



SAGIS

The Maize Forum

19 November 2020

**Nico Hawkins
General Manager**



White Maize



White Maize: Supply & Demand

(National vs. International) (Marketing season)



White Maize	SAGIS	NAMC	International (USDA)	
	May - Apr		Sep - Aug	
	Final 2019/20 '000t	Projection 2020/21 '000t	Estimate 2019/20 Mt	Projection 2020/21 Mt
Opening stocks	1 799.0	473.9		
Producer Deliveries	5 442.5	8 476.3		
Imports	0.0	0.0	Not available	Not available
Total use (Local)	5 480.2 ^(a)	6 695.5 ^(a)		
Exports	1 275.4	1 050.0		
Closing stocks	473.9 ^(b)	1 207.5 ^(b)		

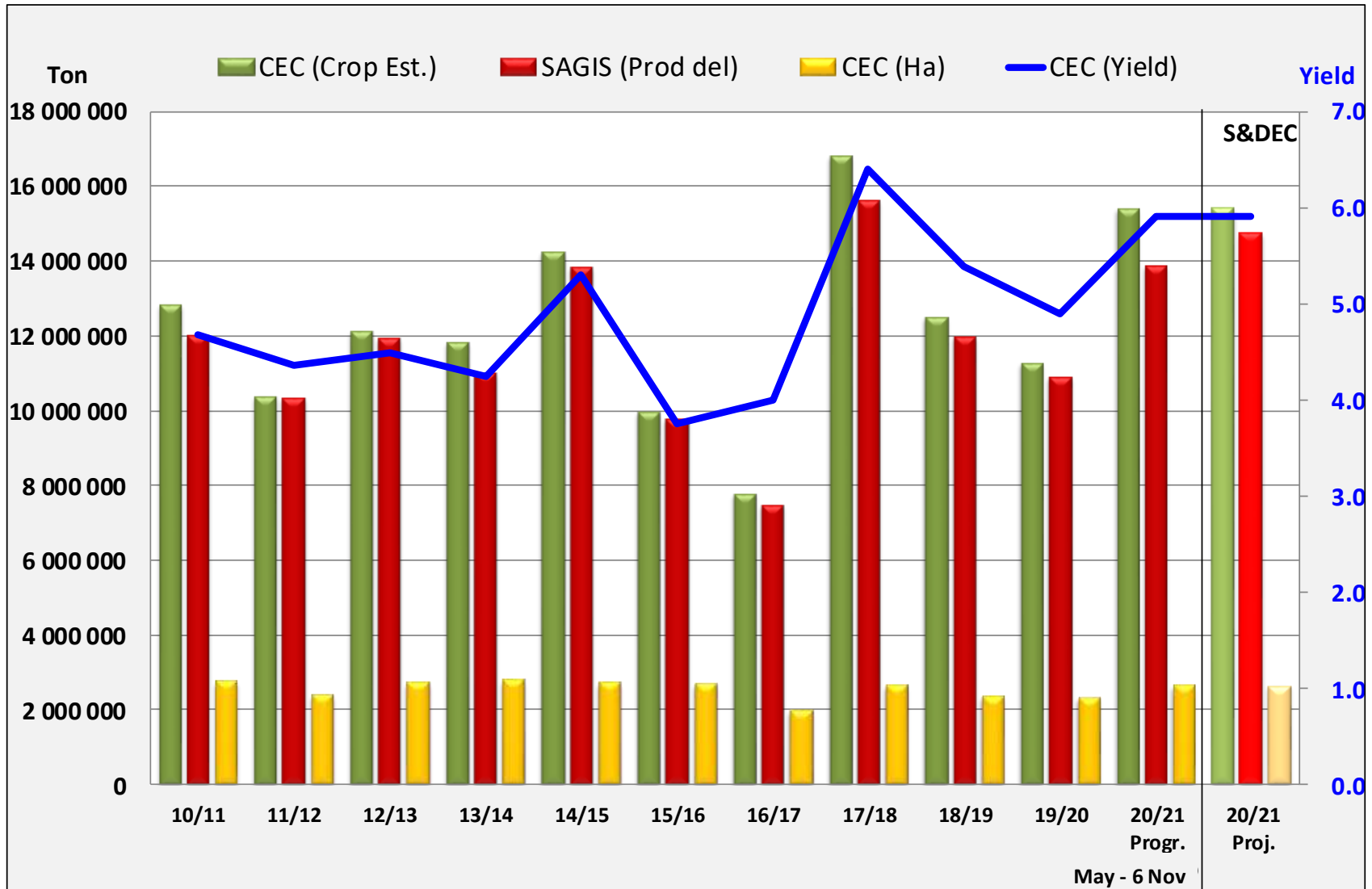
(a) Including producer withdrawals and end-users

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

Sources: SAGIS, NAMC: S&DEC, USDA

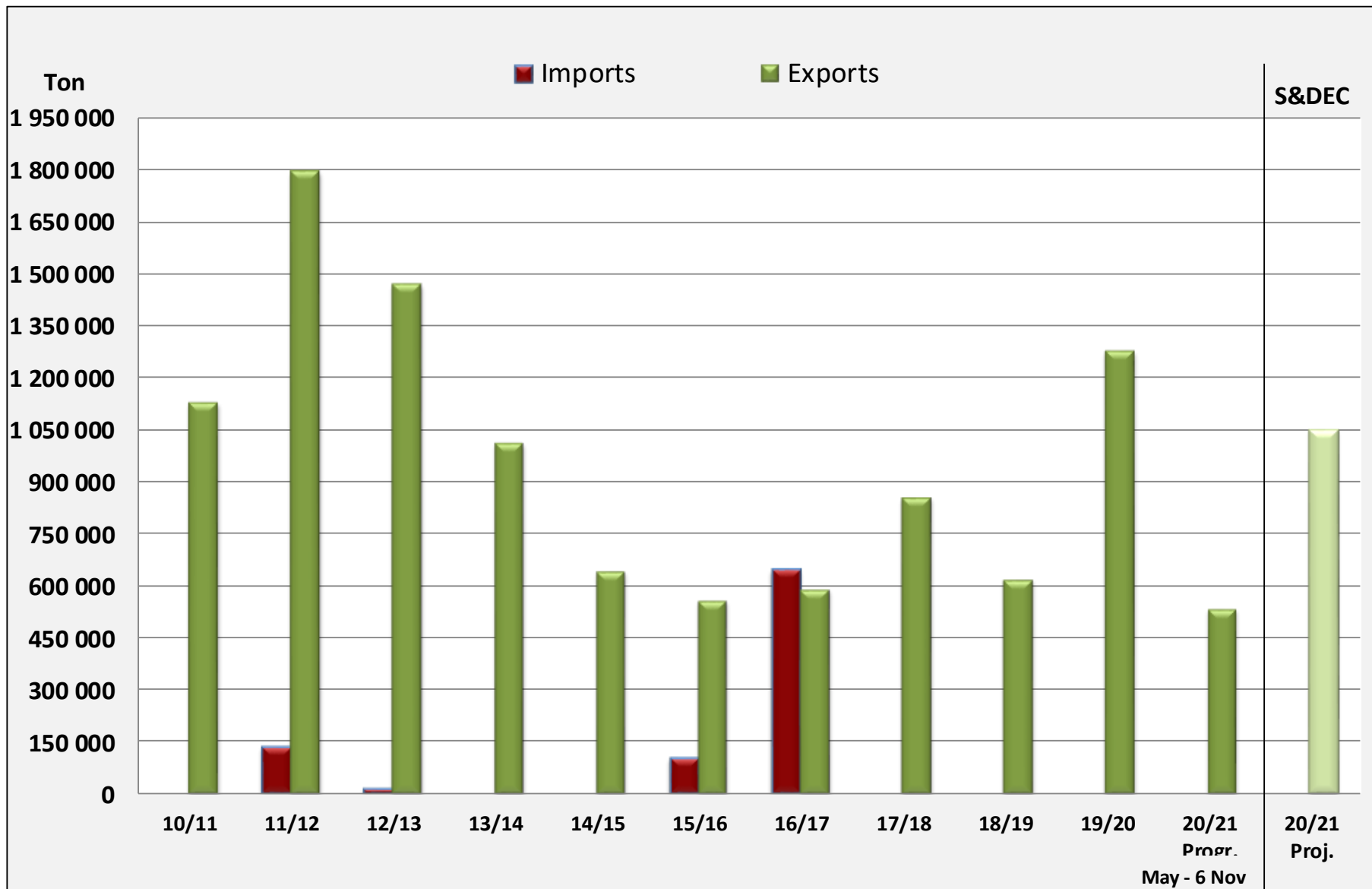
White Maize: Production & Producer Deliveries

