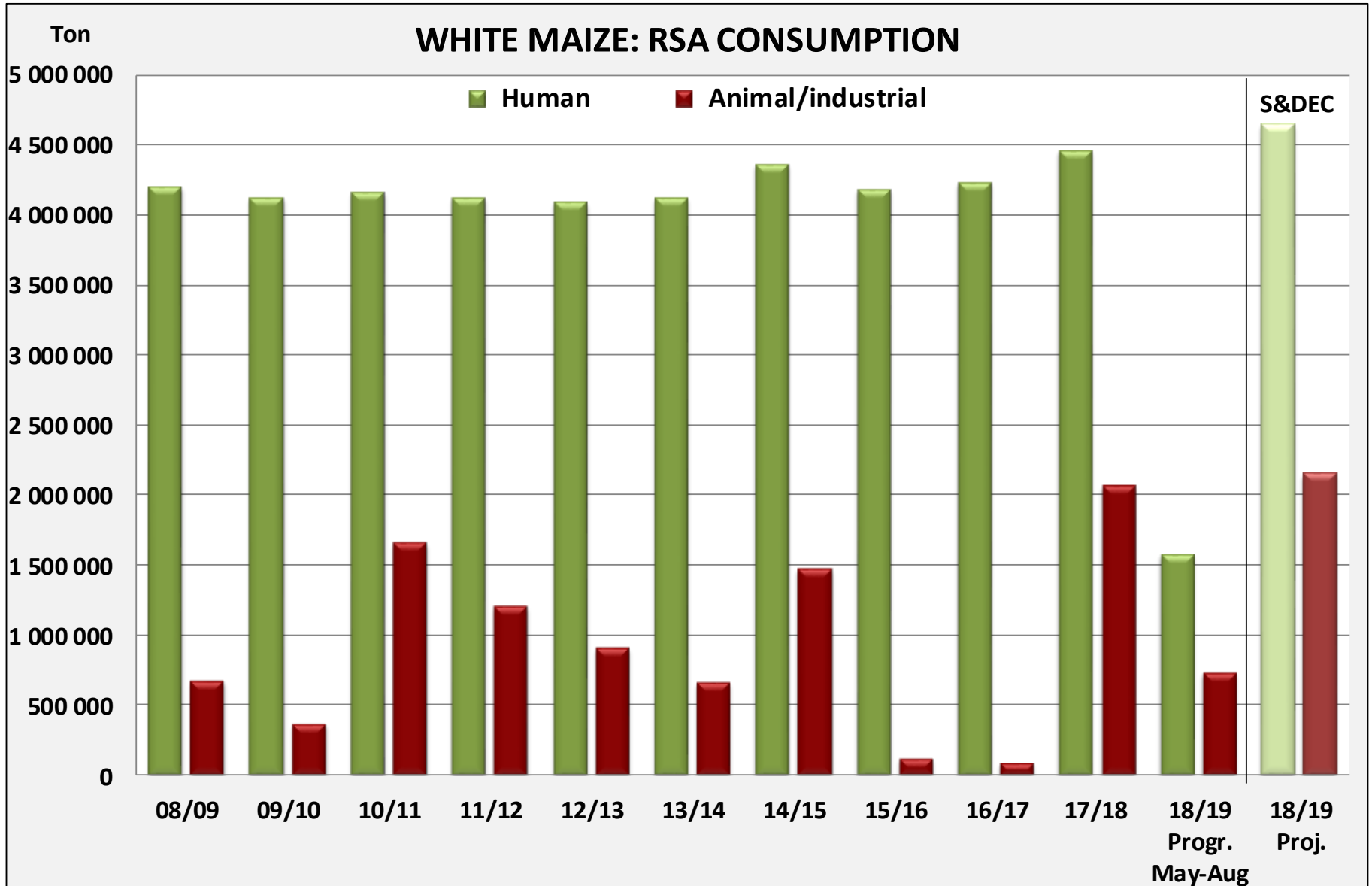
White Maize: **Exports** Raw material

Major Destinations

(2018/19 Progr. 1 May – 5 Oct'18)

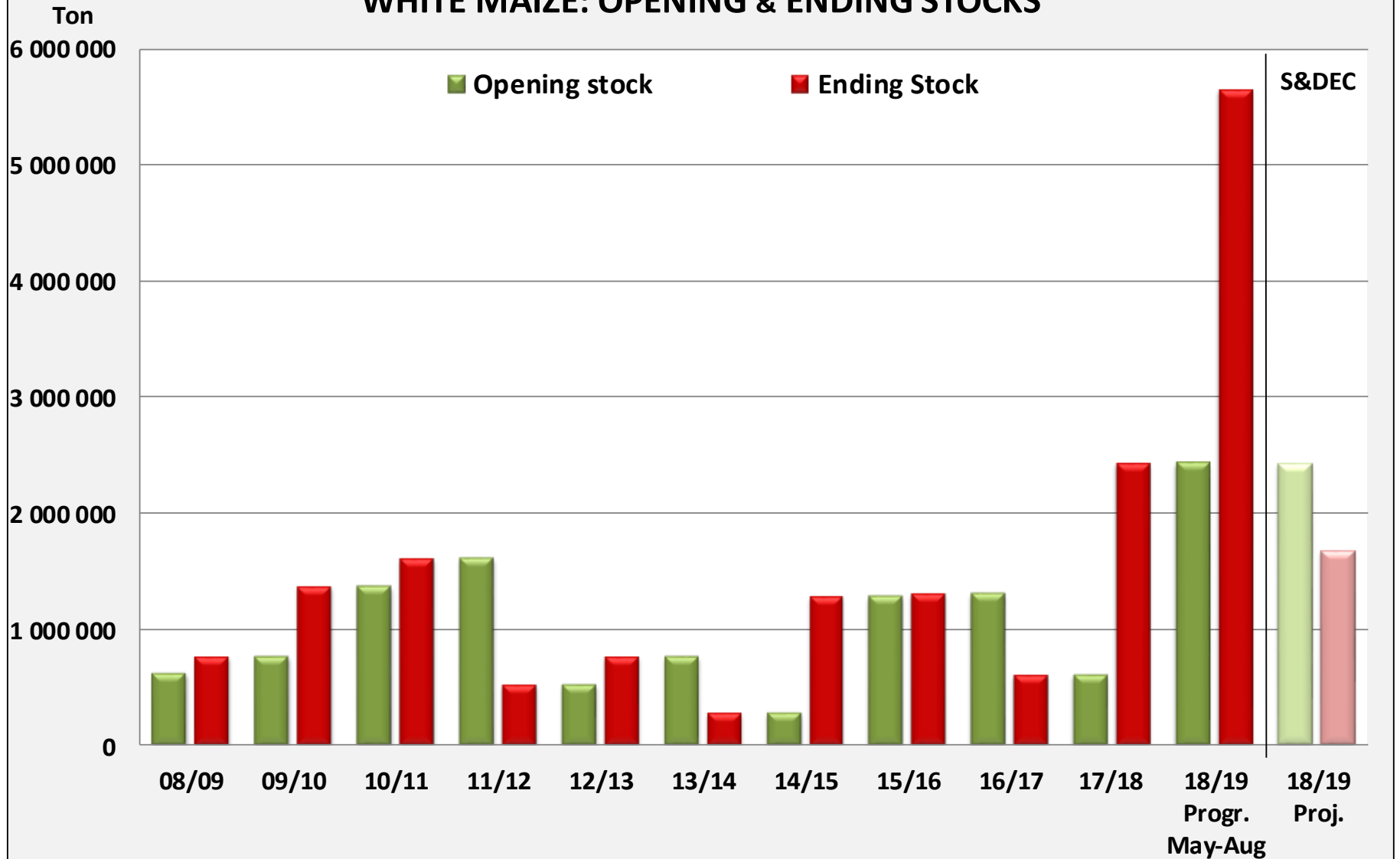


White Maize: Consumption



White Maize: Stocks

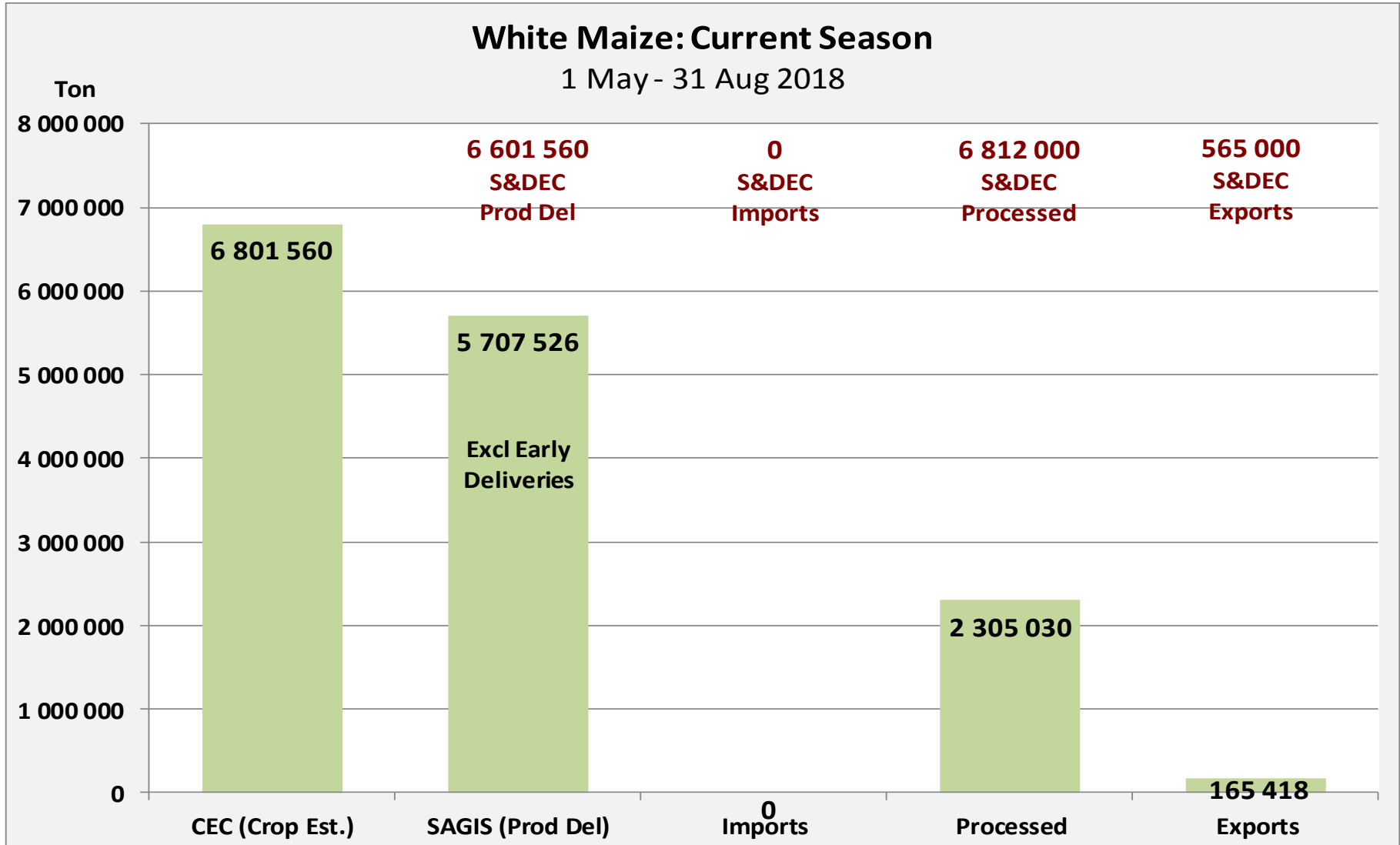
WHITE MAIZE: OPENING & ENDING STOCKS



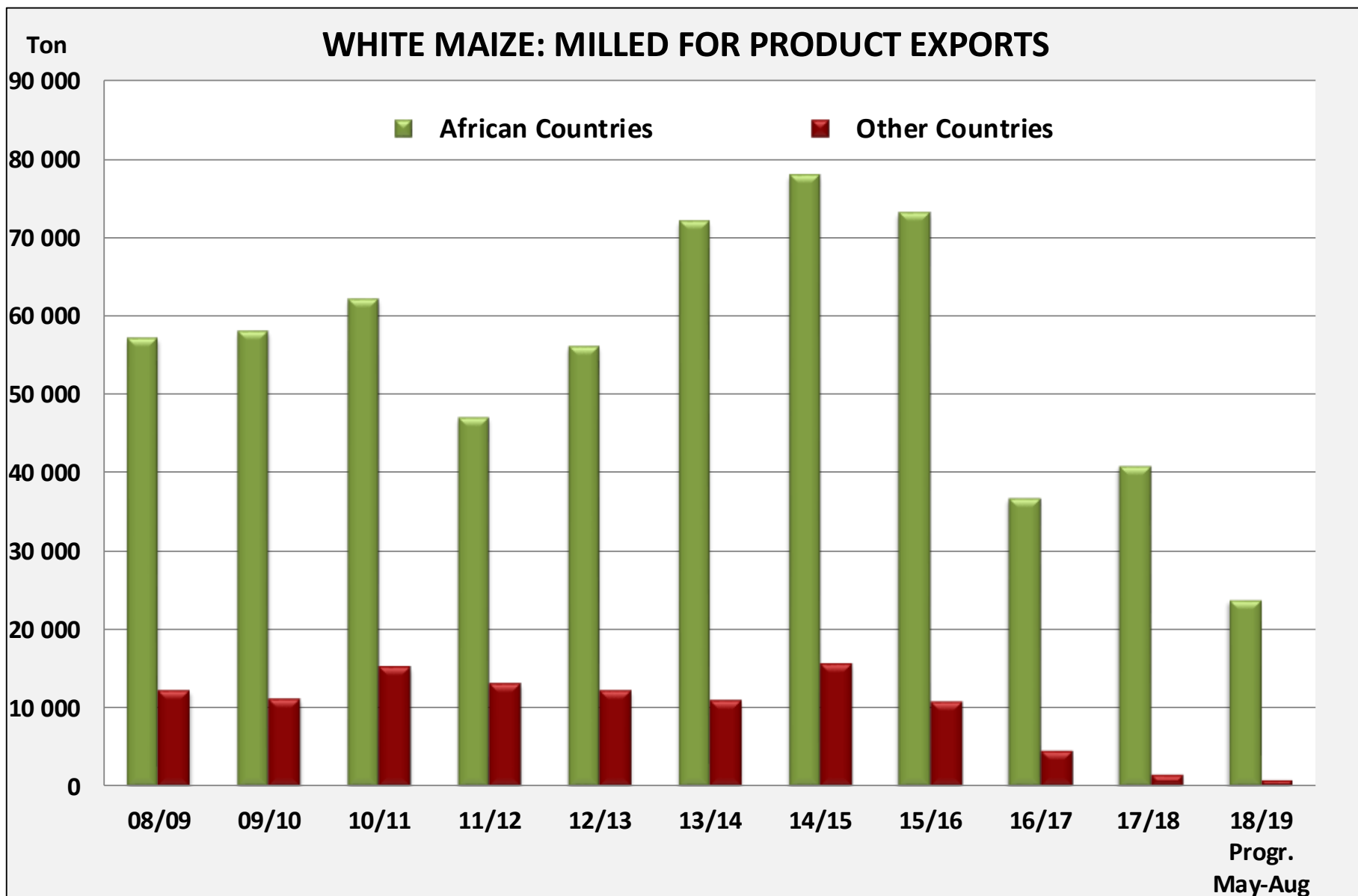
White Maize: 18/19 Marketing Year

Supply & Demand

Progr. 1 May – 31 Aug '18



White Maize: Milled for product exports





Yellow Maize

20 Years
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Yellow Maize: Supply & Demand

(National vs. International) (Marketing season)