CEC Estimates, Yield, Ha & SAGIS Deliveries



White Maize: Raw material: Imports & Exports

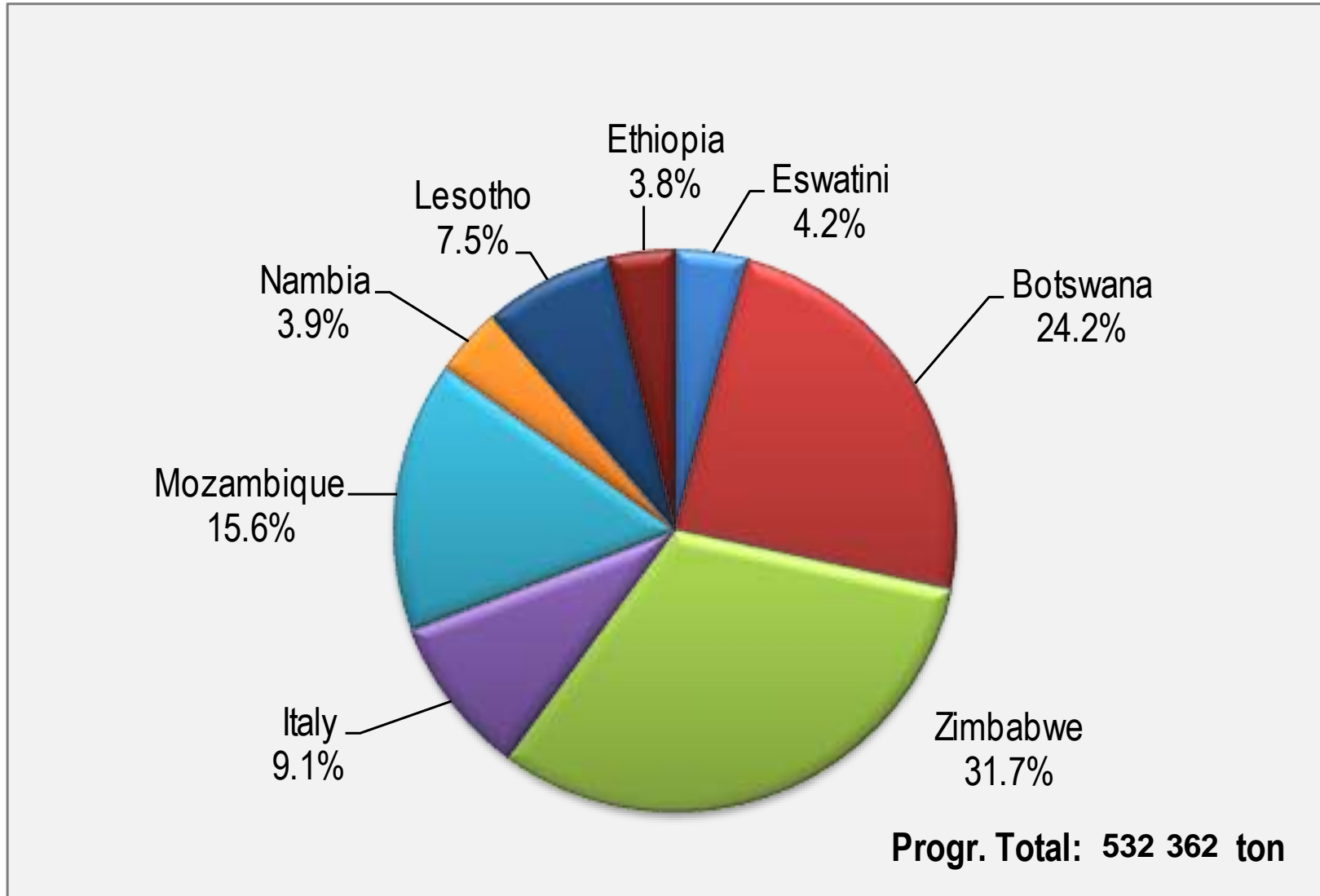
(2020/21 Progr. 1 May – 6 Nov '20)



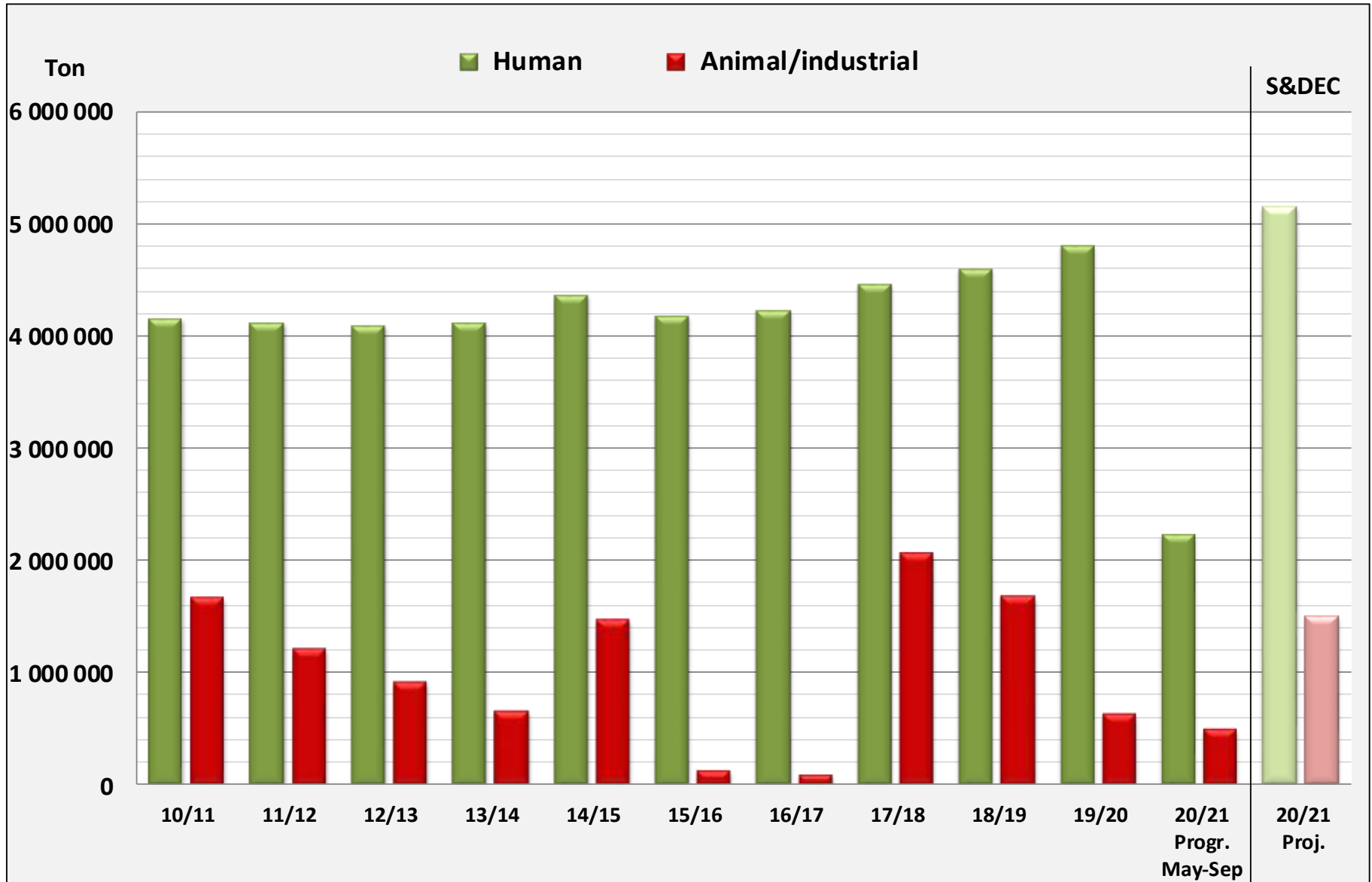
White Maize: **Exports** Raw material

Major Destinations

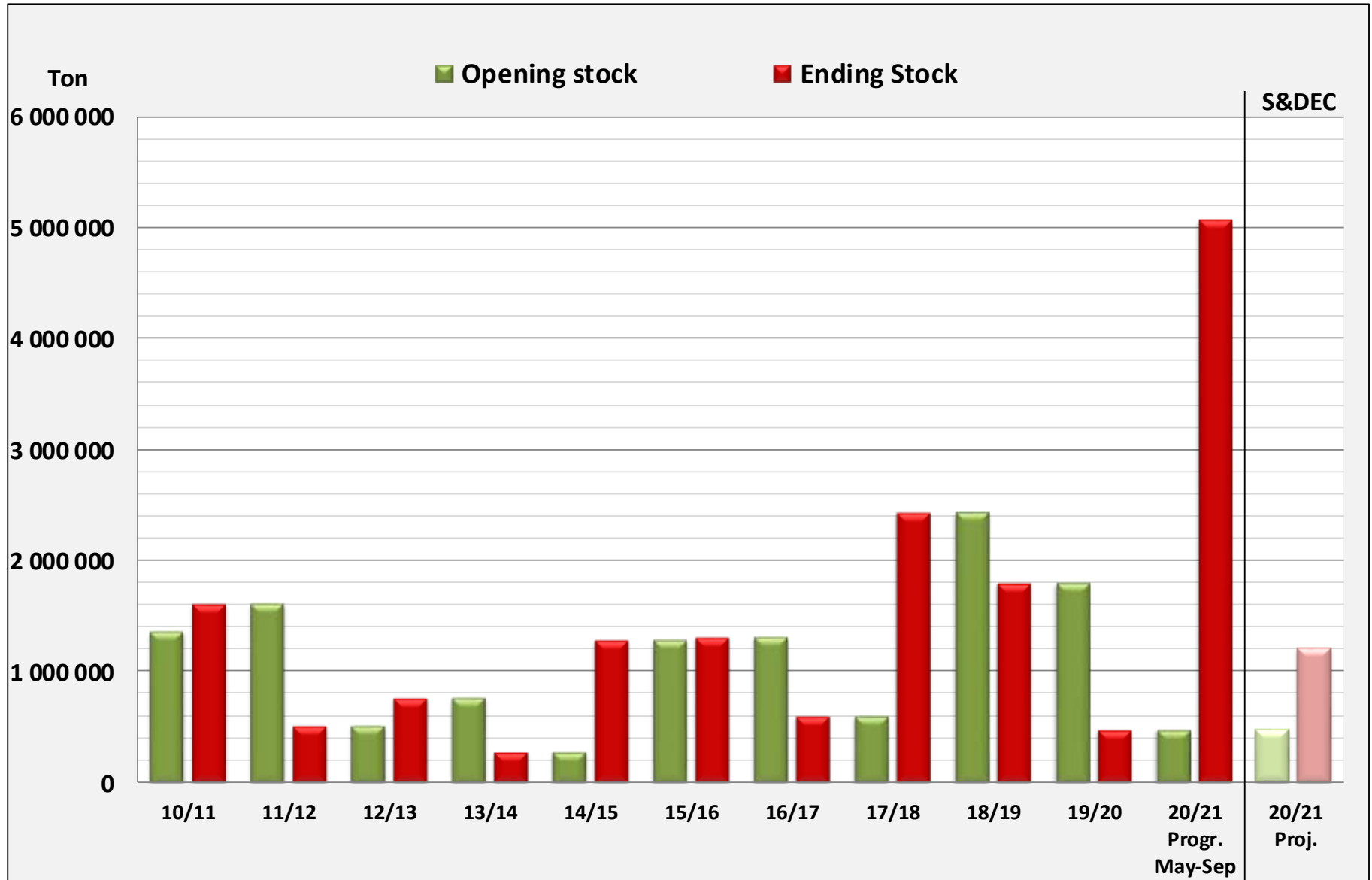
(2020/21 Progr. 1 May – 6 Nov '20)



White Maize: RSA Consumption

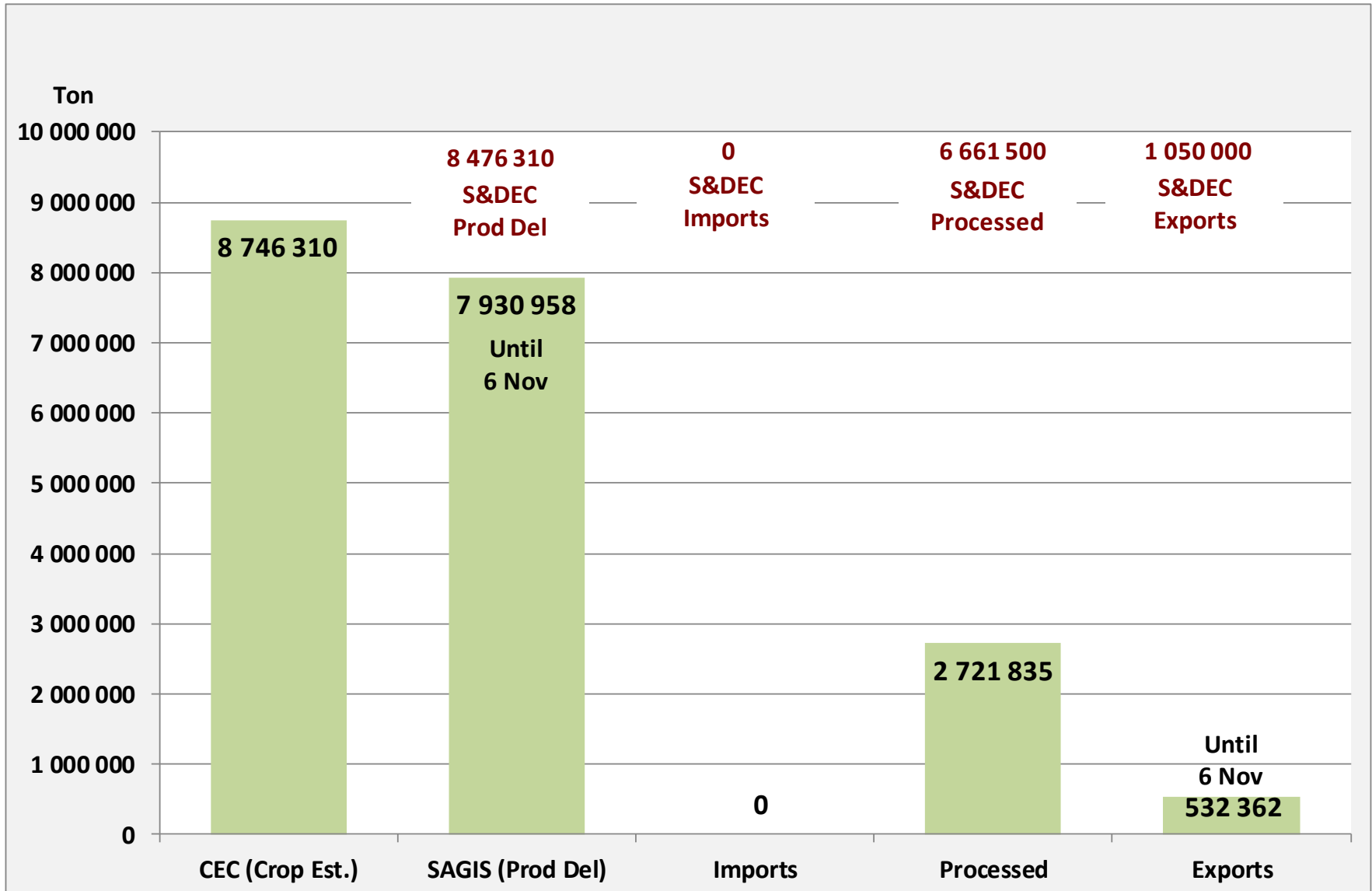


White Maize: Opening & Ending Stocks

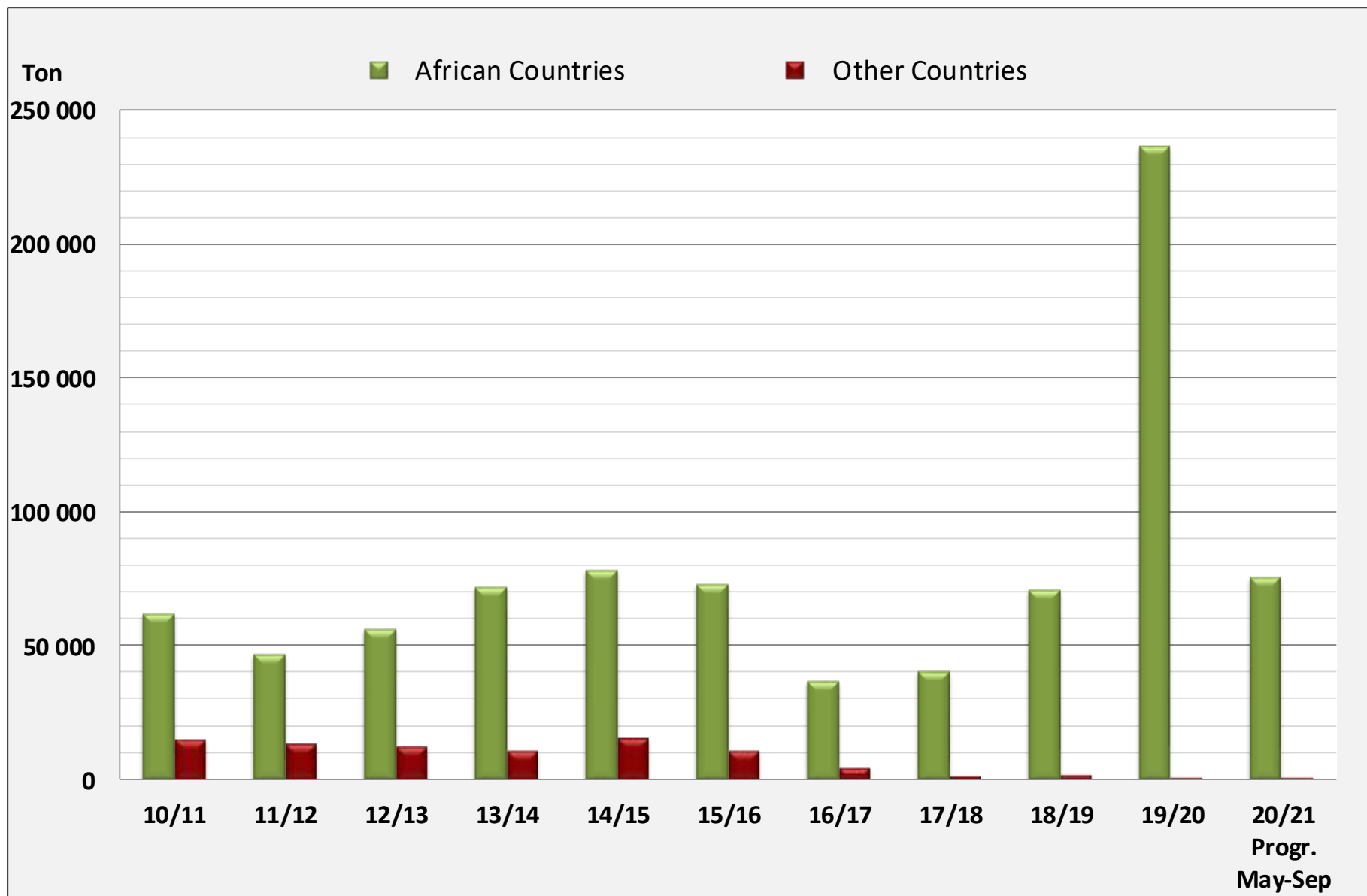


White Maize: Supply & Demand: 20/21 Marketing Year

Progr. 1 May – 30 Sep '20



White Maize: Milled for product exports





Yellow Maize



Yellow Maize: Supply & Demand

(National vs. International) (Marketing season)

Yellow Maize	SAGIS	NAMC	International (USDA)	
	May - Apr		Sep - Aug	
	Final 2019/20 '000t	Projection 2020/21 '000t	Estimate 2019/20 Mt	Projection 2020/21 Mt
Opening stocks	864.1	526.6	319.8	304.2
Producer Deliveries	5 444.6	6 273.9	1 116.3	1 158.8
Imports	509.7	0.0	167.1	177.8
Total use (Local)	5 785.5 ^(a)	4 732.5 ^(a)	1 128.4	1 155.9
Exports	534.1	1 400.0	170.6	184.5
Closing stocks	526.6 ^(b)	679.5 ^(b)	304.2	300.5