Yellow Maize	SAGIS	NAMC	International (GMR)	
	May - Apr		Sep - Aug	
	Final 2017/18 '000t	Projection 2018/19 '000t	Estimate 2017/18 Mt	Projection 2018/19 Mt
Opening stocks	496.8	1 260.8	330.1	299.6
Producer Deliveries	6 360.1	5 779.7	1 047.2	1 074.3
Imports	0.0	0.0	151.5	156.7
Total use (Local)	3 983.2 ^(a)	3 992.0 ^(a)	1 077.7	1 112.8
Exports	1 629.7	1 690.0	151.5	156.7
Closing stocks	1 260.8 ^(b)	1 591.9 ^(b)	299.6	261.1

(a) Including producer withdrawals and end-users

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

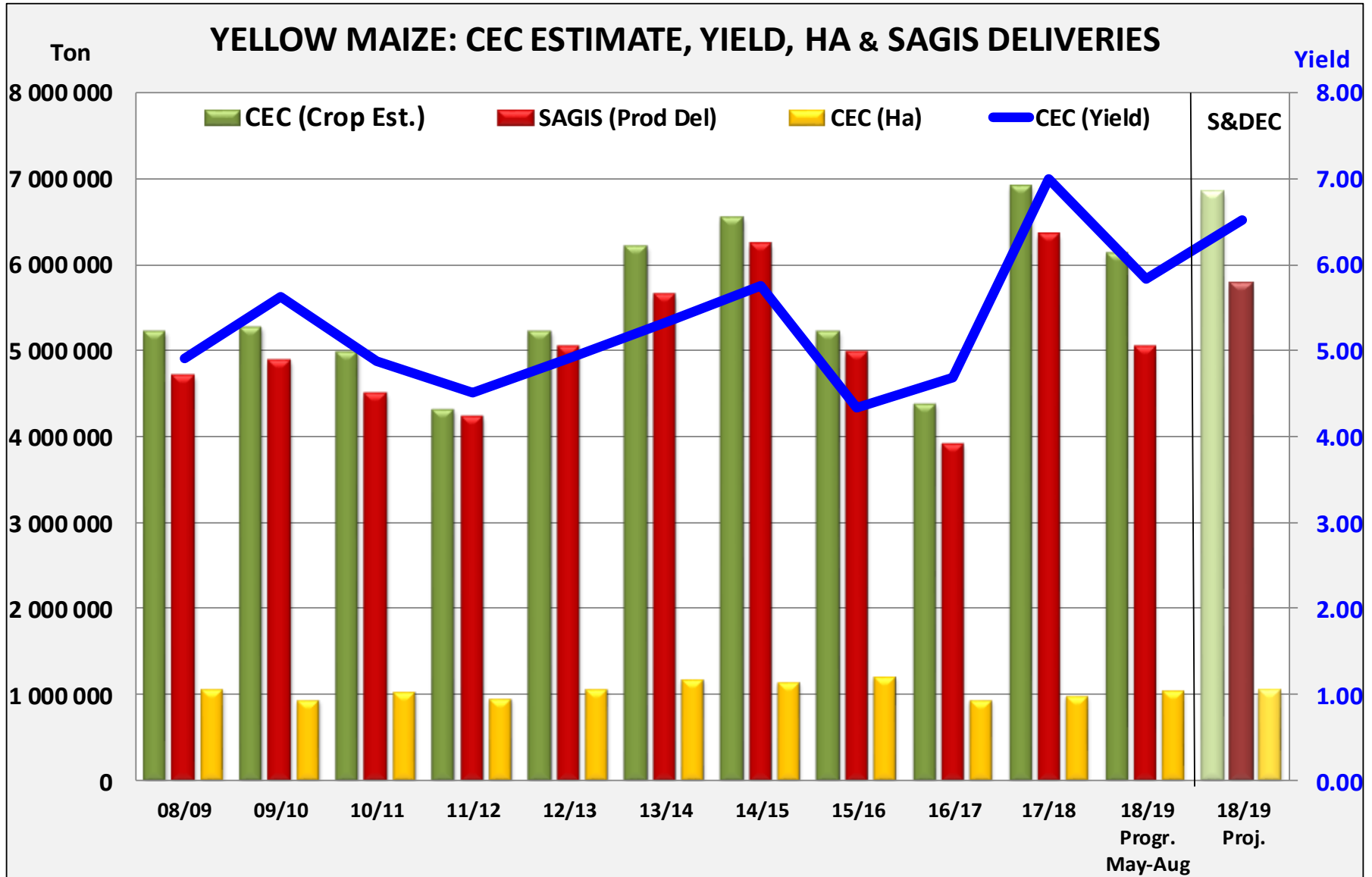
Sources: SAGIS - 25 Sep '18, NAMC: S&DEC - 1 Oct '18, GMR: 29 Sep '18



Yellow Maize: Production & Producer Deliveries



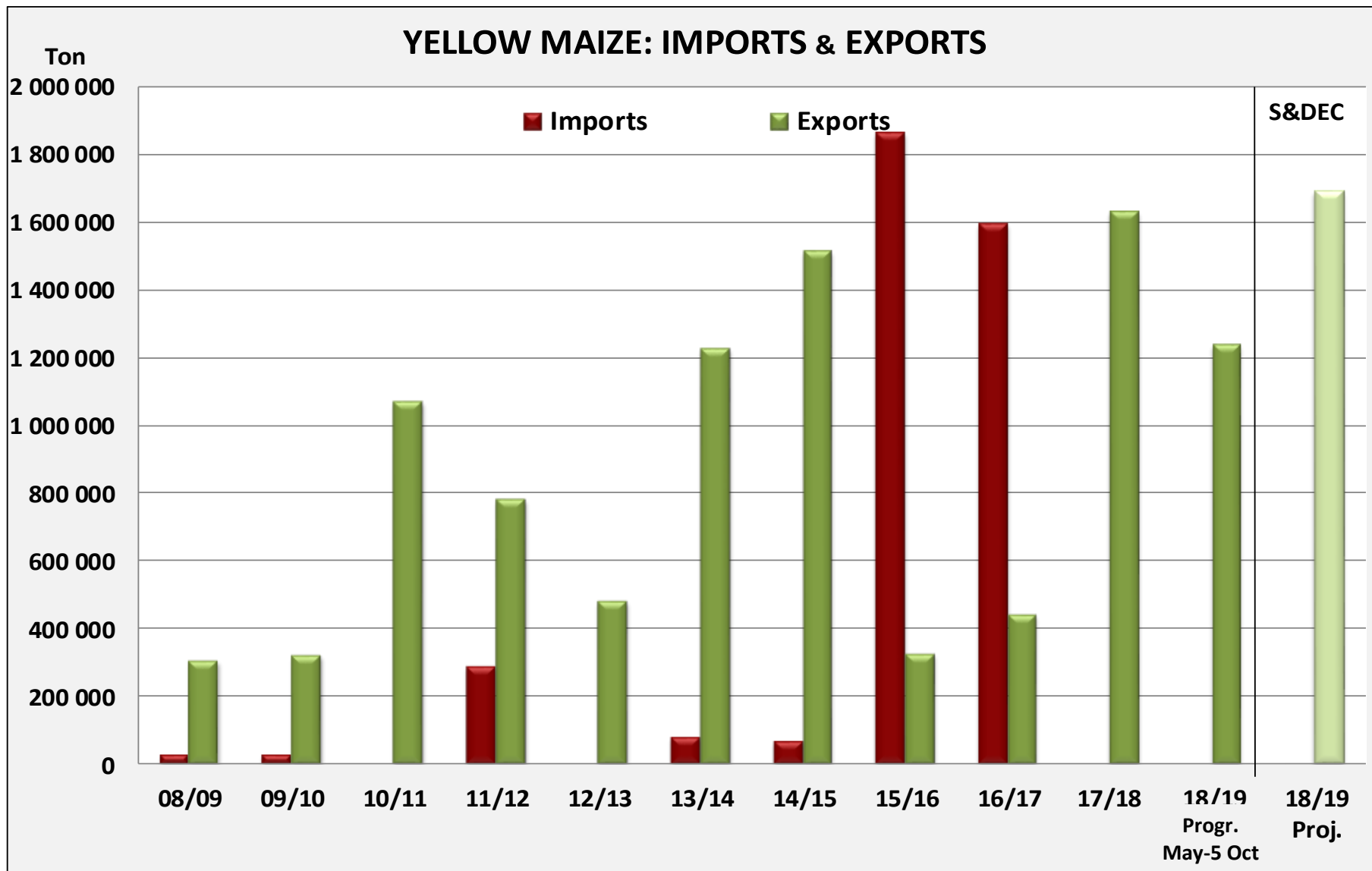
CEC Estimates, Yield, Ha & SAGIS Deliveries



SAGIS deliveries: 1 May – 5 Oct '18

Yellow Maize: Raw Material: Imports & Exports

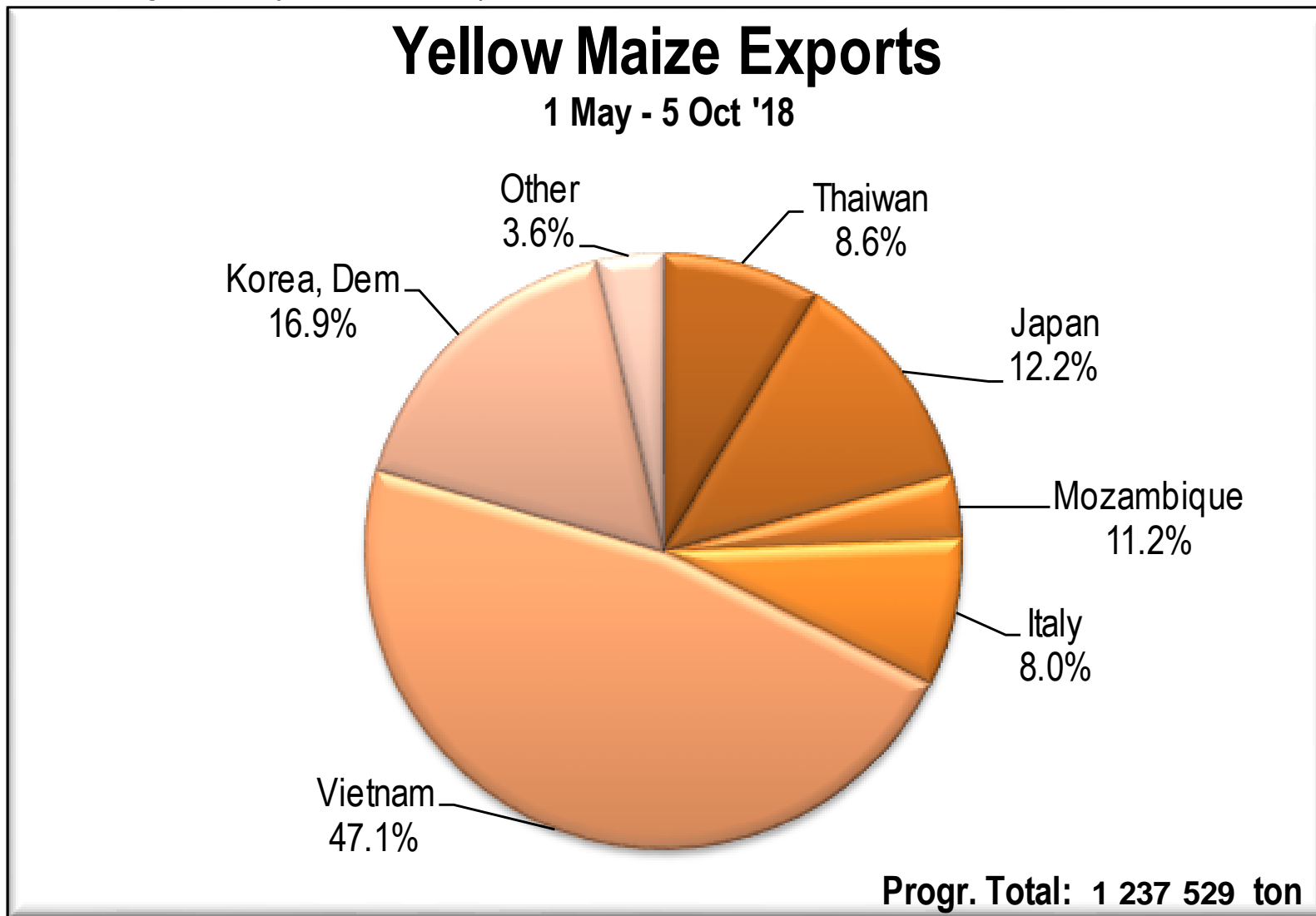
(2018/19 Progr. 1 May – 5 Oct '18)



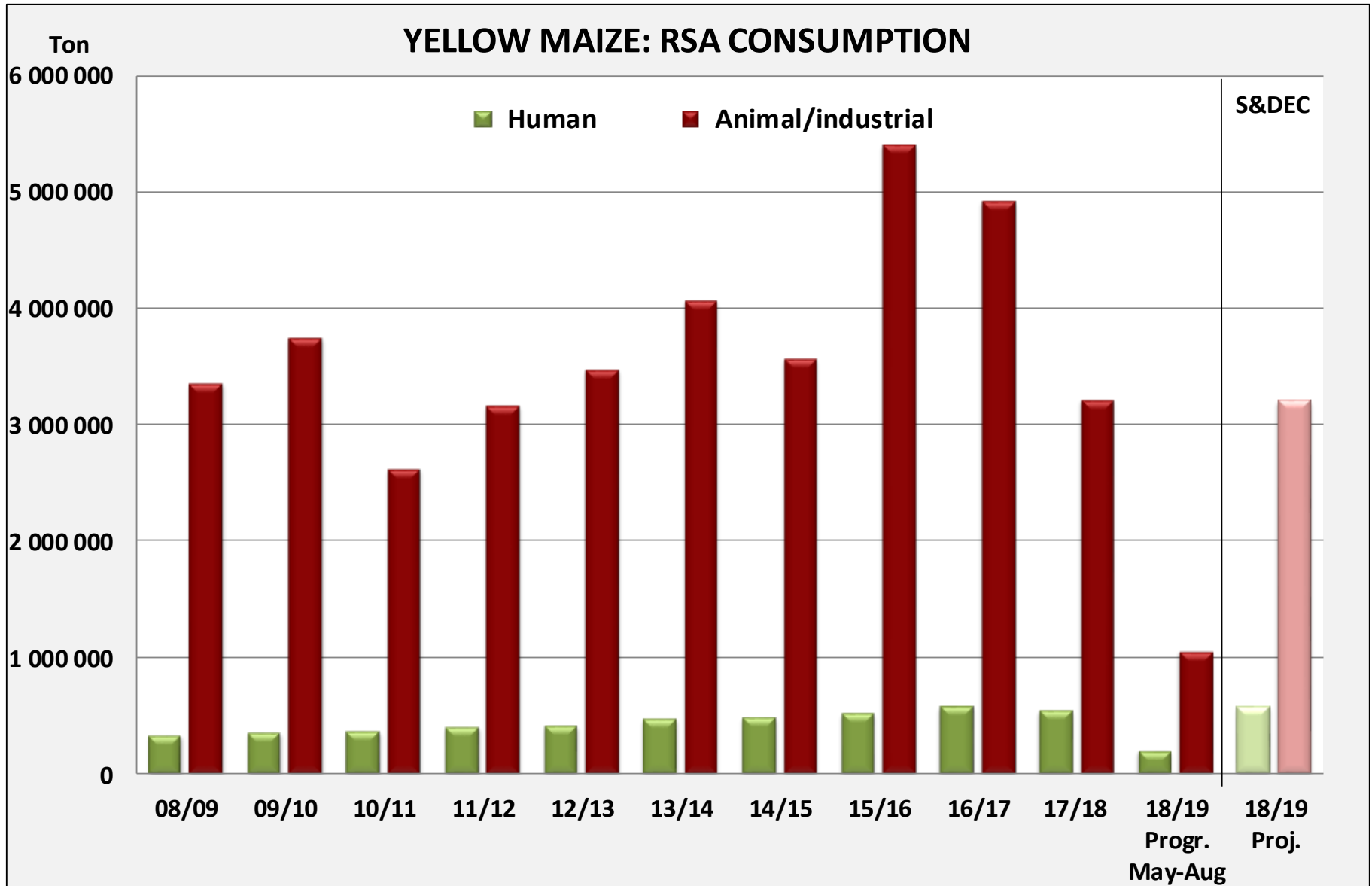
Yellow Maize: **Exports** Raw material

Major destinations

(2018/19 Progr. 1 May – 5 Oct '18)