(a) Including producer withdrawals and end-users

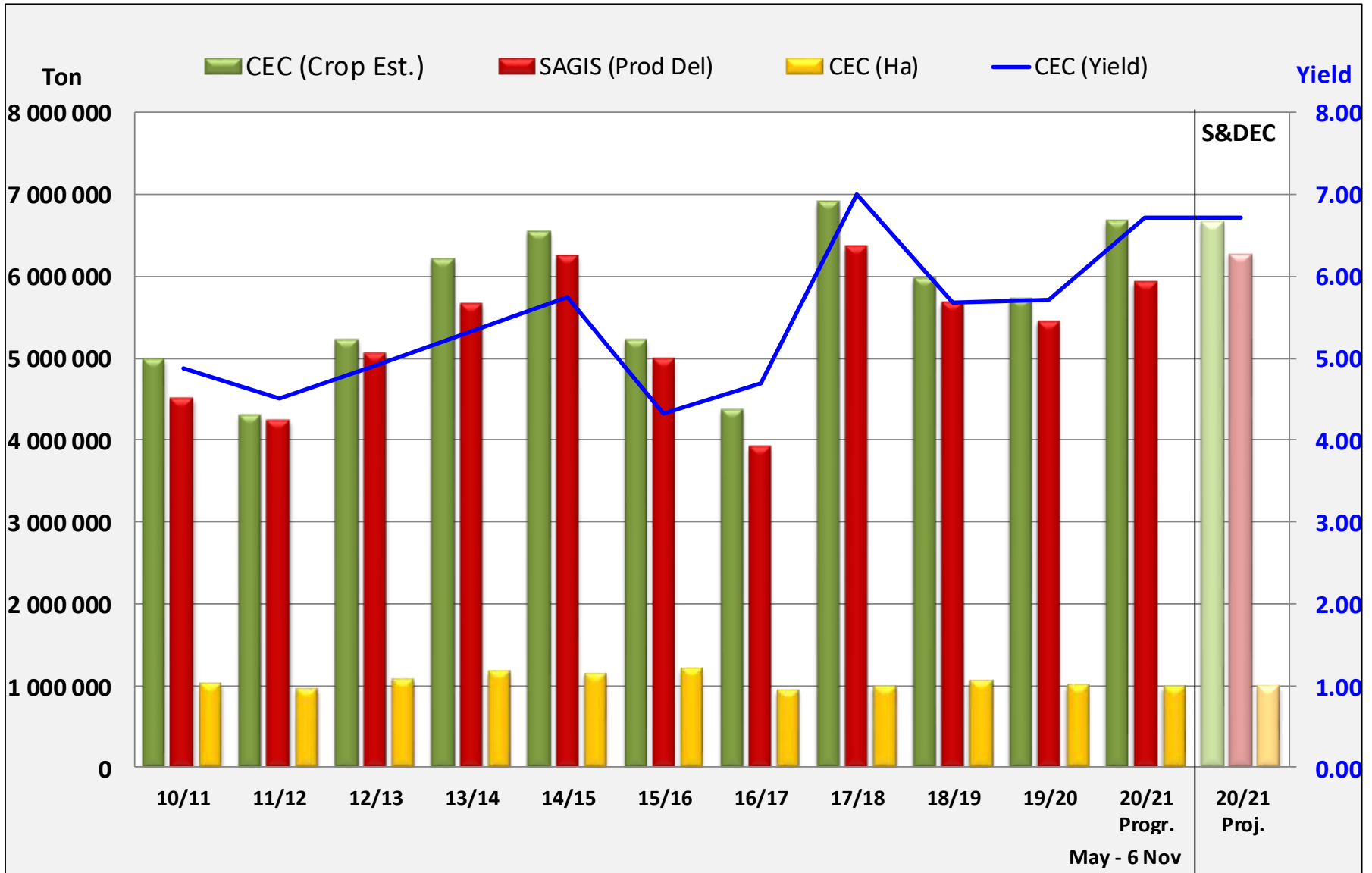
(b) All stocks, regardless of ownership thereof, in commercial structures

Sources: SAGIS, NAMC: S&DEC, USDA



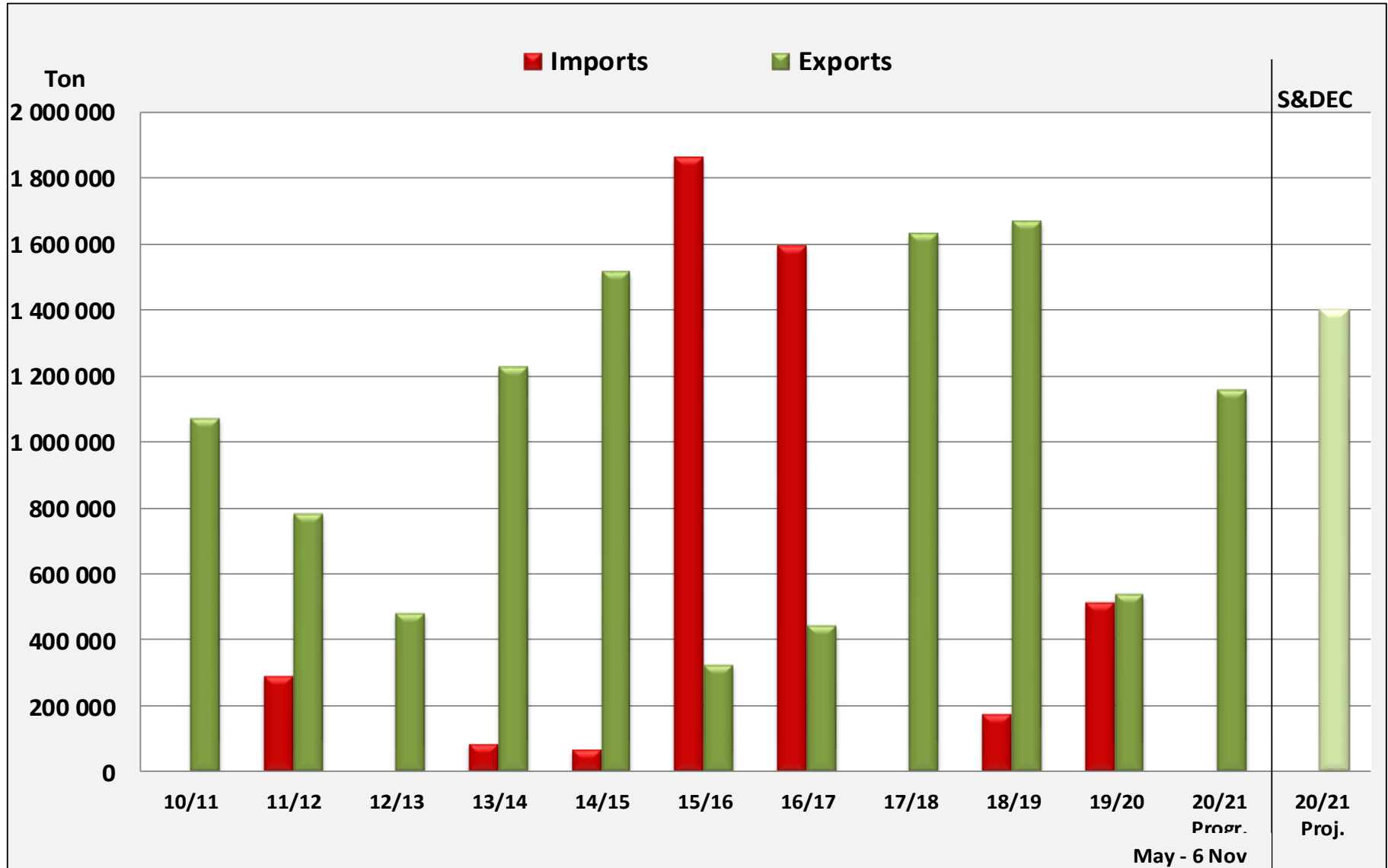
Yellow Maize: Production & Producer Deliveries

CEC Estimates, Yield, Ha & SAGIS Deliveries



Yellow Maize: Raw Material: Imports & Exports

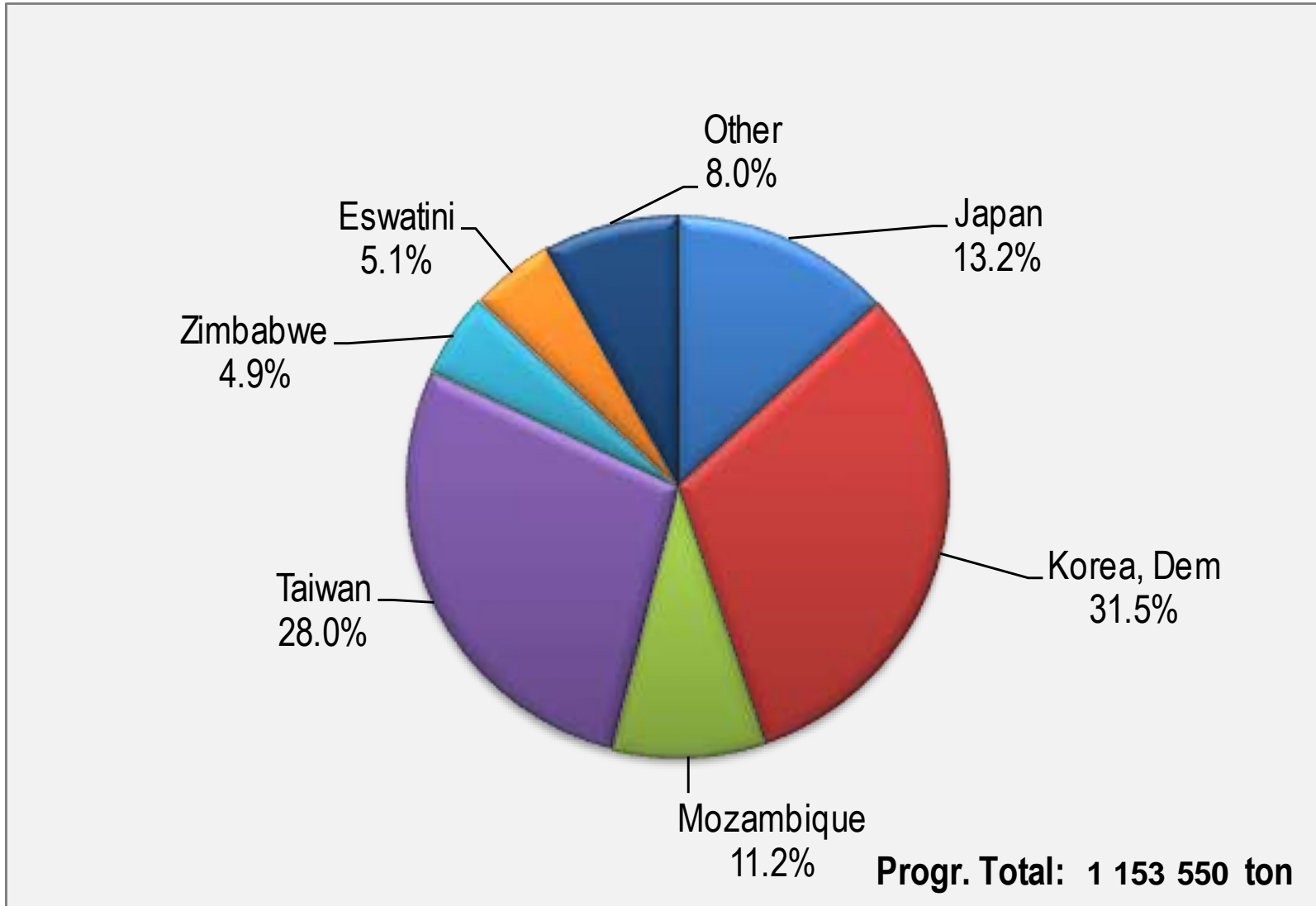
(2020/21 Progr. 1 May – 6 Nov '20)



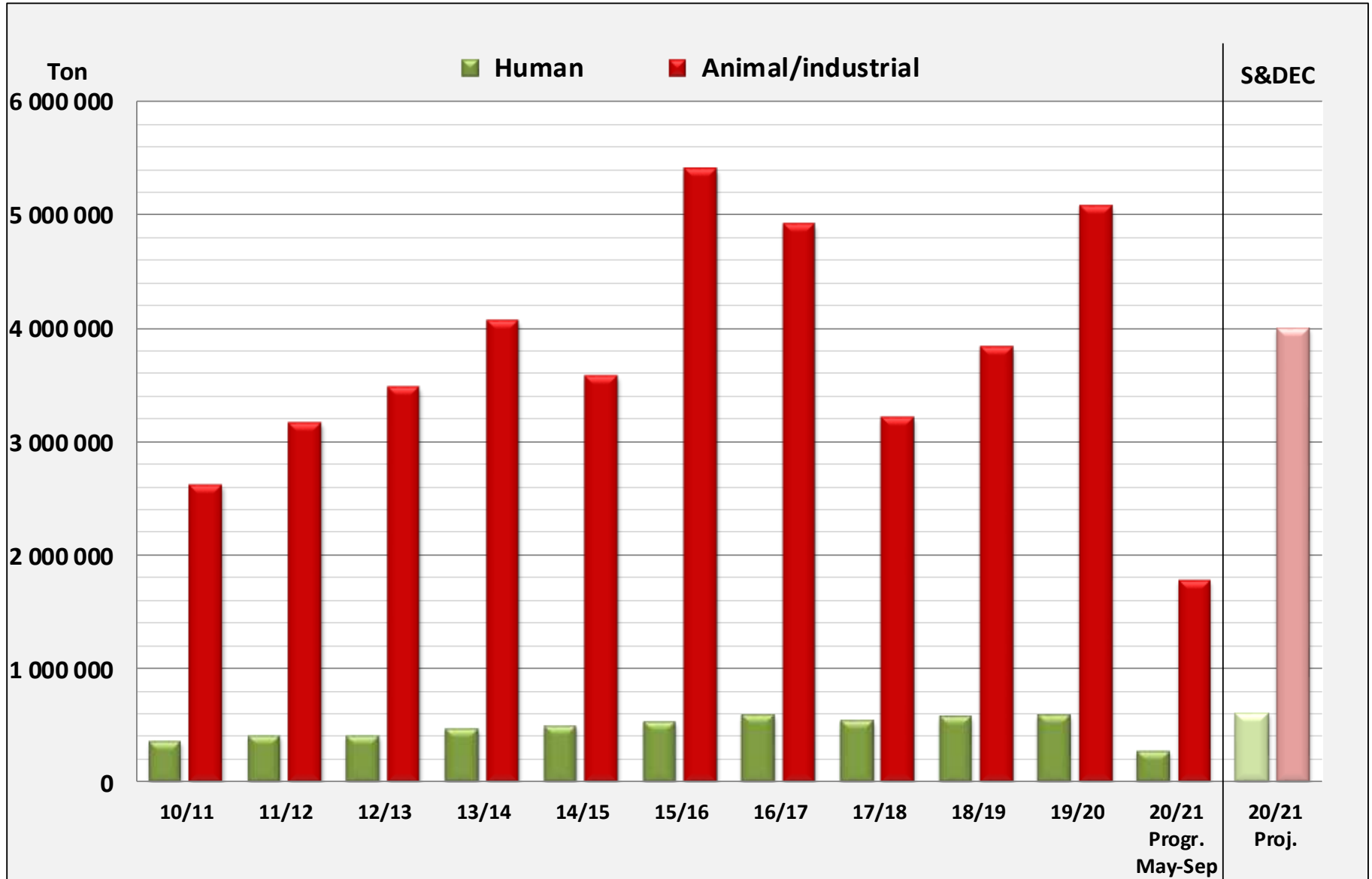
Yellow Maize: **Exports** Raw material

Major destinations

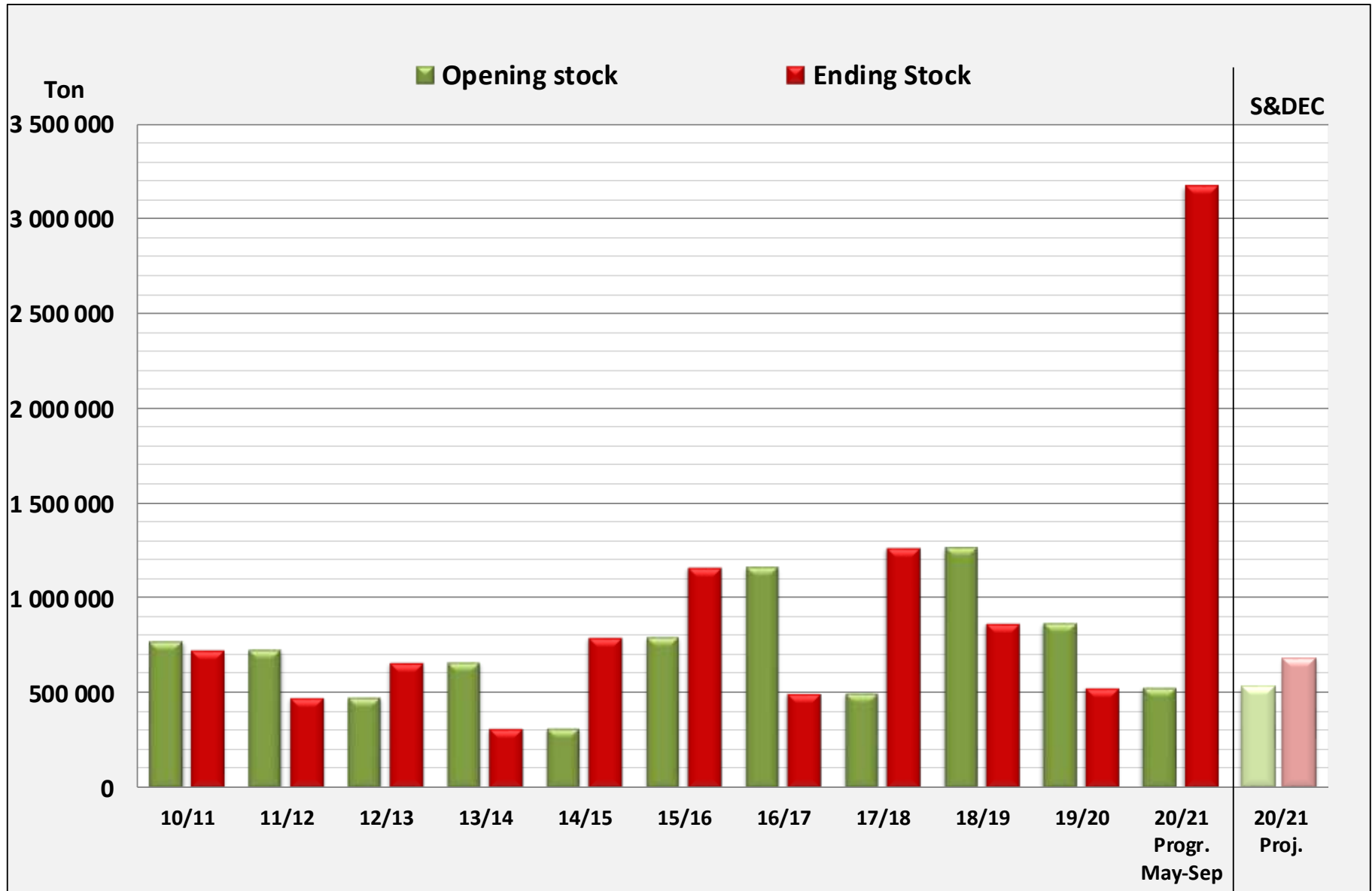
(2020/21 Progr. 1 May – 6 Oct '20)