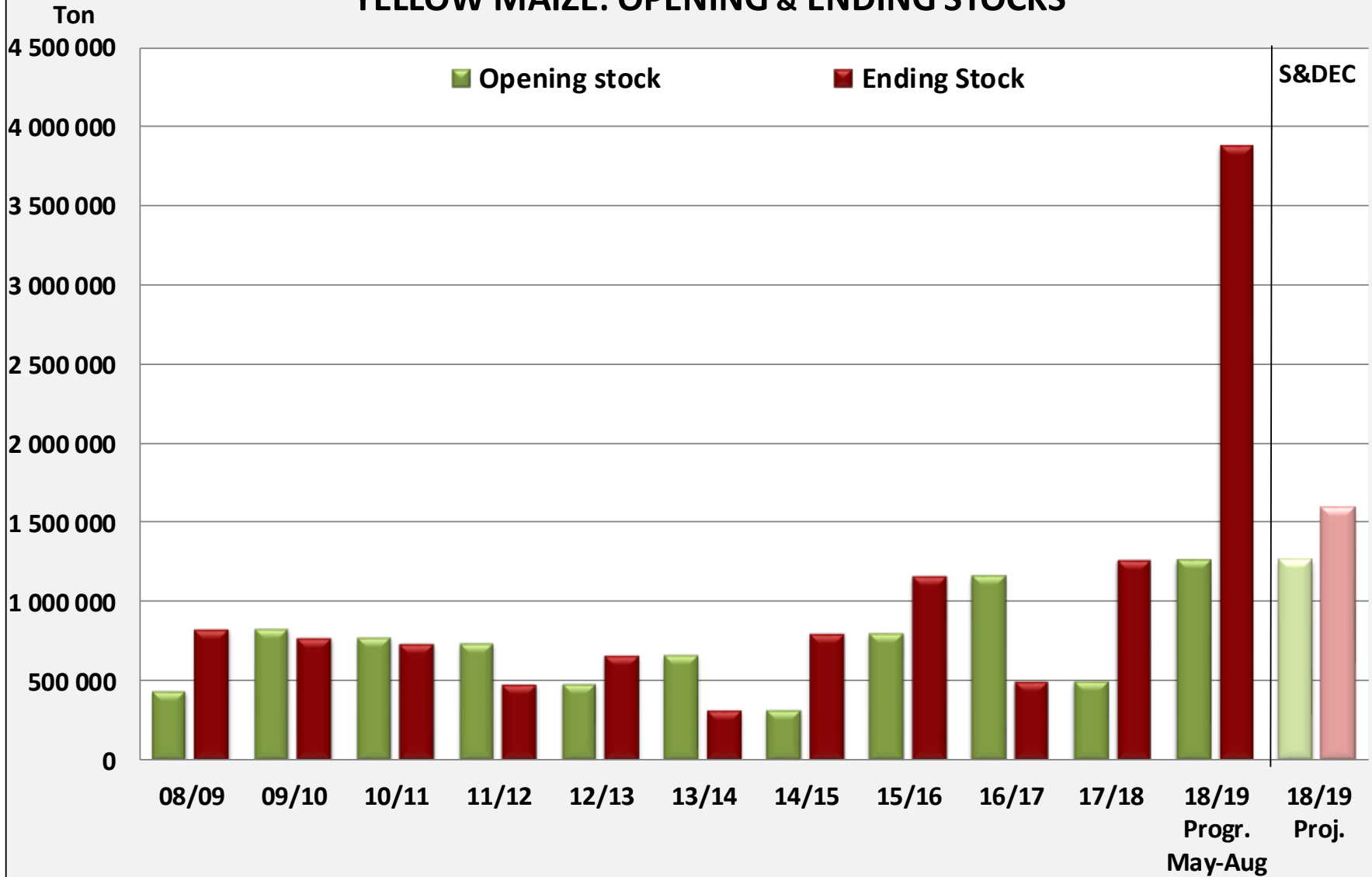


Yellow Maize: Consumption



Yellow Maize: Stocks

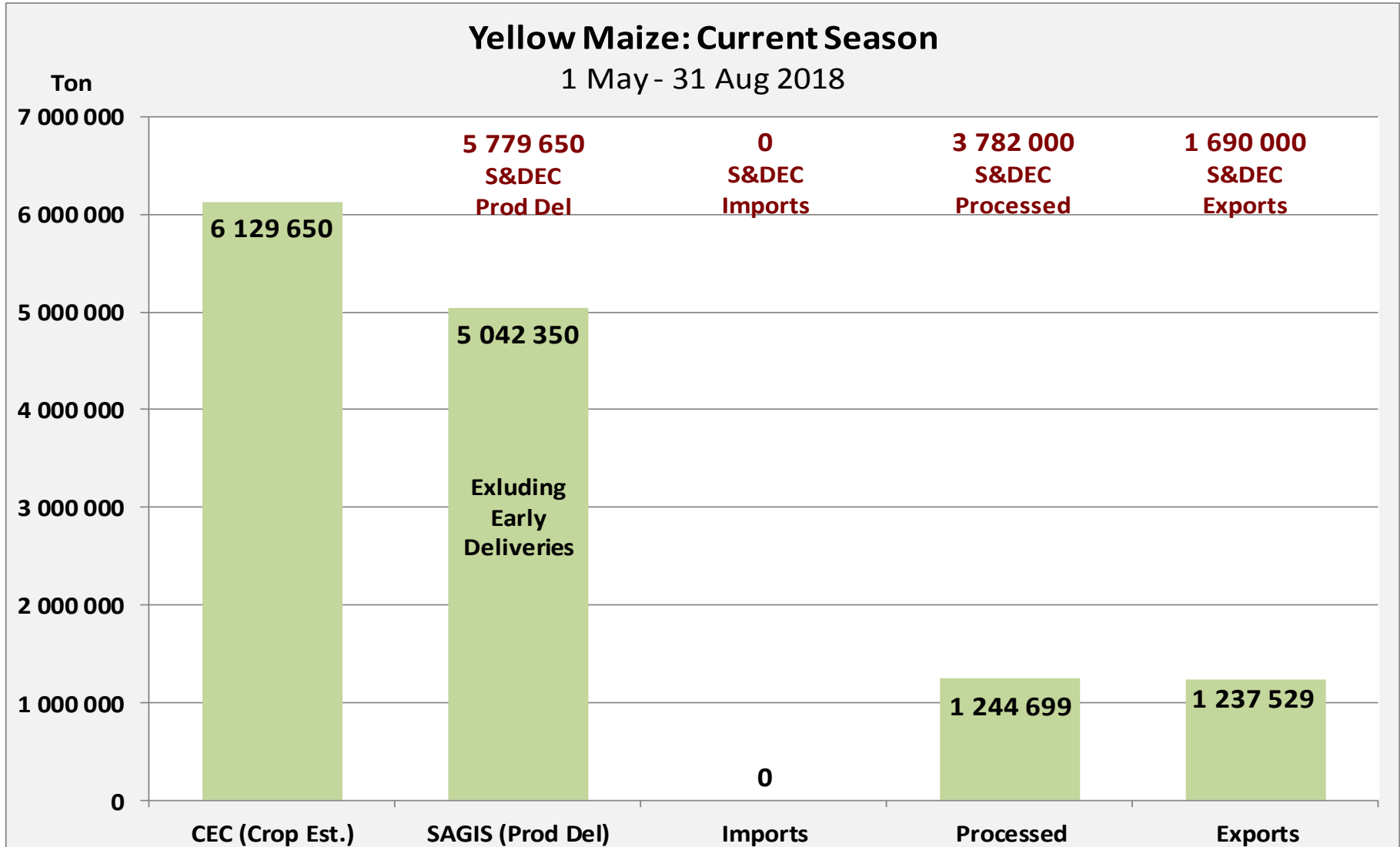
YELLOW MAIZE: OPENING & ENDING STOCKS



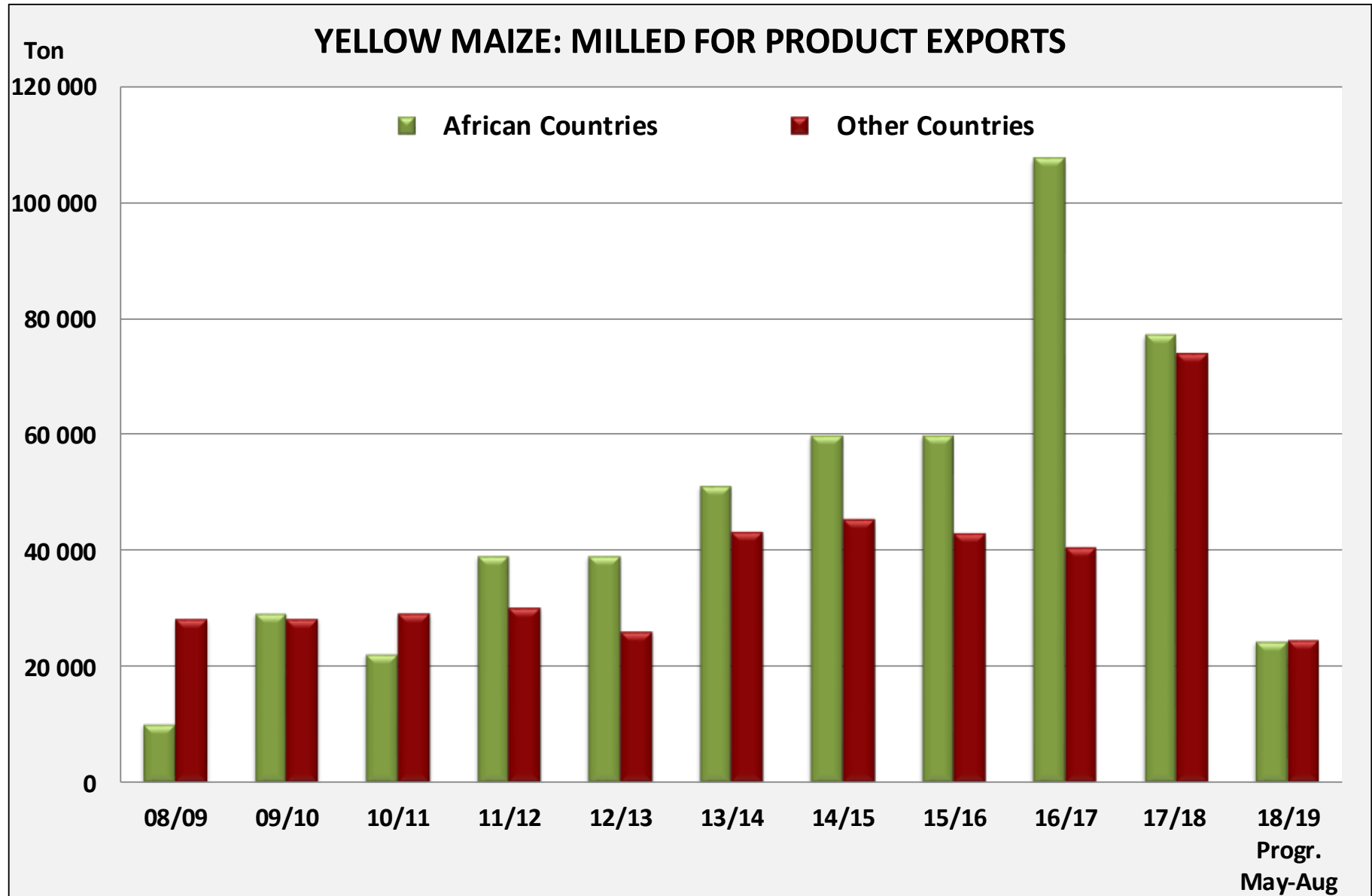
Yellow Maize: 18/19 Marketing Year

Supply & Demand

(2018/19 Progr. 1 May – 31 Aug '18)



Yellow Maize Exports : Milled for product Exports





Total Maize

20 Years
service to the industry
November
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Total Maize: Supply & Demand

(National vs. International) (Marketing season)

Total Maize	SAGIS	NAMC	International (GMR)	
	May - Apr		Sep - Aug	
	Final 2017/18 '000t	Projection 2018/19 '000t	Estimate 2017/18 Mt	Projection 2018/19 Mt
Opening stocks	1 094.6	3 689.5	330.1	299.6
Producer Deliveries	15 628.7	12 381.3	1 047.2	1 074.3
Imports	0.0	0.0	151.5	156.7
Total use (Local)	10 583.2 ^(a)	10 866.0 ^(a)	1 077.7	1 112.8
Exports	2 481.7	2 255.0	151.5	156.7
Closing stocks	3 689.5 ^(b)	3 270.7 ^(b)	299.6	261.1