Yellow Maize: RSA Consumption

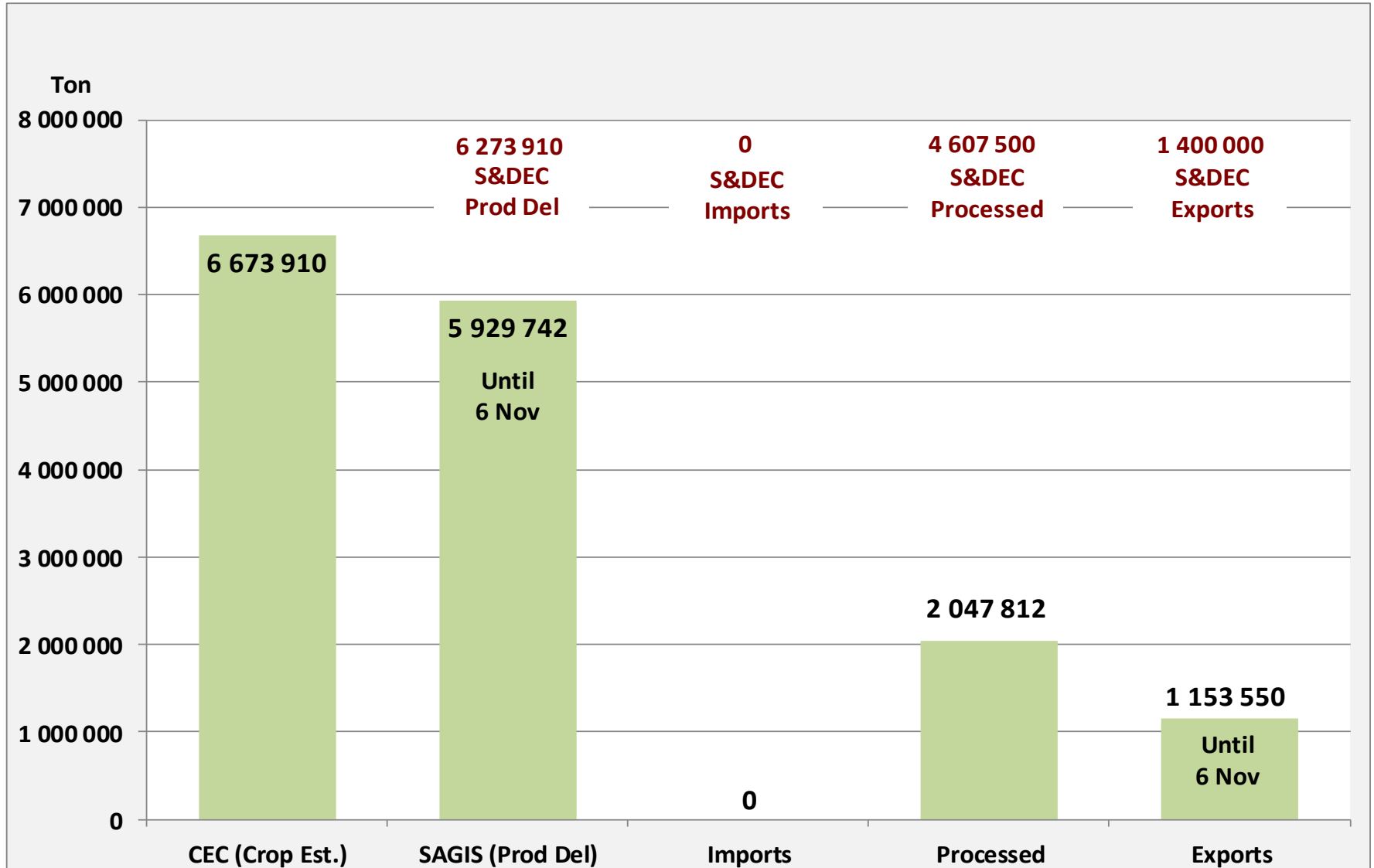


Yellow Maize: Opening & Ending Stocks

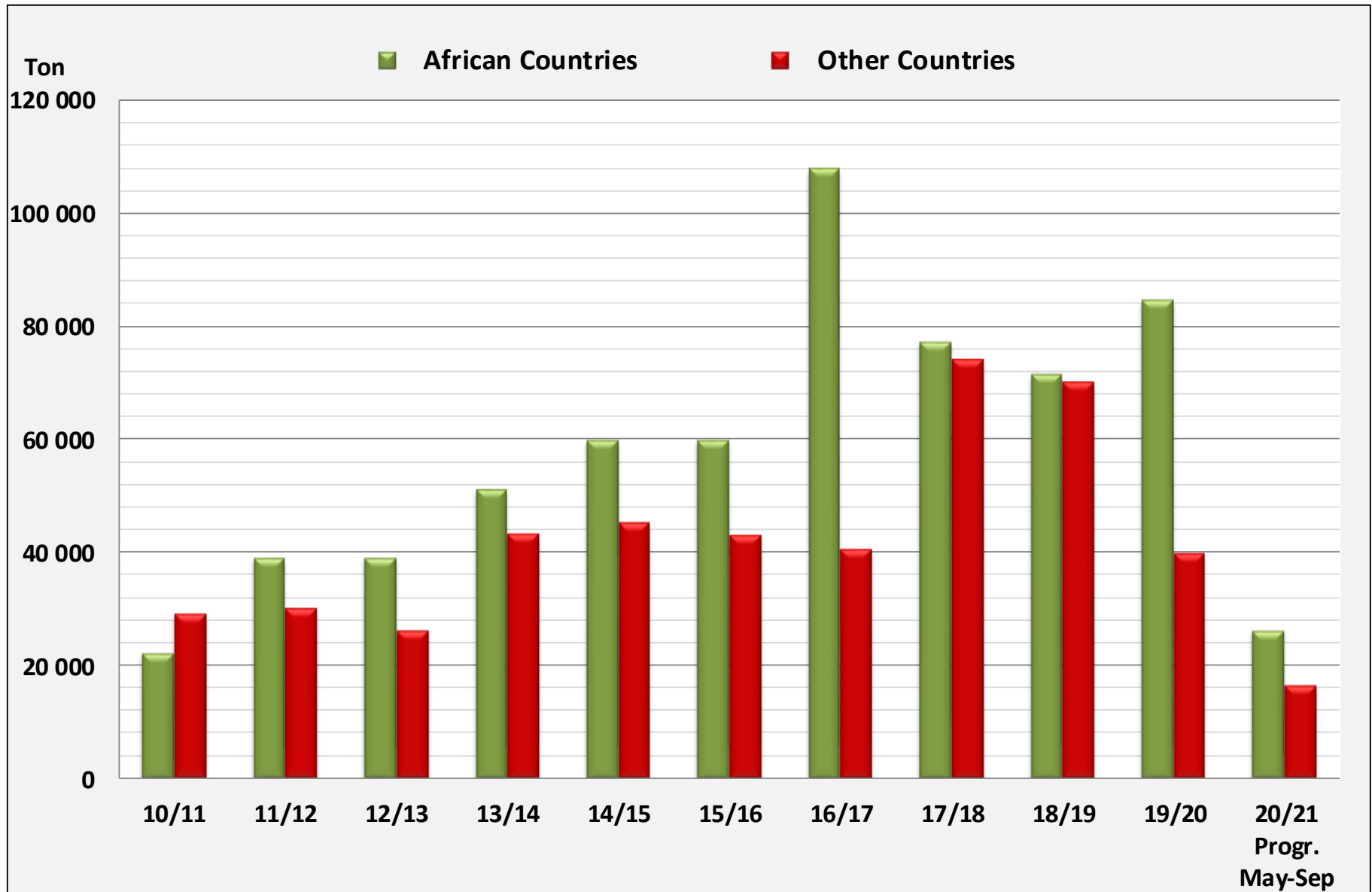


Yellow Maize: Supply & Demand: 2020/21 Marketing Year **SAGIS**

(2020/21 Progr. 1 May – 30 Sep '20)



Yellow Maize: Milled for product Exports





Total Maize



Total Maize: Supply & Demand

(National vs. International) (Marketing season)

Total Maize	SAGIS	NAMC	International (USDA)	
	May - Apr		Sep - Aug	
	Final 2019/20 '000t	Projection 2020/21 '000t	Estimate 2019/20 Mt	Projection 2020/21 Mt
Opening stocks	2 663.1	1 000.6	319.8	304.2
Producer Deliveries	10 887.1	14 750.2	1 116.3	1 158.8
Imports	509.7	0.0	167.1	177.8
Total use (Local)	11 265.7 ^(a)	11 428.0 ^(a)	1 128.4	1 155.9
Exports	1 809.5	2 450.0	170.6	184.5
Closing stocks	1 000.6 ^(b)	1 887.1 ^(b)	304.2	300.5

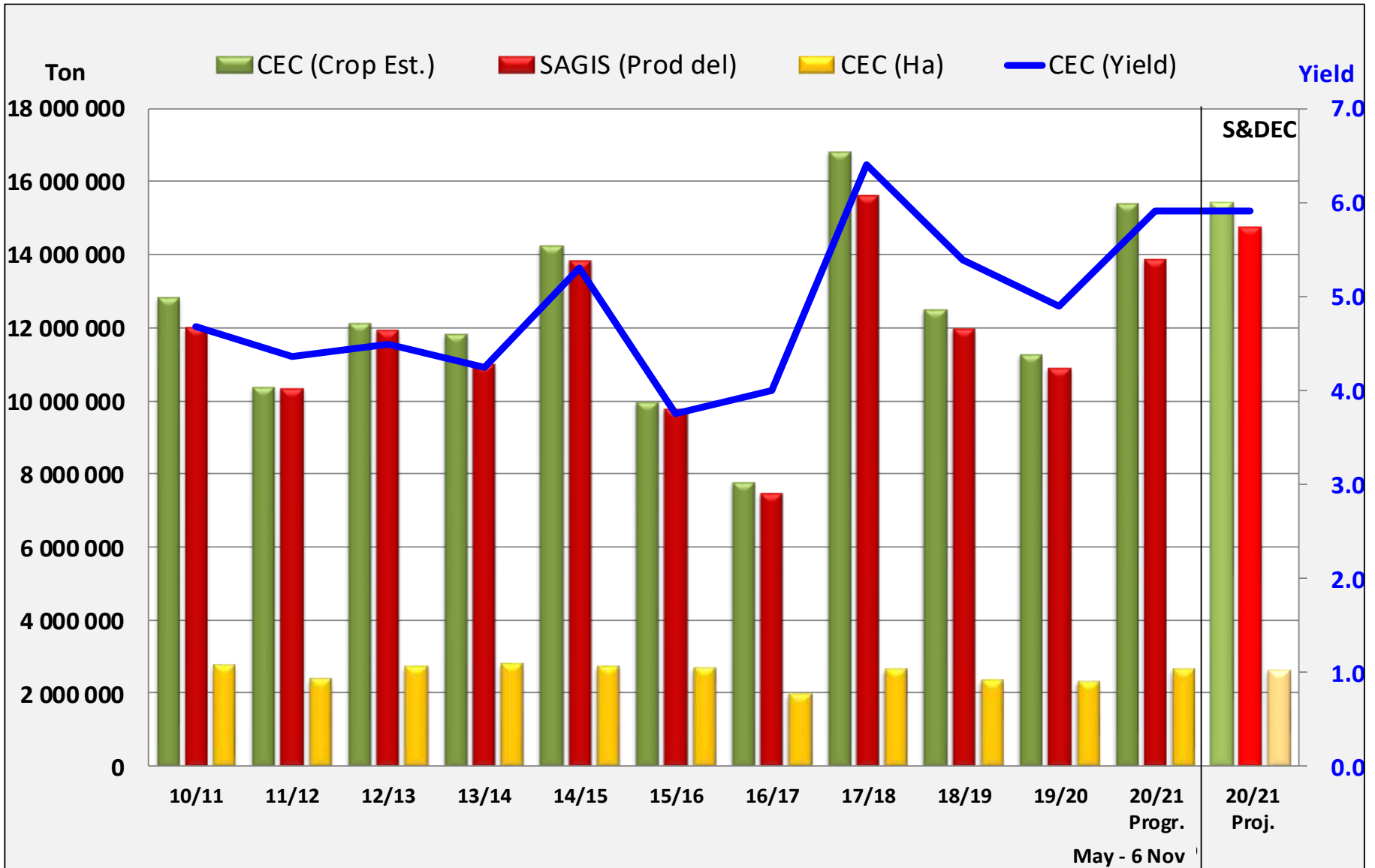
(a) Including producer withdrawals and end-users