(a) Including producer withdrawals and end-users

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

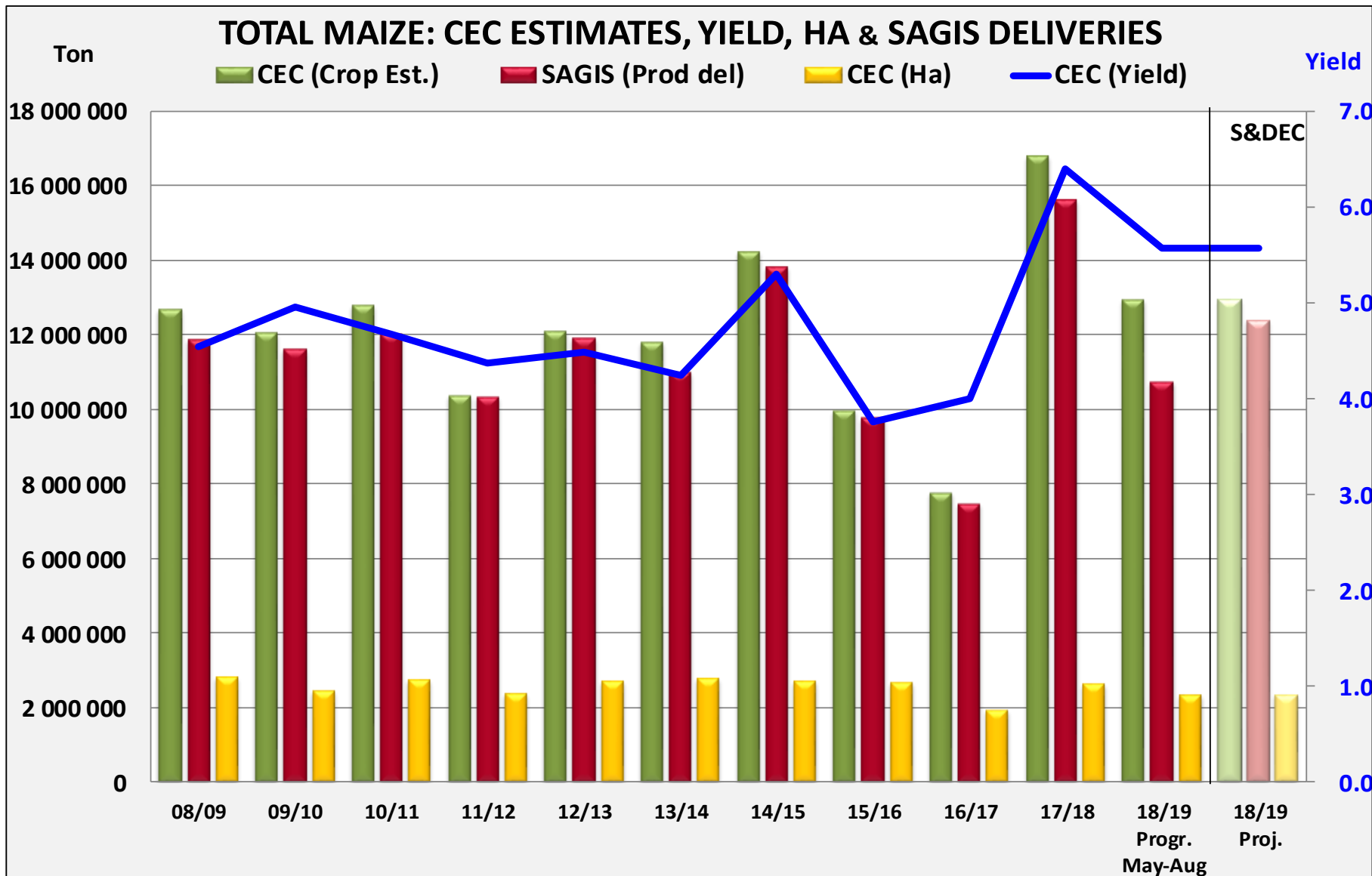
Sources: SAGIS - 25 Sep '18, NAMC: S&DEC - 1 Oct '18, GMR: 29 Sep '18



Total Maize: Production & Producer Deliveries



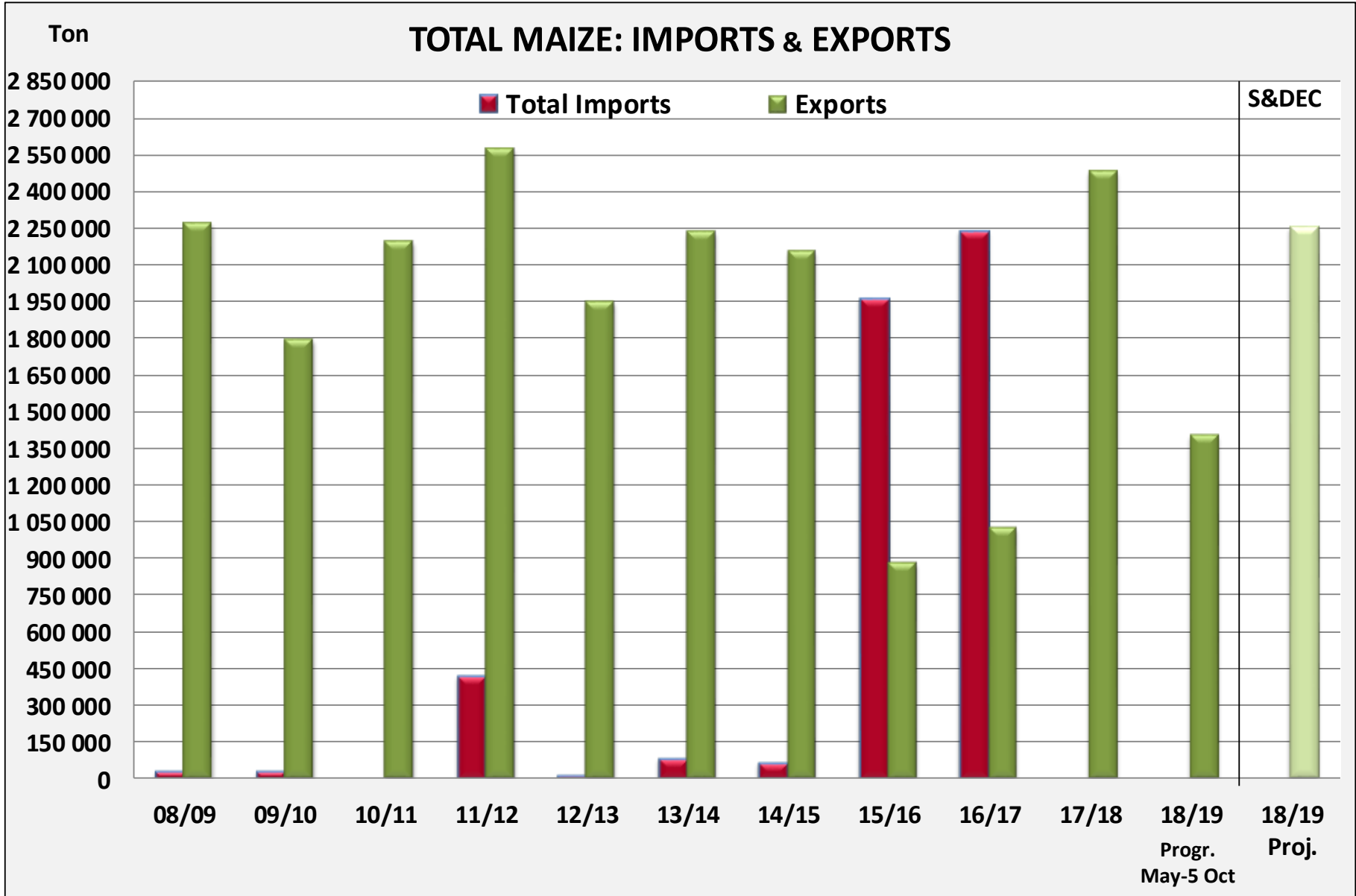
CEC Estimates, Yield, Ha & SAGIS Deliveries



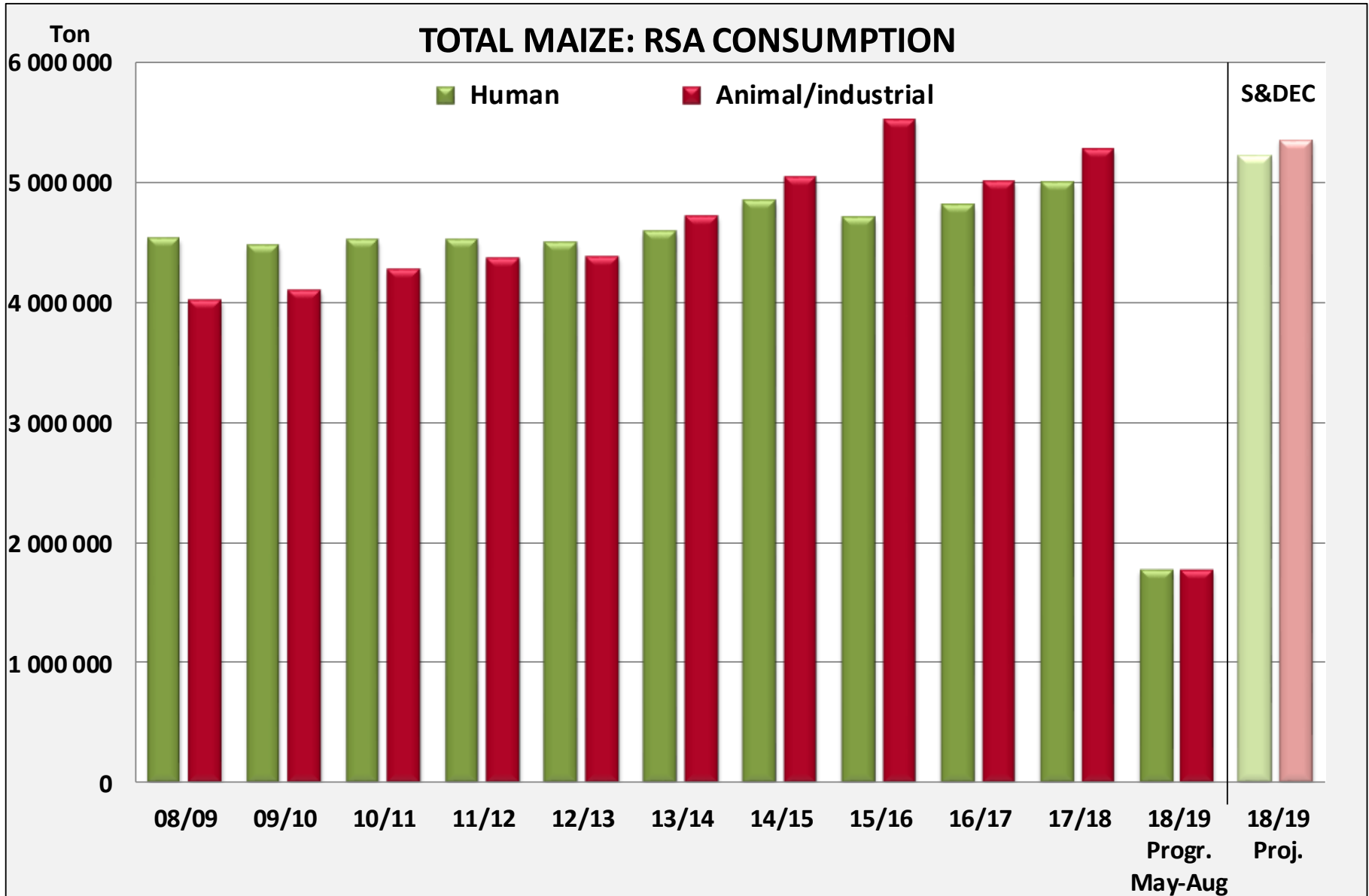
SAGIS deliveries: 1 May – 5 Oct '18

Total Maize: Imports & Exports: Raw material

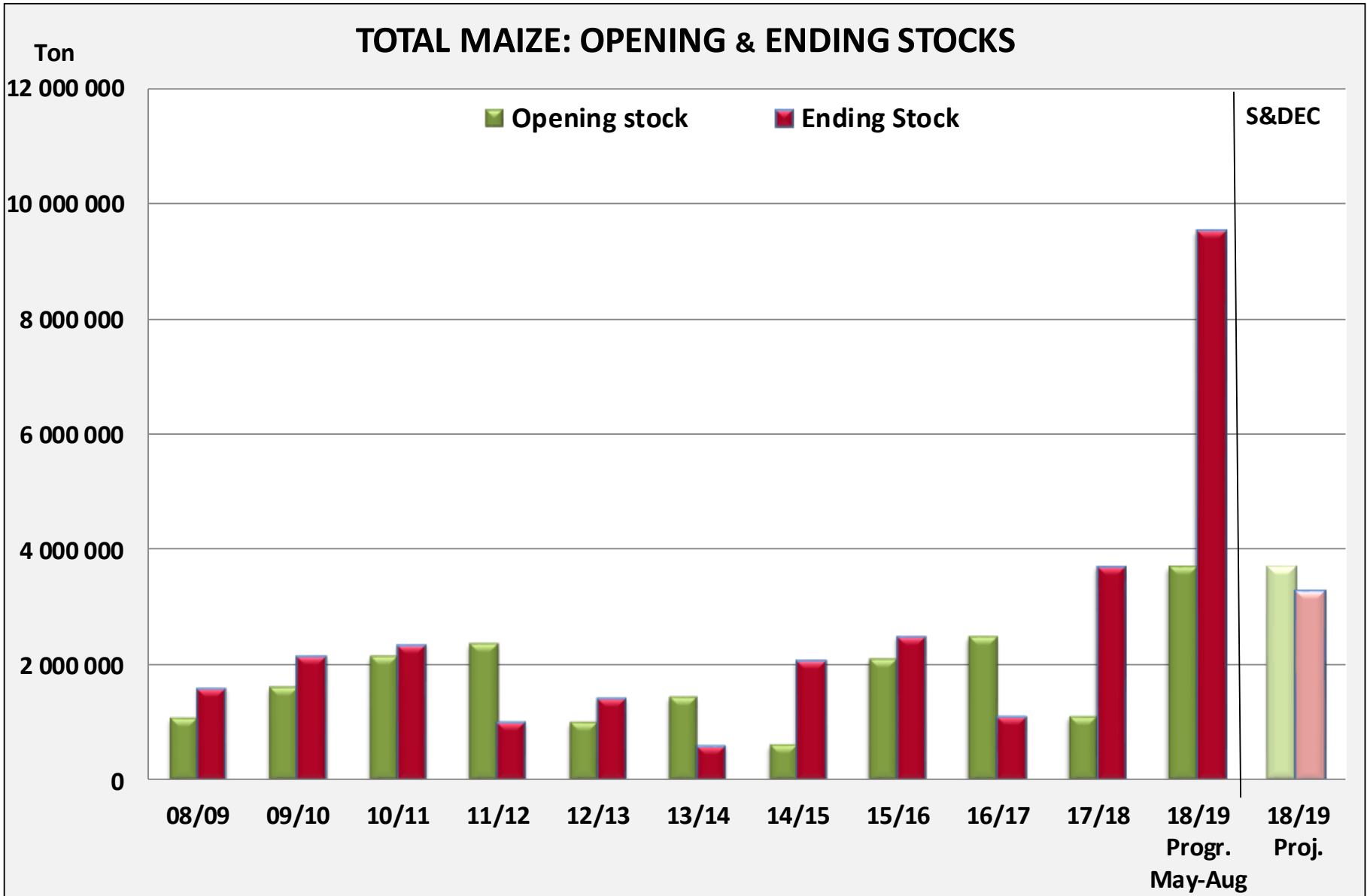
(2018/19 Progr. 1 May – 5 Oct '18)



Total Maize: Consumption



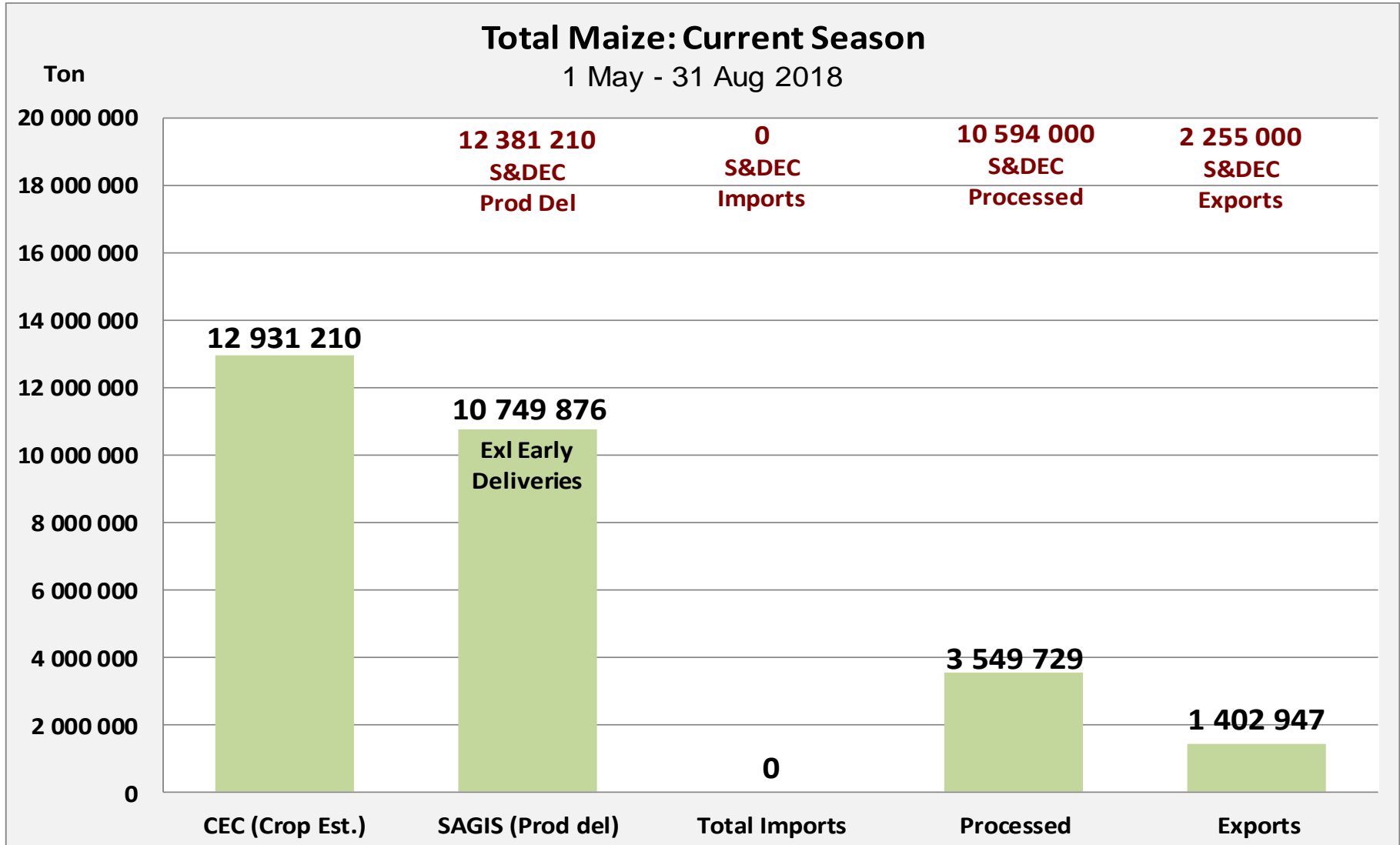
Total Maize: Stocks



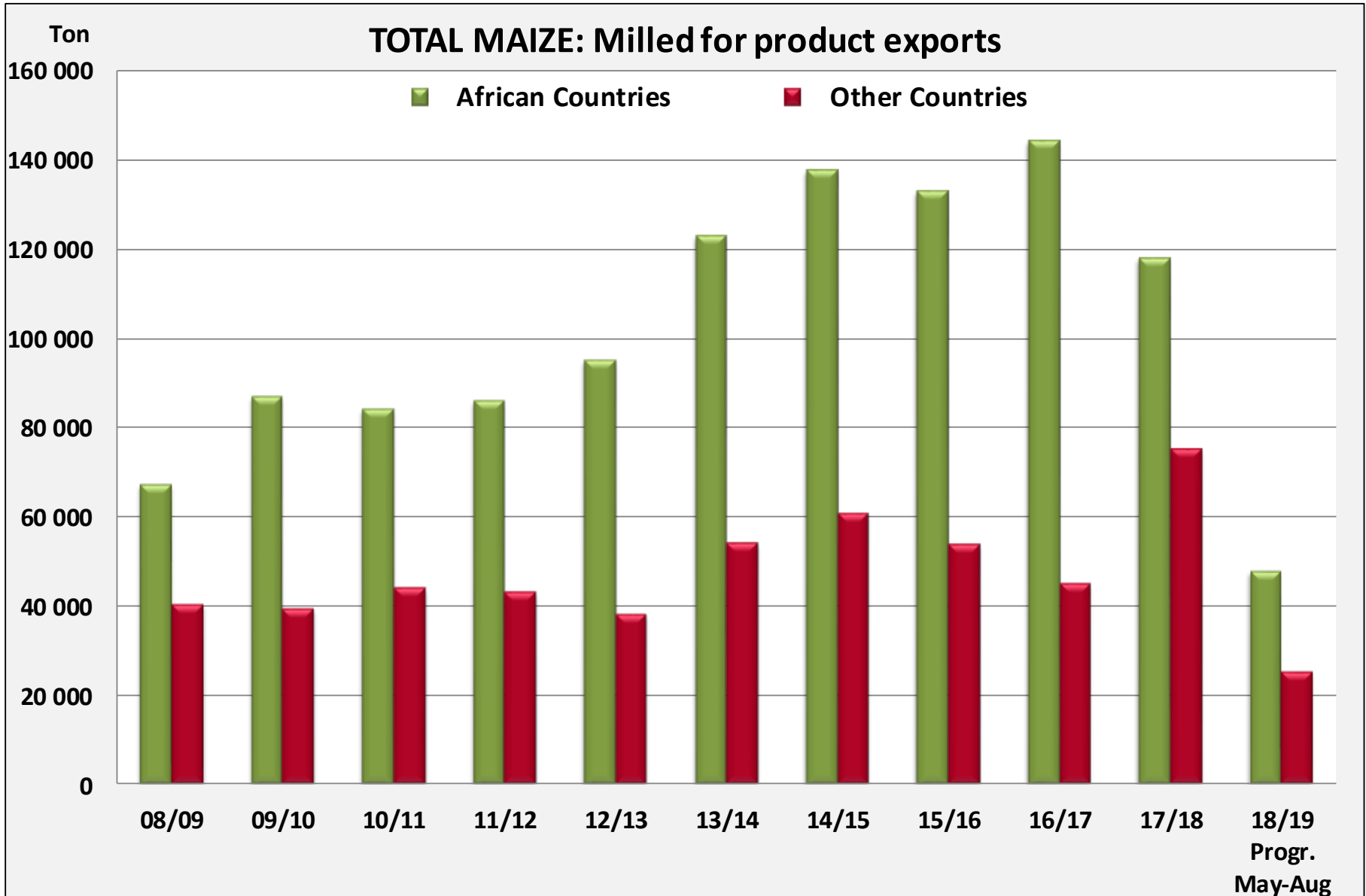
Total Maize: 18/19 Marketing Year

Supply & Demand

(2018/19 Progr. 1 May – 31 Aug '18)



Total Maize Exports: Milled for product exports





Price Movements

20 Years
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Price Movements: Comparison SAFEX

	2018/10/09		2018/09/10		2017/10/09
	Price R/Ton	% Month on Month	Price R/Ton	% Year on Year	Price R/Ton
<i>Future prices for Dec 2018</i>					
Yellow Maize	2533.00	-1.32	2567.00	24.47	2035.00
White Maize	2500.00	-0.52	2513.00	29.60	1929.00
<i>Future prices for Mar 2019</i>					
Yellow Maize	2586.00	-0.88	2609.00	24.39	2079.00
White Maize	2559.00	-0.20	2564.00	29.57	1975.00

Source: SAFEX



Price Movements: Comparison CBOT

	2018/10/09		2018/09/10		2017/10/09
	Price \$/Ton	% Month on Month	Price R/Ton	% Year on Year	Price R/Ton
<i>US NO 3 Yellow Maize</i>					
December '18	143.46	-0.76	144.56	4.29	137.55
March '19	148.18	-0.74	149.28	3.81	142.75

Source: CBOT



Indicative import parity prices

2018/10/09	USA Gulf (no.3Y)	Argentine Up River
	Oct 18	Okt 18
	\$/t	\$/t
International FOB prices	164.00	162.00
Freight Rates	40.00	37.00
Insurance (0.3% of FOB)	0.49	0.49
1 <i>COST, INSURANCE AND FREIGHT (CIF)</i> \$/t <i>Converted to R/t</i>	204.49	199.49
R/\$ Exchange rate on: 2018/10/09	14.8600	14.8600
	R/t	R/t
2 <i>COST, INSURANCE AND FREIGHT (CIF)</i> R/t	3038.72	2964.42
Financing cost	24.98	24.37
3 <i>COST, INSURANCE, FREIGHT AND FINANCING</i>	3063.70	2988.79
Discharging cost:		
- Cape Town	205.87	205.87
- Durban	199.28	199.28
Import Tariff	0.00	0.00
4 <i>FREE ON RAIL (FOR)</i> R/t		
- Cape Town	3269.57	3194.66
- Durban	3262.98	3188.07
Railage cost - Durban to Randfontein	320.00	320.00
5 <i>DELIVERED</i>		
- Durban to Randfontein R/t	3582.98	3508.07
6 SAFEX Randfontein (2018/10/09)	2445.00	2445.00



Indicative export parity prices

2018/10/09		US No3Y Maize/ Mielies Gulf/Golf (b)
		Oct 18
FOB Gulf value	(\$/t)	164.00
Difference in quality and locality of SA Maize: Plus US\$10	(\$/t)	10.00
Groundnuts: Less 3,5% of fob value		
SA fob price	(\$/t)	174.00
R/\$ Exchange rate on: 2018/10/09		14.8600
FOB Gulf value	(R/t)	2585.64
Marketing costs:		
Financing (Prime rate 10.50% - 30 days)	(R/t)	21.25
Railage:		
Randfontein – Durban harbour		320.00
Loading costs:	(R/t)	
Durban Harbour (Mainly spout method)		192.50
EXPORT REALISATION:	(R/t)	
Randfontein		2051.89
SAFEX Randfontein price		2765.00

Source: IGC



SARS FOB Prices: Imports

Previous years: May – April

2018/19: Progr. May – Aug '18

1005.90.90 Maize Other 1005.90.10 Maize Kernels		Progr. 2018/19 May '18 - Aug '18	2017/18 (May - Apr)	2016/17 (May - Apr)
Imports	Quantity (Ton)	1 044	2 607 695	1 941 341
Total value of imports	FOB value (R'000)	4 135	7 336 141	5 083 909
Value per ton	R/Ton	3 960	2 813	2 619

Source: SARS



SARS FOB Prices: **Exports**

Previous years: May – April

2018/19: Progr. May – Aug '18

1005.90.90 Maize Other 1005.90.10 Maize Kernels		Progr. 2018/19 May '18 - Aug '18	2017/18 (May - Apr)	2016/17 (May - Apr)
Exports	Quantity (Ton)	1 678 822	1 156 525	792 775
Total value of imports	FOB value (R'000)	4 144 784	5 008 218	3 314 712
Value per ton	R/Ton	2 469	4 330	4 181

Source: SARS



Imports: SARS FOB Prices (2018/19 Progr. May – Aug 2018)

Imports

Tariff line 1005.90.90 Maize - Other

Tariff line 1005.90.10 Maize - Dried Kernels

Country	Ton	FOB value R'000	Rand/ton
Argentina	26.200	164.50	6 278.63
Belgium	14.200	111.49	7 851.41
Botswana	58.357	332.37	5 695.43
India	25.925	148.35	5 722.28
Kenya	265.799	1 386.49	5 216.31
Greece	0.400	10.35	25 875.00
Hungary	0.278	7.96	28 673.34
India	0.832	11.60	13 949.38
Japan	0.007	2.19	312 857.14
Kenya	0.002	0.05	25 000.00
Lesotho	130.757	440.47	3 368.64
Malawi	0.001	0.02	32 786.89
Namibia	2.344	1.85	787.11
Nigeria	0.614	1.19	1 938.06
Swaziland	349.993	866.14	2 474.74
United Kingdom	0.025	1.00	39 840.00
United States	12.258	130.99	10 685.60
Unknown	156.142	509.93	3 265.80
Zimbabwe	0.100	7.92	79 200.00
Total	1 044.232	4 134.85	3 959.70

Progr. May - Aug '18

Source: SARS



Exports: SARS FOB Prices (2018/19 Progr. May – Aug 2018)

Exports

Tariff line 1005.90.90 Maize - Other including:

Tariff line 1005.90.10 Maize - Dried Kernels

Country	Ton	FOB value R'000	Rand per ton
Algeria	78.000	620.22	7 951.54
Angola	513.920	2 064.58	4 017.32
Argentina	125.593	592.64	4 718.71
Australia	39.470	320.62	8 123.13
Bahrain	75.048	596.43	7 947.33
Benin	26.000	194.31	7 473.42
Botswana	135 818.303	279 528.81	2 058.11
Cameroon	150.453	1 117.26	7 425.95
Congo	10.164	209.16	20 578.22
Congo Dem Rep Of	852.517	3 477.03	4 078.54
Cote D Ivoire	1 605.000	11 858.14	7 388.25
Denmark	25.000	179.67	7 186.80
Egypt	375.000	2 398.12	6 394.99
France	14.932	247.84	16 597.78
Gabon	118.560	741.34	6 252.87
Georgia	225.000	1 516.12	6 738.31
Ghana	650.784	14 077.29	21 631.27
Hong Kong	50.180	290.47	5 788.56
India	3 117.820	21 094.91	6 765.91
Iran, Islamic Rep of	103.920	812.78	7 821.21
Italy	100 000.000	250 479.44	2 504.79
Japan	150 952.336	369 764.78	2 449.55
Kenya	883.663	6 845.55	7 746.79
Korea, Rep Of	160 874.550	363 315.70	2 258.38
Korea, Dem Peoples	1 932.000	6 212.13	3 215.39
Kuwait	25.000	159.46	6 378.40
Lesotho	45 920.775	91 584.09	1 994.39

Country	Ton	FOB value R'000	Rand per ton
Madagascar	2 504.224	10 802.02	4 313.52
Malawi	101.561	301.77	2 971.32
Malaysia	508.753	2 570.02	5 051.61
Maldives	0.110	9.20	83 654.55
Mauritius	26.050	186.05	7 141.88
Morocco	5.000	38.66	7 732.00
Mozambique	64 281.190	135 233.83	2 103.79
Myanmar	25.016	170.36	6 810.04
Namibia	86 678.416	191 099.64	2 204.70
Nigeria	0.025	0.43	17 000.00
Portugal	25.000	156.58	6 263.20
Qatar	5 062.383	15 200.82	3 002.70
Russian Federation	1 022.034	6 871.23	6 723.09
Saint Helena	4.676	26.02	5 564.16
Saudi Arabia	69.896	402.64	5 760.56
Singapore	53 801.606	144 429.43	2 684.48
Spain	100 000.000	212 506.75	2 125.07
Sri Lanka	502.589	3 808.25	7 577.26
Swaziland	82 335.196	173 556.07	2 107.92
Sweden	0.062	0.25	4 032.26
Taiwan, Prov of China	100 160.140	236 953.43	2 365.75
Tanzania	0.346	17.26	49 911.82
Thailand	2 448.056	20 491.64	8 370.58
Togo	130.000	947.40	7 287.70
Uganda	3.181	48.50	15 246.78
Ukraine	24.948	240.92	9 657.05
United Arab Emirates	5 106.288	36 672.95	7 181.92
United Kingdom	322.440	1 984.15	6 153.53
United Sates	20.000	251.05	12 552.50
Unknown	2 199.878	5 230.92	2 377.82
Venezuela	31 500.000	72 730.83	2 308.92
Vietnam	531 958.842	1 413 477.69	2 657.12
Zambia	1 004.820	5 514.59	5 488.13
Zimbabwe	2 425.376	22 553.31	9 298.89
Total	1 678 822.089	4 144 783.52	2 468.86