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

Sources: SAGIS, NAMC: S&DEC, USDA

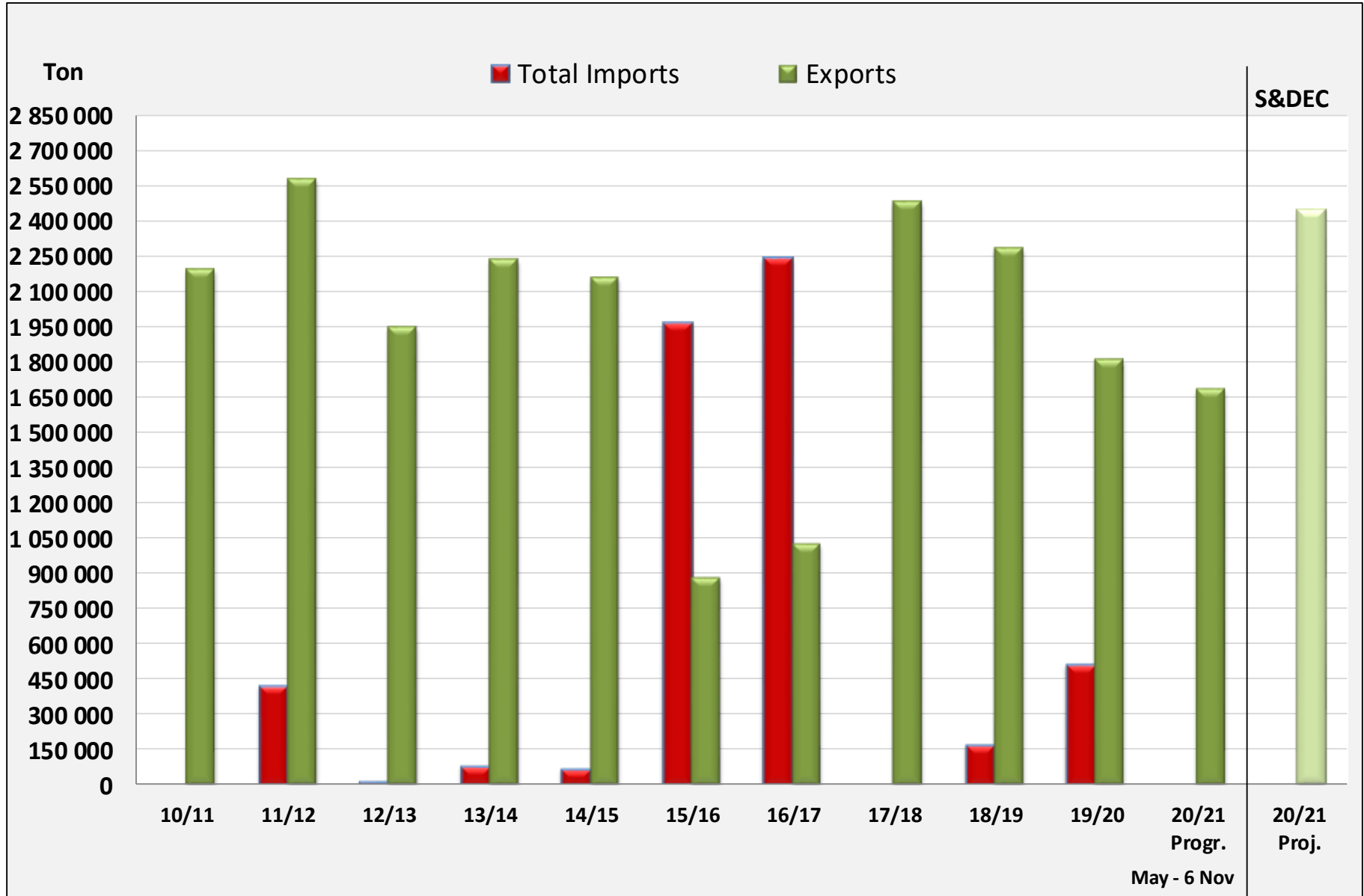
Total Maize: Production & Producer Deliveries