Progr. May - Aug '18

Source: SARS

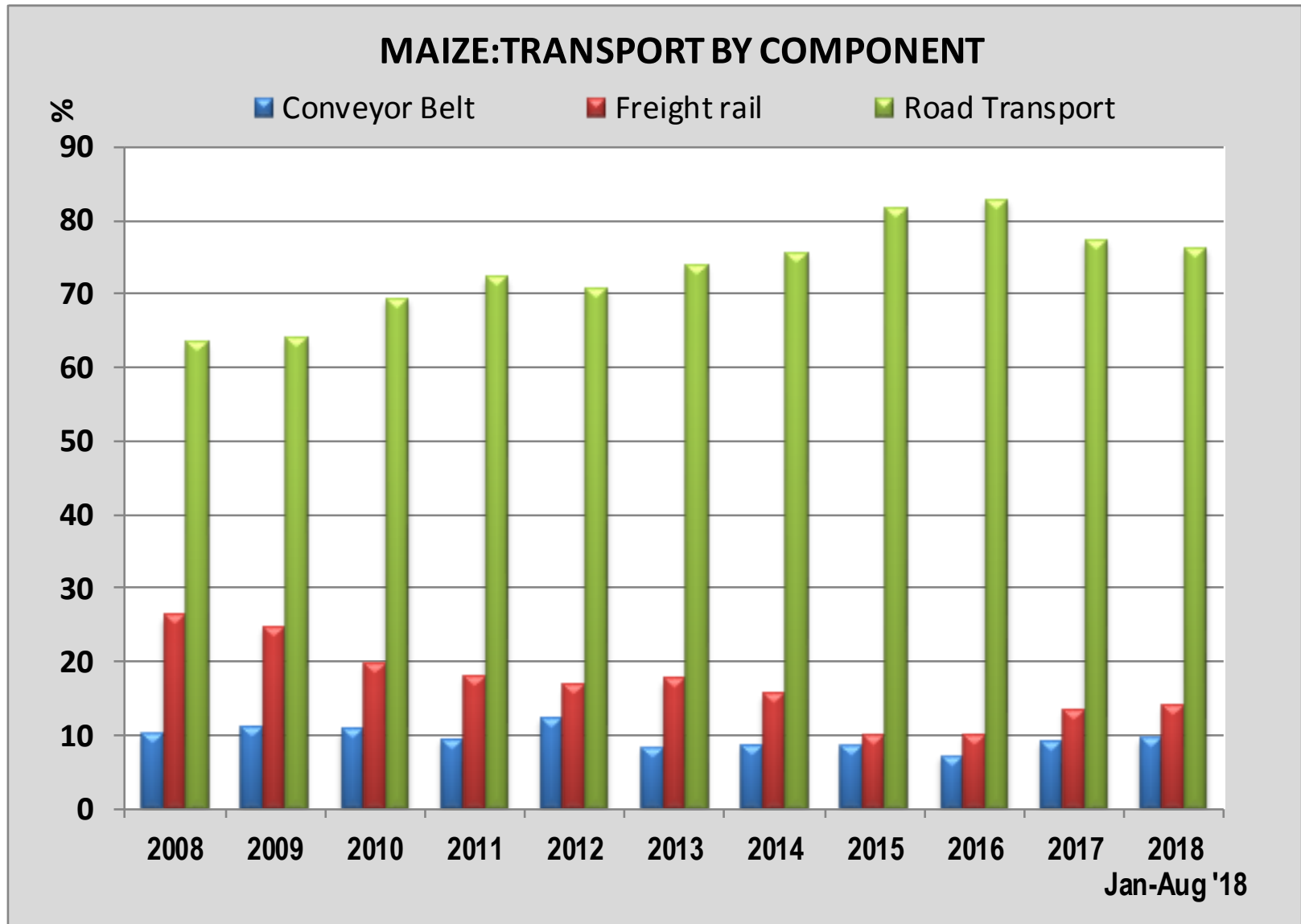


Transport Component

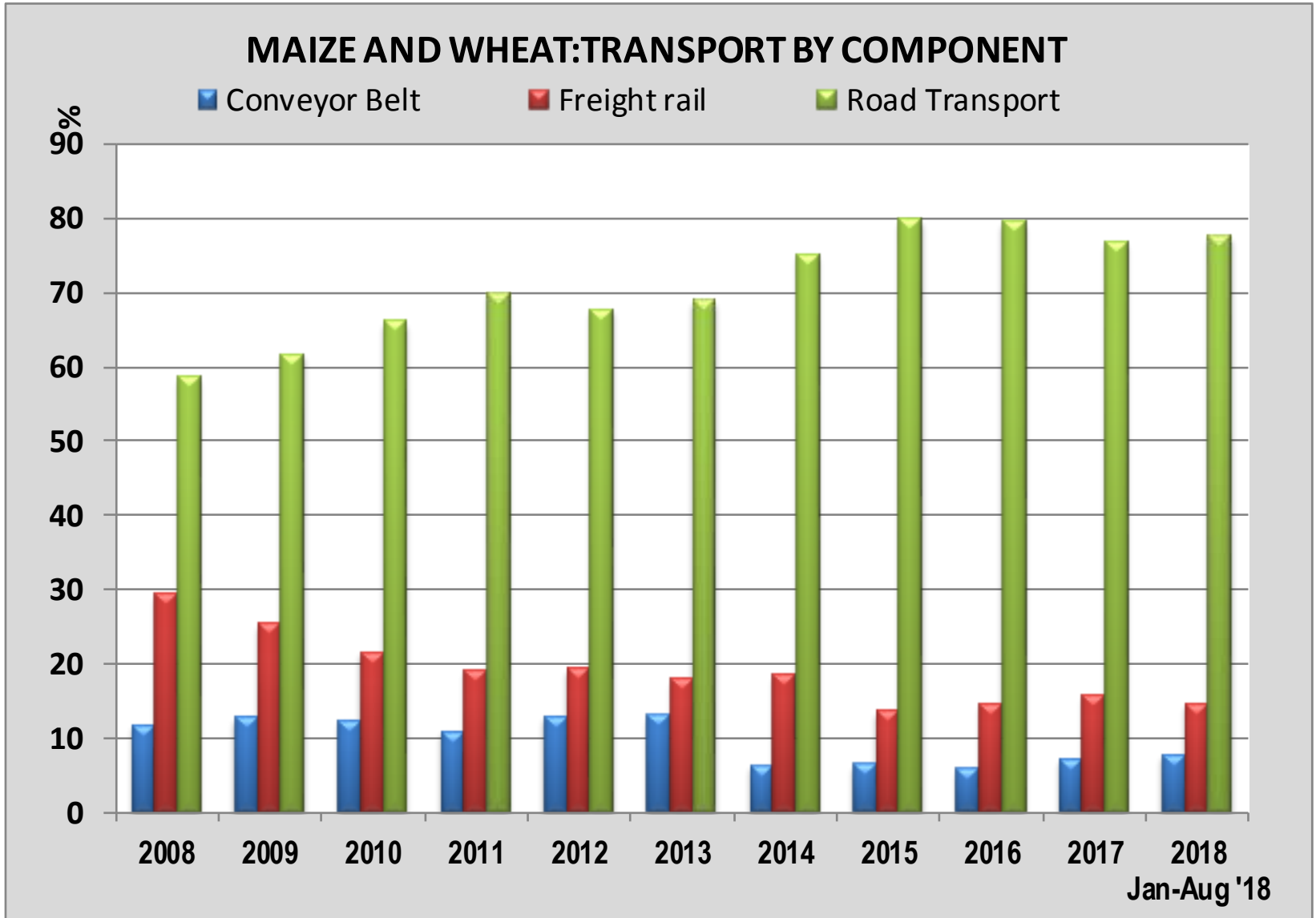
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Transport component

Maize



Transport component Maize and Wheat





Maize Products

20 Years
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Maize Products **Manufactured** per month



Progr. May – Aug '18 (4months)

MAIZE PRODUCTS	Aug '18			Progr. May - Aug '18			% of Total		
	Manufactured			Manufactured			Manufactured		
	White products	Yellow products	Total Maize	White products	Yellow products	Total Maize	White products	Yellow products	Total Maize
	Ton			Ton			Ton		
Maize Chop	129 897	14 900	144 797	511 093	57 835	568 928	31.7	28.3	31.4
Maize Rice	687	*	687	2 786	*	2 786	0.2	*	0.2
Maize Grits	6 465	*	6 465	24 450	*	24 450	1.5	*	1.3
Samp	11 000	*	11 000	40 242	*	40 242	2.5	*	2.2
* Total Yellow Maize Rice / Maize Grits / Samp		21 976	21 976		91 799	91 799	0.0	45.0	5.1
Sifted Maize Meal	3 449	2 266	5 715	13 372	9 165	22 537	0.8	4.5	1.2
Special Maize Meal	31 015	1 009	32 024	126 612	2 679	129 291	7.9	1.3	7.1
Super Maize Meal	212 218	1 995	214 213	854 403	10 111	864 514	53.1	5.0	47.7
Unsifted Maize Meal	858	0	858	2 689	1	2 690	0.2	0.0	0.1
Other maize products intended for Human consumption	10 321	9 387	19 708	34 435	32 430	66 865	2.1	15.9	3.7
Total	405 910	51 533	457 443	1 610 082	204 020	1 814 102	100	100	100
Whole maize milled	404 589	46 007	450 596	1 603 642	193 125	1 796 767			
Diff milled and products	-1 321	-5 526	-6 847	-6 440	-10 895	-17 335			

Maize Products **Imported** per month

Progr. May – Aug '18 (4 months)



	Aug '18 Imported Ton			Progr. May - Aug '18 Imported Ton			% of Total Imported Ton		
	White Maize	Yellow Maize	Total Maize	White Maize	Yellow Maize	Total Maize	White Maize	Yellow Maize	Total Maize
Maize Chop	28	0	28	144	0	144	6	#DIV/0!	6
Maize Rice	0	*	0	0	*	0	0	*	0
Maize Grits	0	*	0	0	*	0	0	*	0
Samp	0	*	0	0	*	0	0	*	0
* Total Yellow Maize Rice / Maize Grits / Samp		0	0		0	0	0	#DIV/0!	0
Sifted Maize Meal	800	0	800	2 283	0	2 283	94	#DIV/0!	94
Special Maize Meal	0	0	0	0	0	0	0	#DIV/0!	0
Super Maize Meal	0	0	0	0	0	0	0	#DIV/0!	0
Unsifted Maize Meal	0	0	0	0	0	0	0	#DIV/0!	0
Other maize products intended for Human consumption	0	0	0	0	0	0	0	#DIV/0!	0
Total	828	0	828	2 427	0	2 427	100	#DIV/0!	100

* Included total for yellow rice, grits and samp

Maize Products **Exported** per month

Progr. May – Aug '18 (4 months)



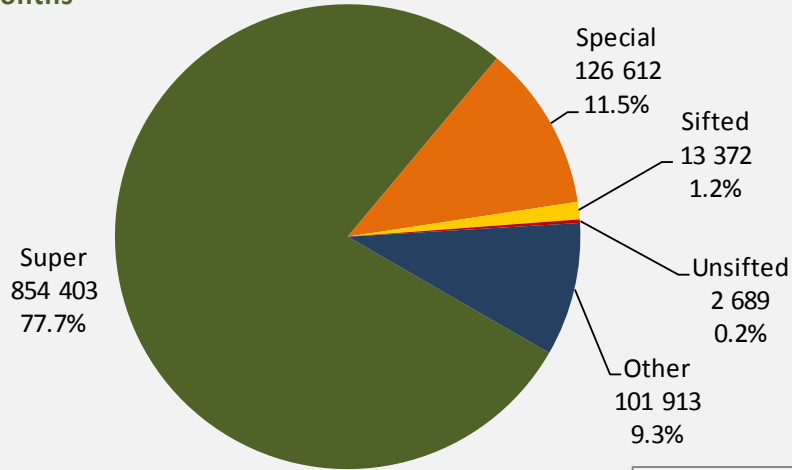
	Aug '18 Exported Ton			Progr. May - Aug '18 Exported Ton			% of Total Exported Ton		
	White Maize	Yellow Maize	Total Maize	White Maize	Yellow Maize	Total Maize	White Maize	Yellow Maize	Total Maize
Maize Chop	0	0	0	0	0	0	0	0	0
Maize Rice	0	*	0	8	*	8	0	*	0
Maize Grits	0	*	0	0	*	0	0	*	0
Samp	91	*	91	247	*	247	1	*	1
* Total Yellow Maize Rice / Maize Grits / Samp		995	995		4 604	4 604	0	51	16
Sifted Maize Meal	0	1 141	1 141	0	2 814	2 814	0	31	10
Special Maize Meal	1 461	1 006	2 467	6 319	1 006	7 325			
Super Maize Meal	1 941	15	1 956	7 896	523	8 419	40	6	29
Unsifted Maize Meal	0	0	0	0	0	0	0	0	0
Other maize products intended for Human consumption	3 678	0	3 678	5 213	0	5 213	26	0	18
Total	7 171	3 157	10 328	19 683	8 947	28 630	68	89	74

White Maize Products

White Maize Meal Products

(May - Aug '18)

Progr: 4 months



Total Human Consumption: 1 098 989

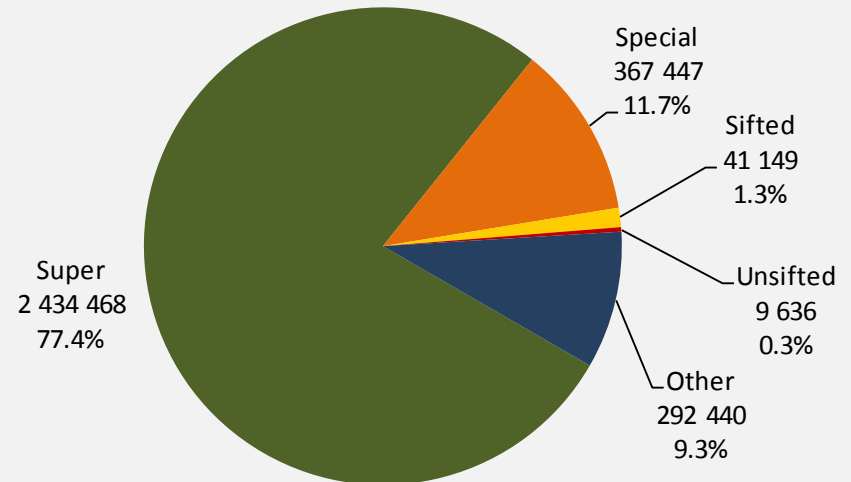
Progr. May '18 – Aug '18 (4 months)

White Maize Meal Products

(Sep '17 - Aug '18)

12 Months

Sep '17 – Aug '18 (12 months)



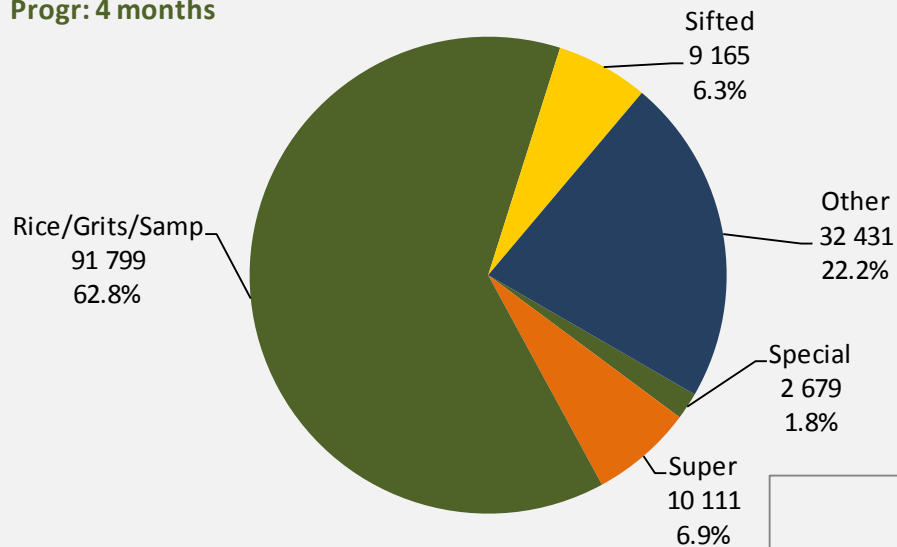
Total Human Consumption: 3 145 140

Yellow Maize Products

Yellow Maize Meal Products

(May - Aug '18)

Progr: 4 months



Total Human Consumption: 146 185

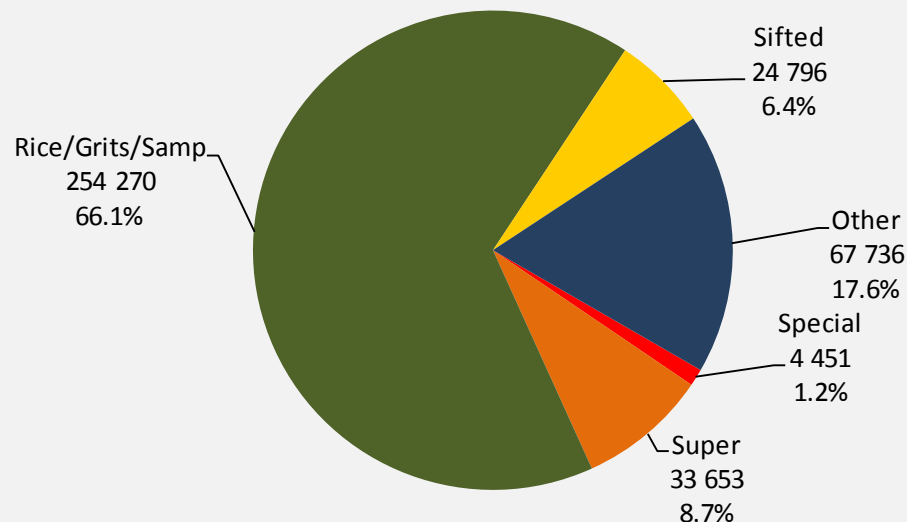
Progr. May '18 – Aug '18 (4 months)

Yellow Maize Meal Products

(Sep '17 - Aug '18)

12 Months

Sep '17 – Aug '18 (12 months)



Total Human Consumption: 384 906

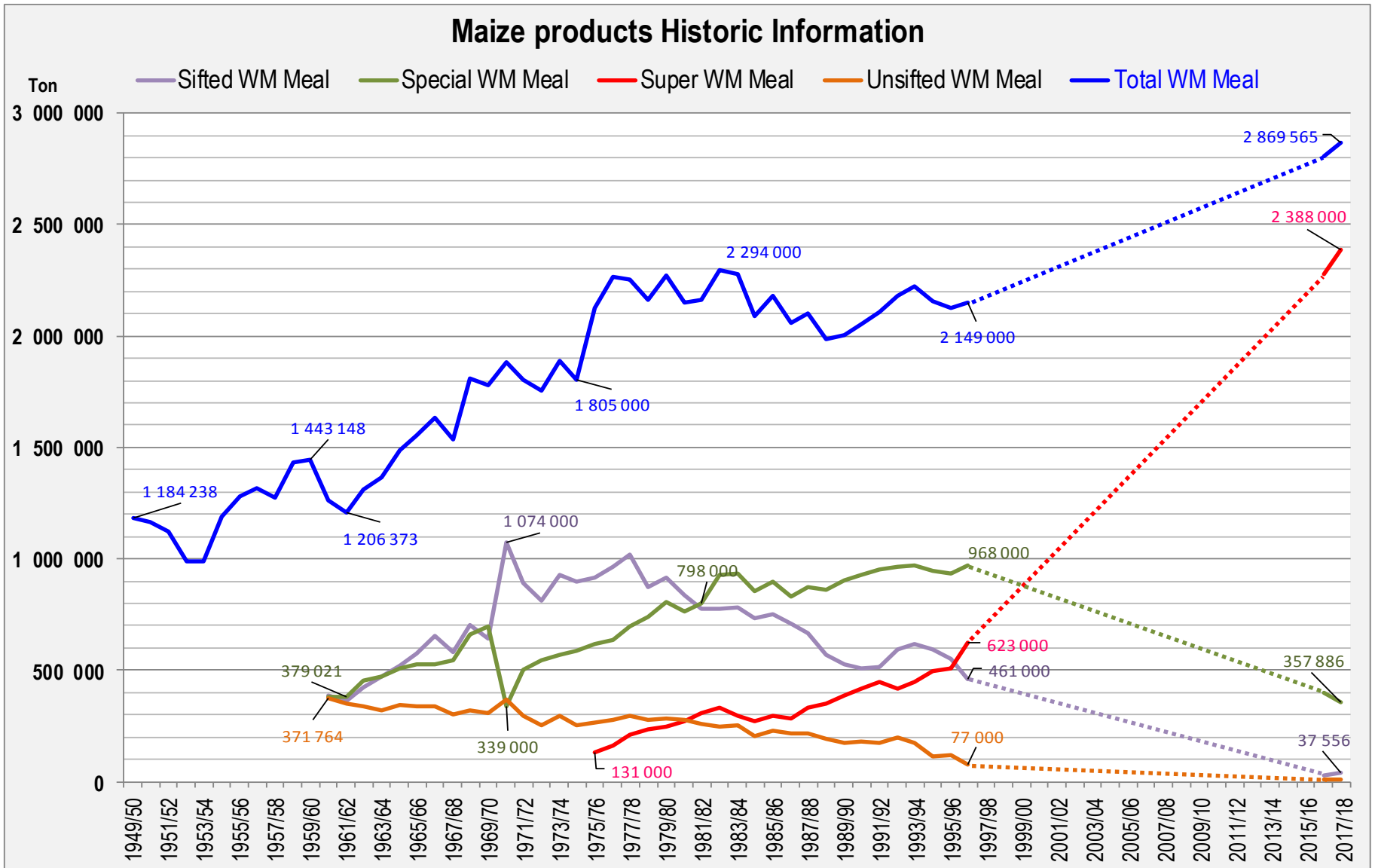
Maize Products: Consumption

Progr. Sep '17 – Aug '18 (12 months)

Per capita consumption	Total Maize products	Total Wheat products
12 months (1 Sep '17 - 31 Aug '18)		
Manufactured	3 530 046	3 240 619
+ Imports	6 719	700
- Exports	-70 078	-28 118
Total "consumed"	3 466 687	3 213 201
Total population	56 522 000	56 522 000
Per capita consumption (Kg)	61.33	56.85

White Maize Products: Historic Info

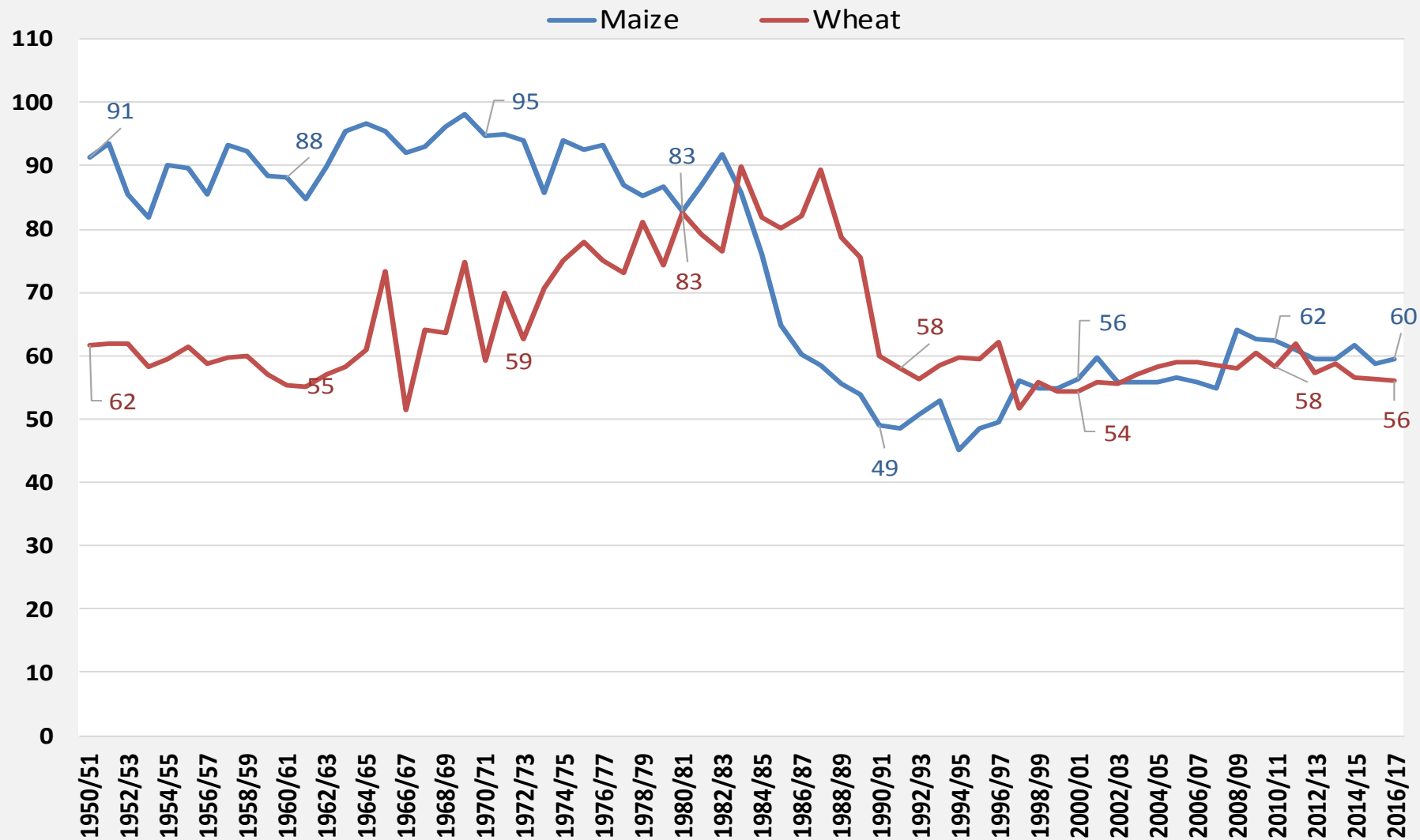
1949/50 – 2017/18



White Maize Products: Historic Info

1950/51 – 2016/17

Historic Maize & Wheat per capita consumption

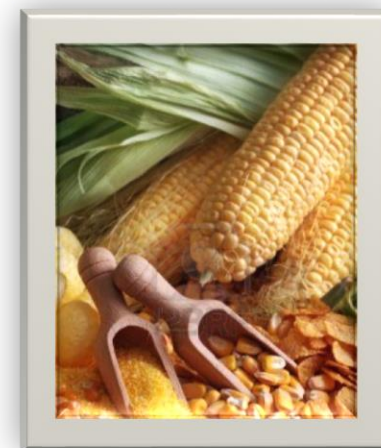


Maize products: Year on year price changes

		August				
		2018	% Year	2017	% Year	2016
		Price R	on Year	Price R	on Year	Price R
Special Maize	2.5kg	17.58	-14.24	20.50	-18.55	25.17
Maize Super	5kg	34.63	-21.86	44.32	-16.16	52.86
*White Maize Safex		2 266.50	24.62	1 818.68	-56.04	4 137.43

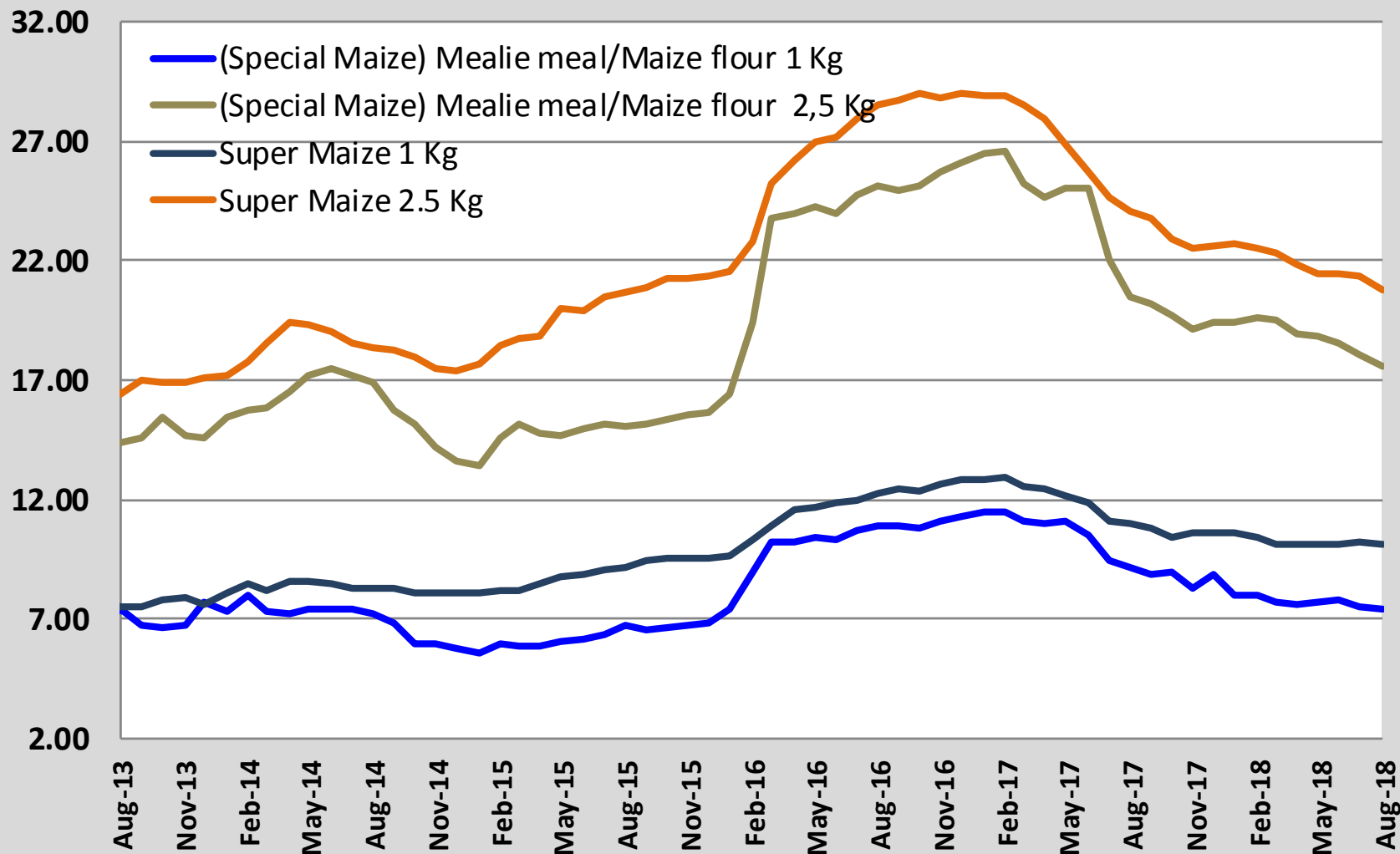
* Average spot price

Source: SA Statistics & JSE Safex

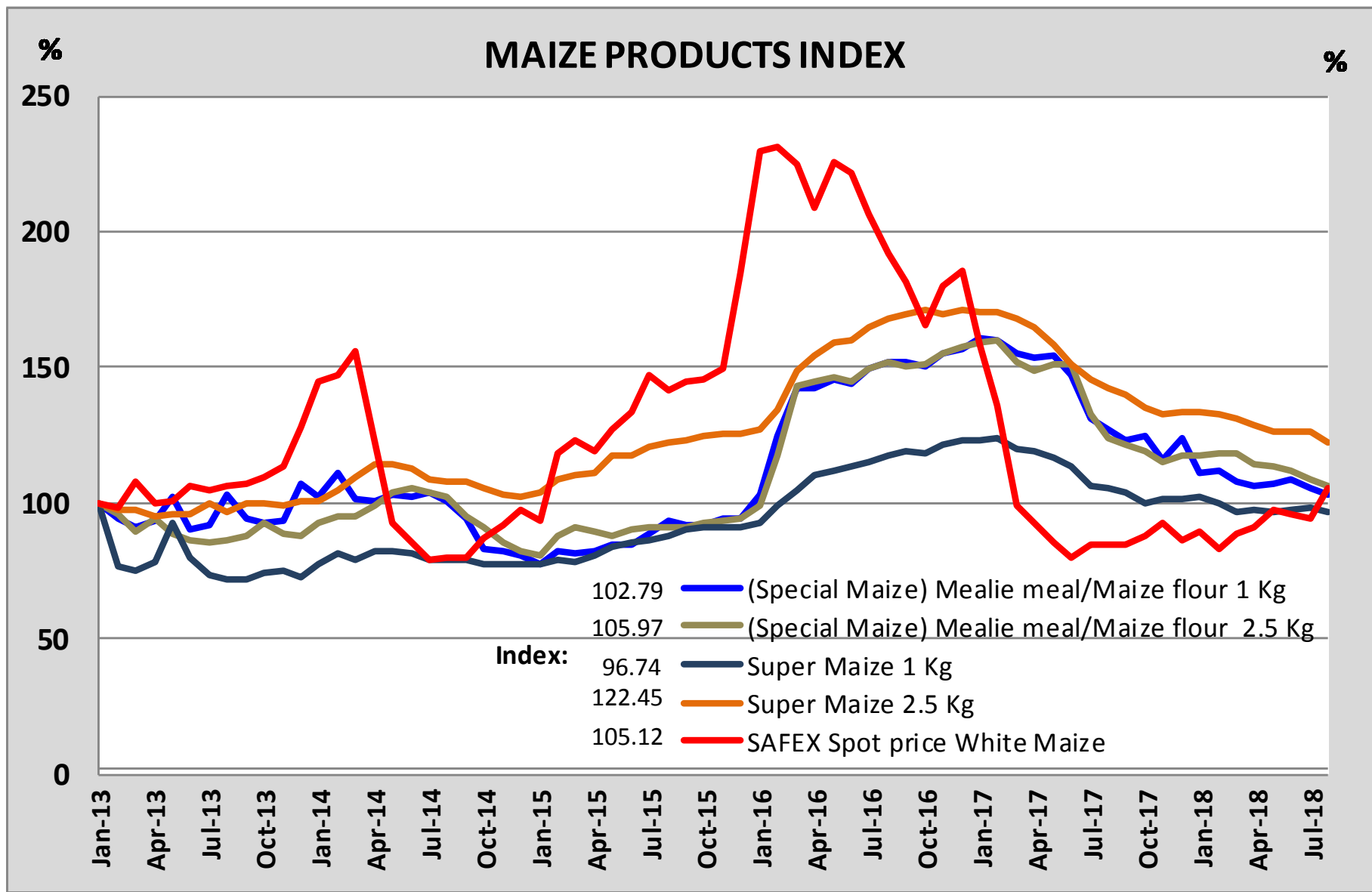


Maize Products: Prices

PRICES MAIZE PRODUCTS



Maize Products: Index

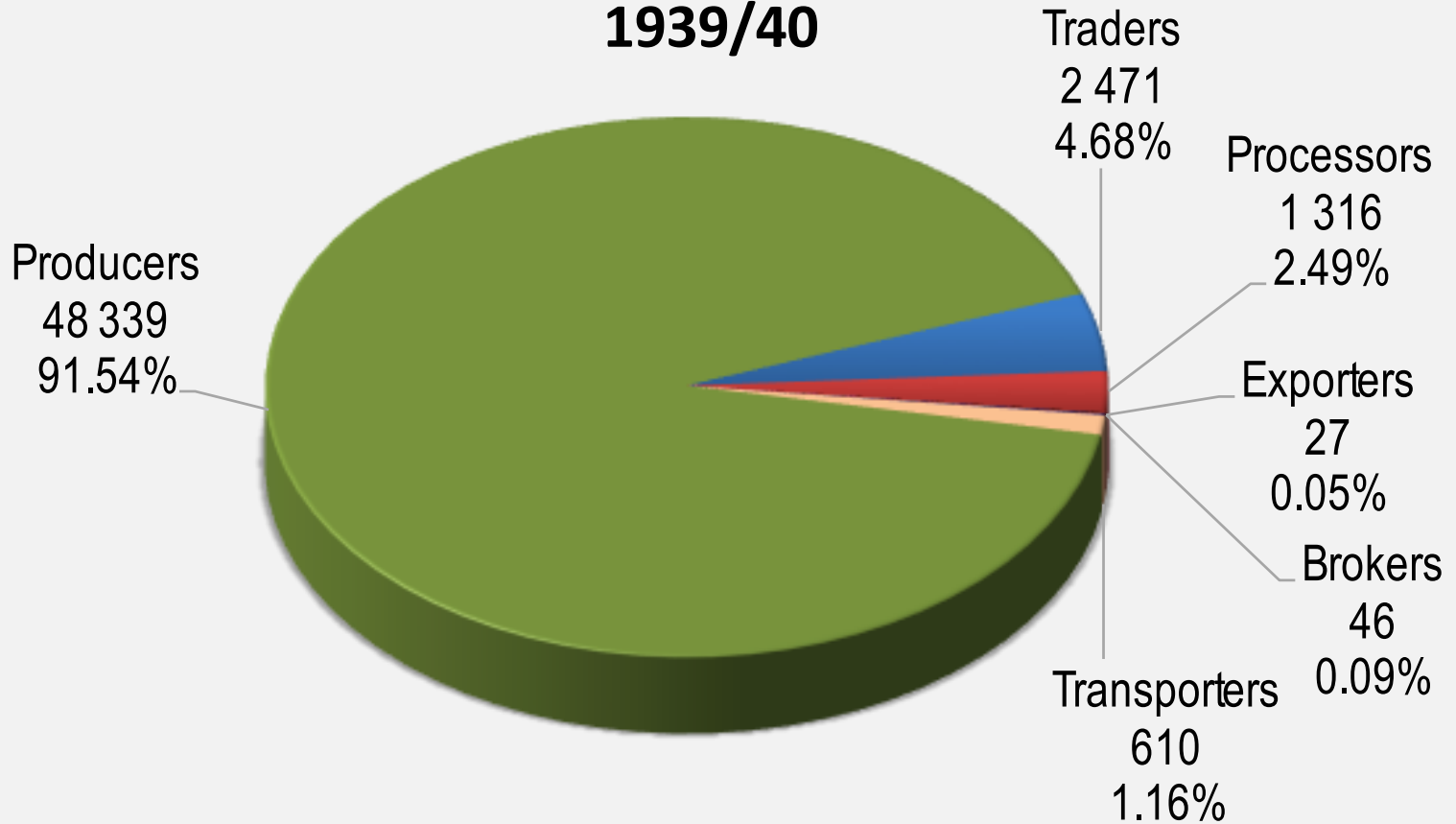




Maize General

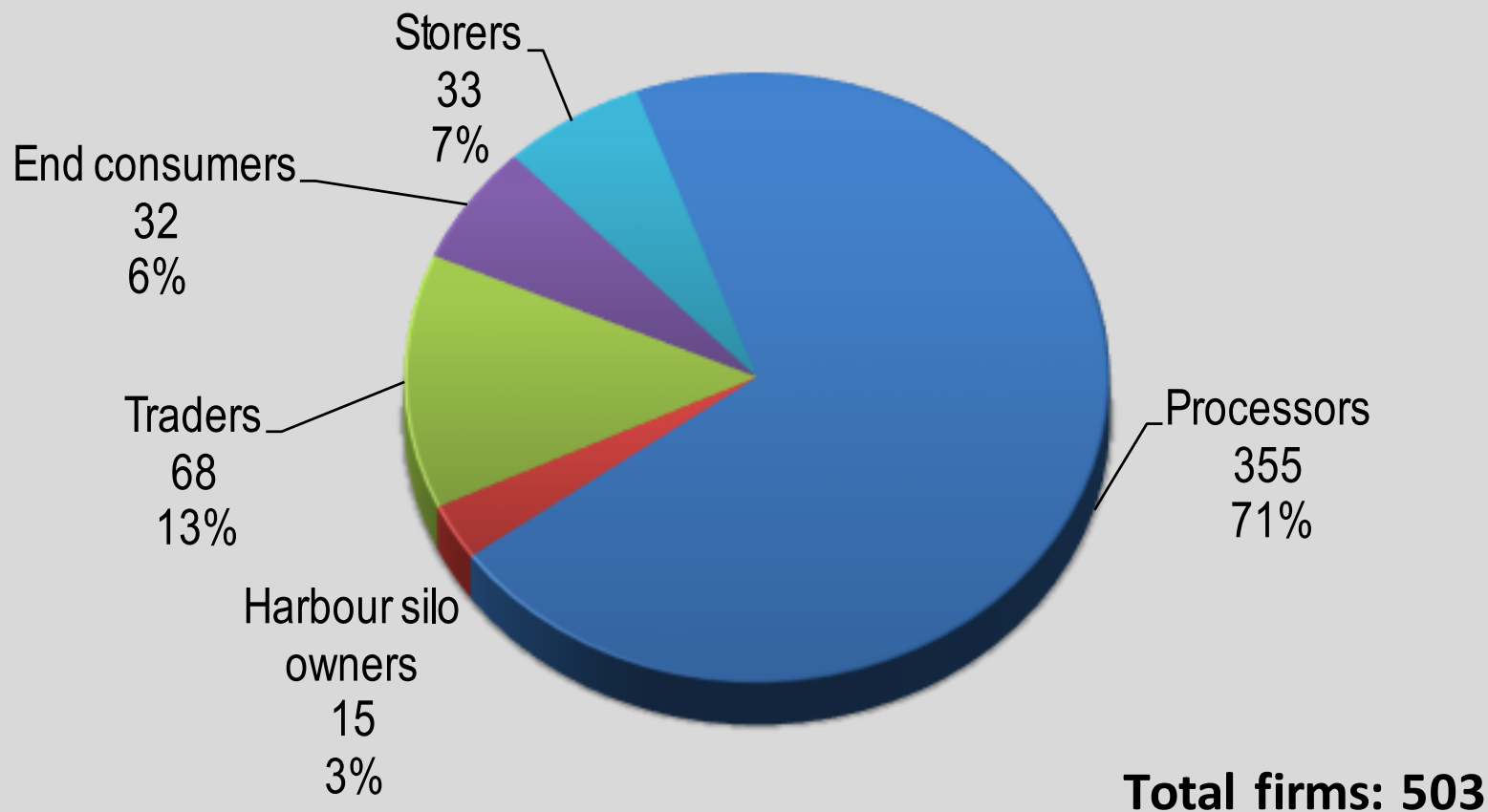
20 Years
service to the industry
November
(1997 - 2017)

Maize: Firms registered 1939/40

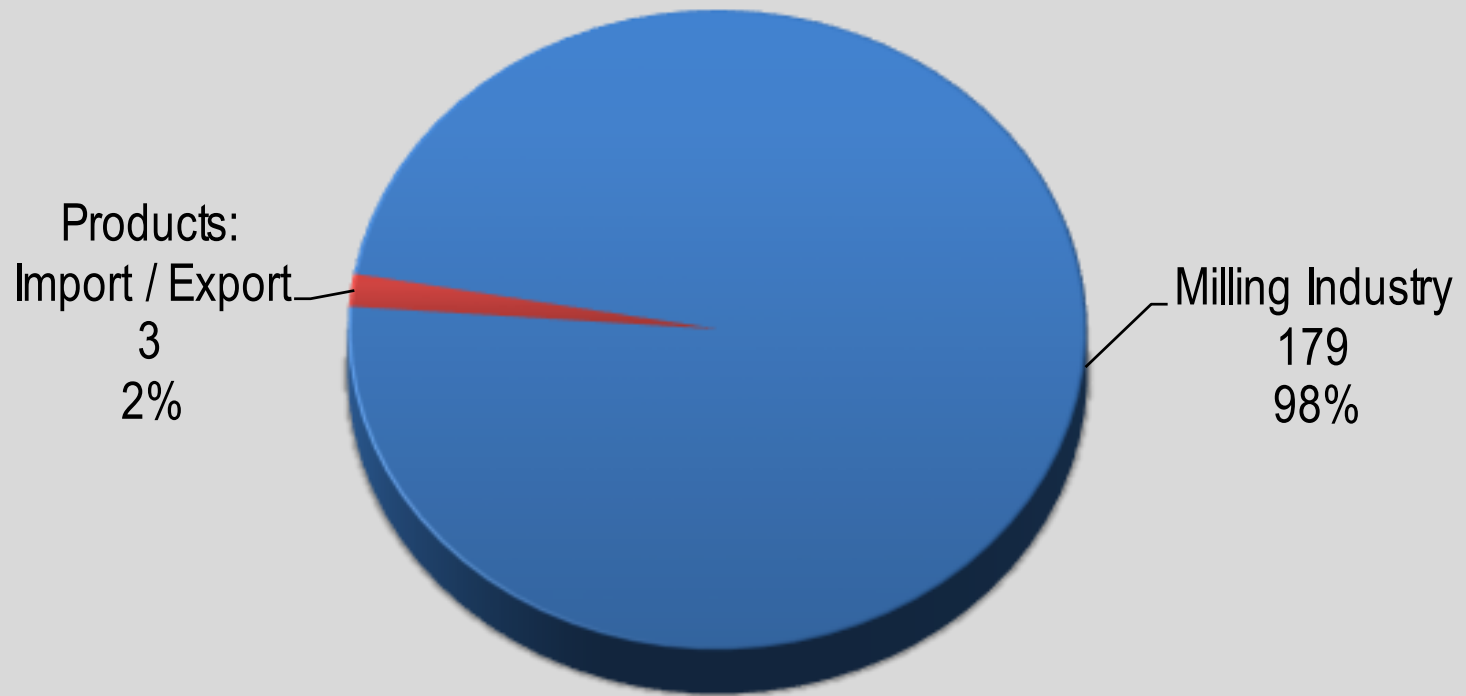


Total firms: 52 809

Maize Whole grain firms registered



Maize Products firms registered



Total firms: 182

Board of Directors



Chairperson
Ms M Purnell
Winter Cereal Trust

As from 25 July 2018 The Maize Industry is represented by:



Vice-Chairperson
Dr JL Purchase



Director
Mr Z Ngenjane



Alternate Director
Mr BC Schoonwinkel

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

- The Maize Trust
- The Maize Forum
- Relevant Associations
- Board of Directors
- Co-workers
- Staff

**Thank you for being part of SAGIS'
20 year history,
the present
and ensuring its future.**

Note: This presentation will be available on SAGIS' website under SAGIS information, Presentations

SAGIS

*The difference between
Ordinary and
Extraordinary
is that little extra.”*

- Jimmy Johnson