CEC Estimates, Yield, Ha & SAGIS Deliveries

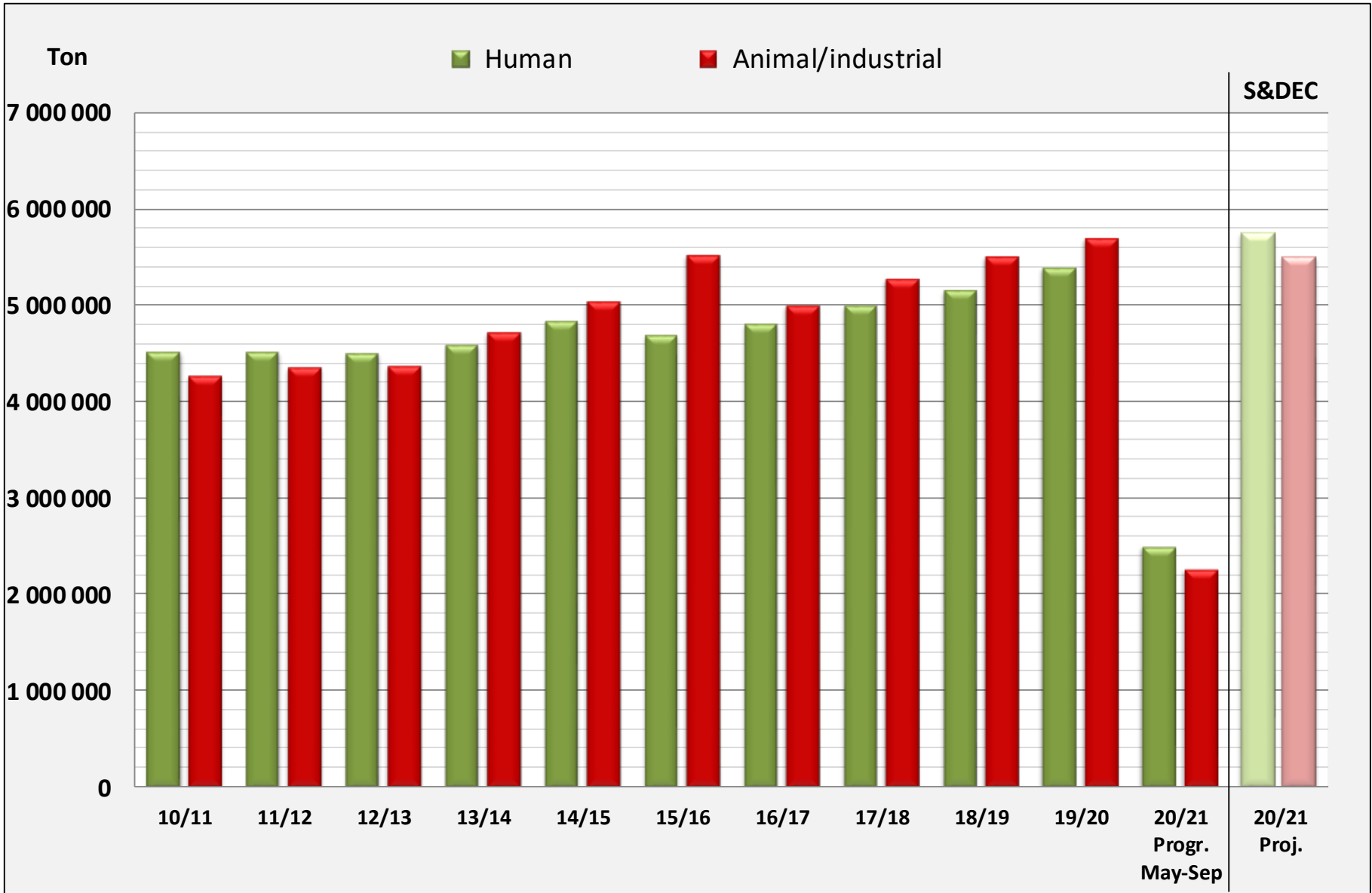


Total Maize: Imports & Exports: Raw material

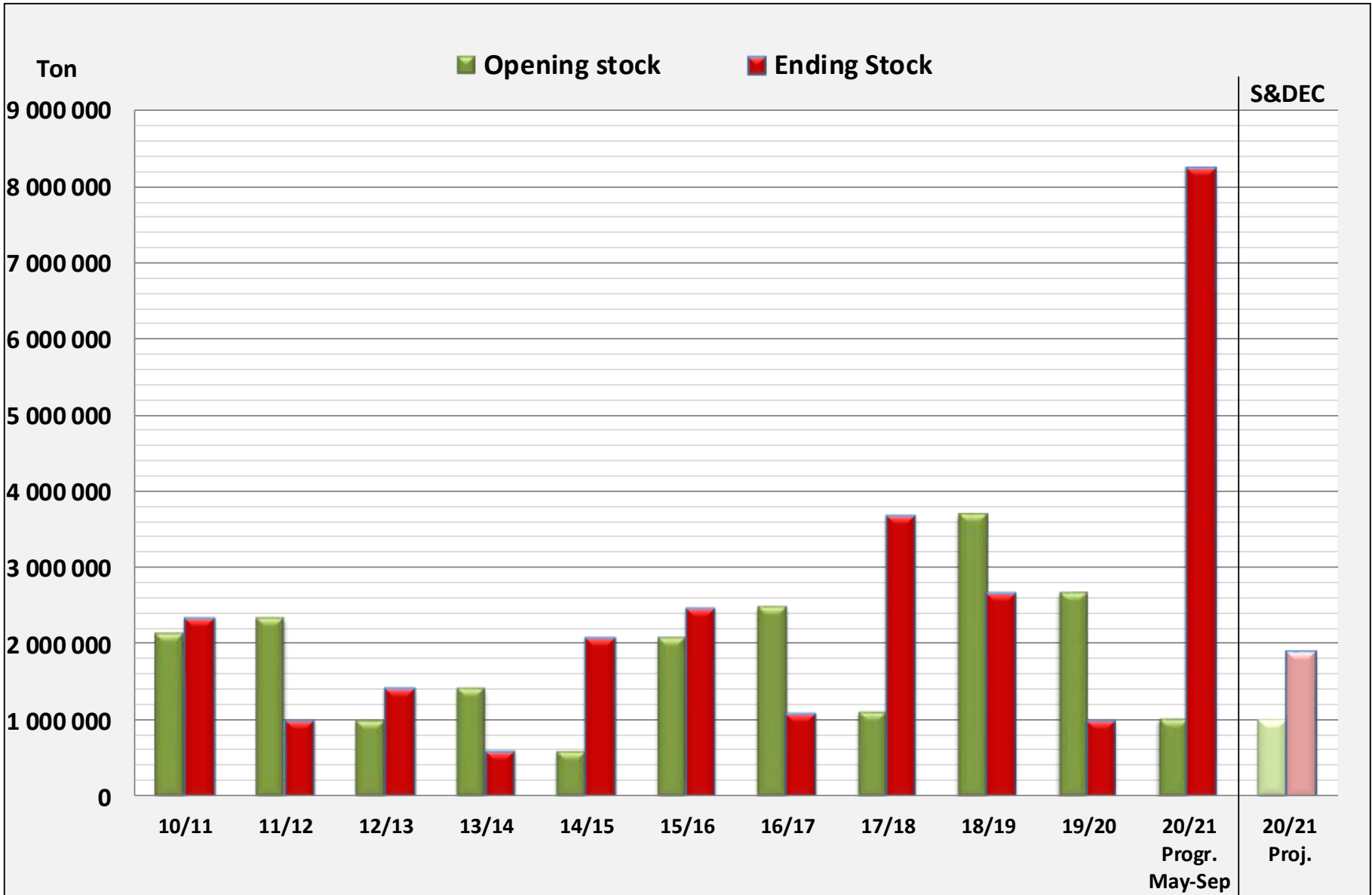
(2020/21 Progr. 1 May – 6 Nov '20)



Total Maize: RSA Consumption

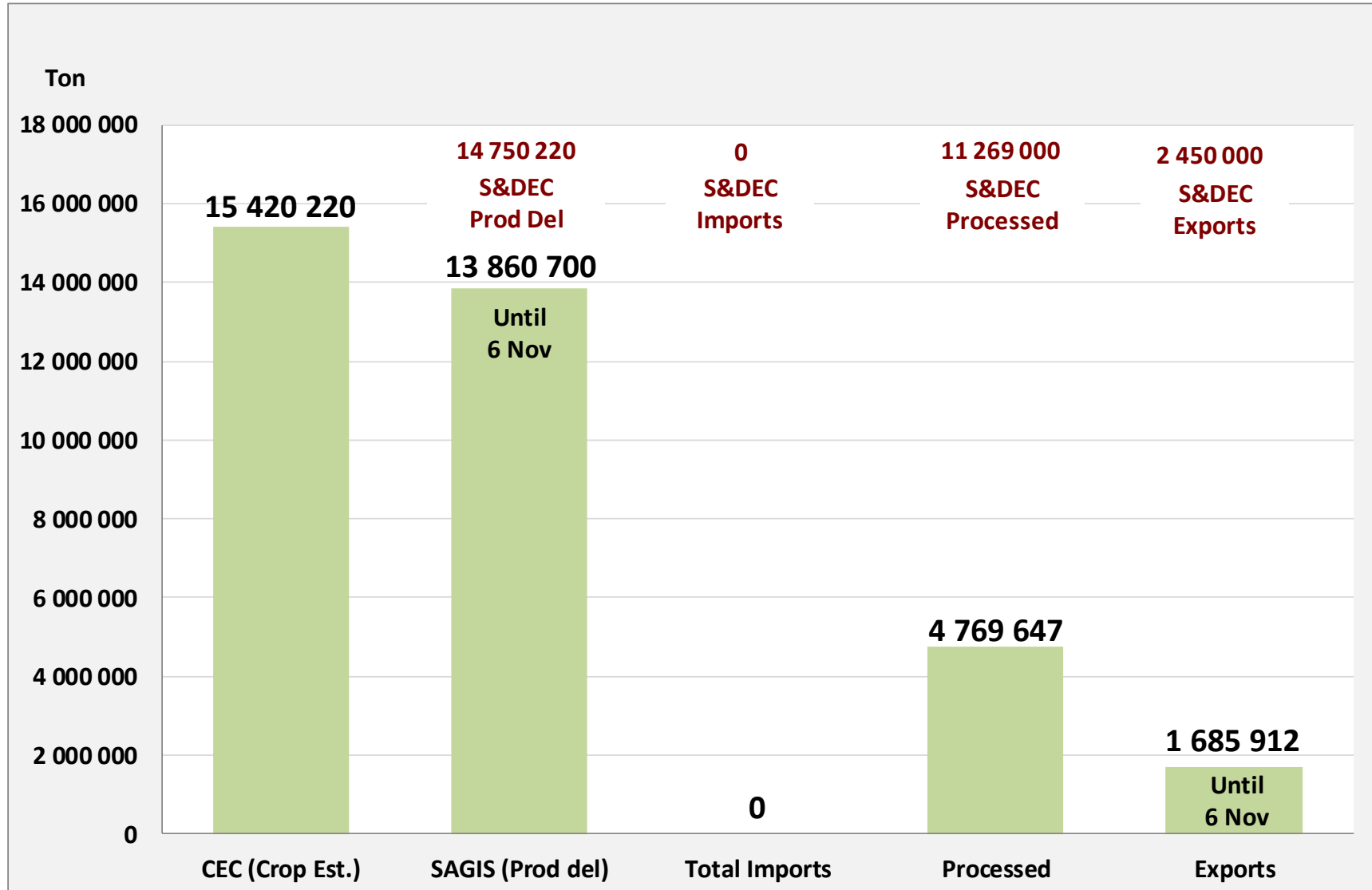


Total Maize: Opening & Ending Stocks

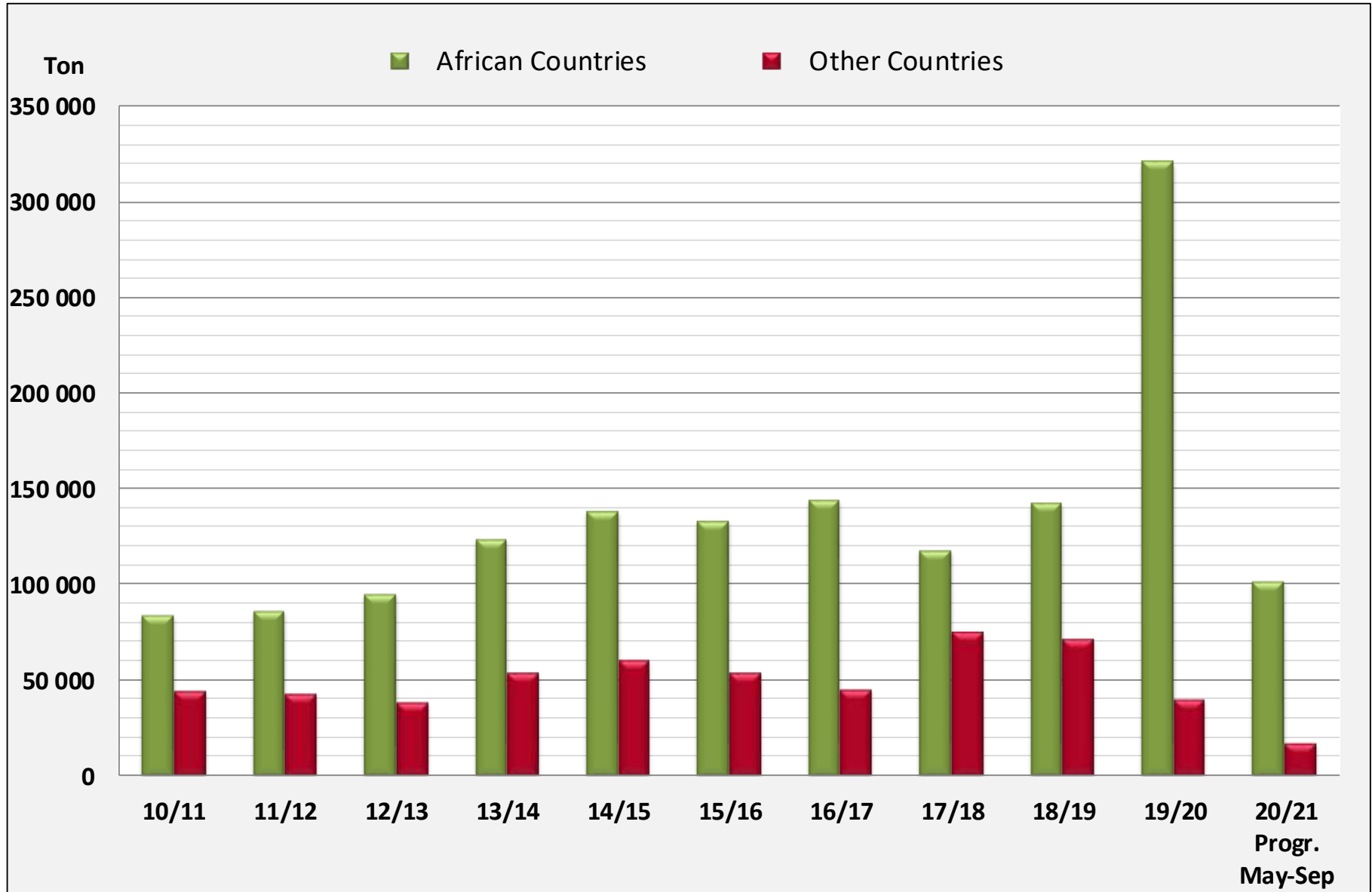


Total Maize: Supply & Demand: 2020/21 Marketing Year

(2020/21 Progr. 1 May – 30 Sep '20)



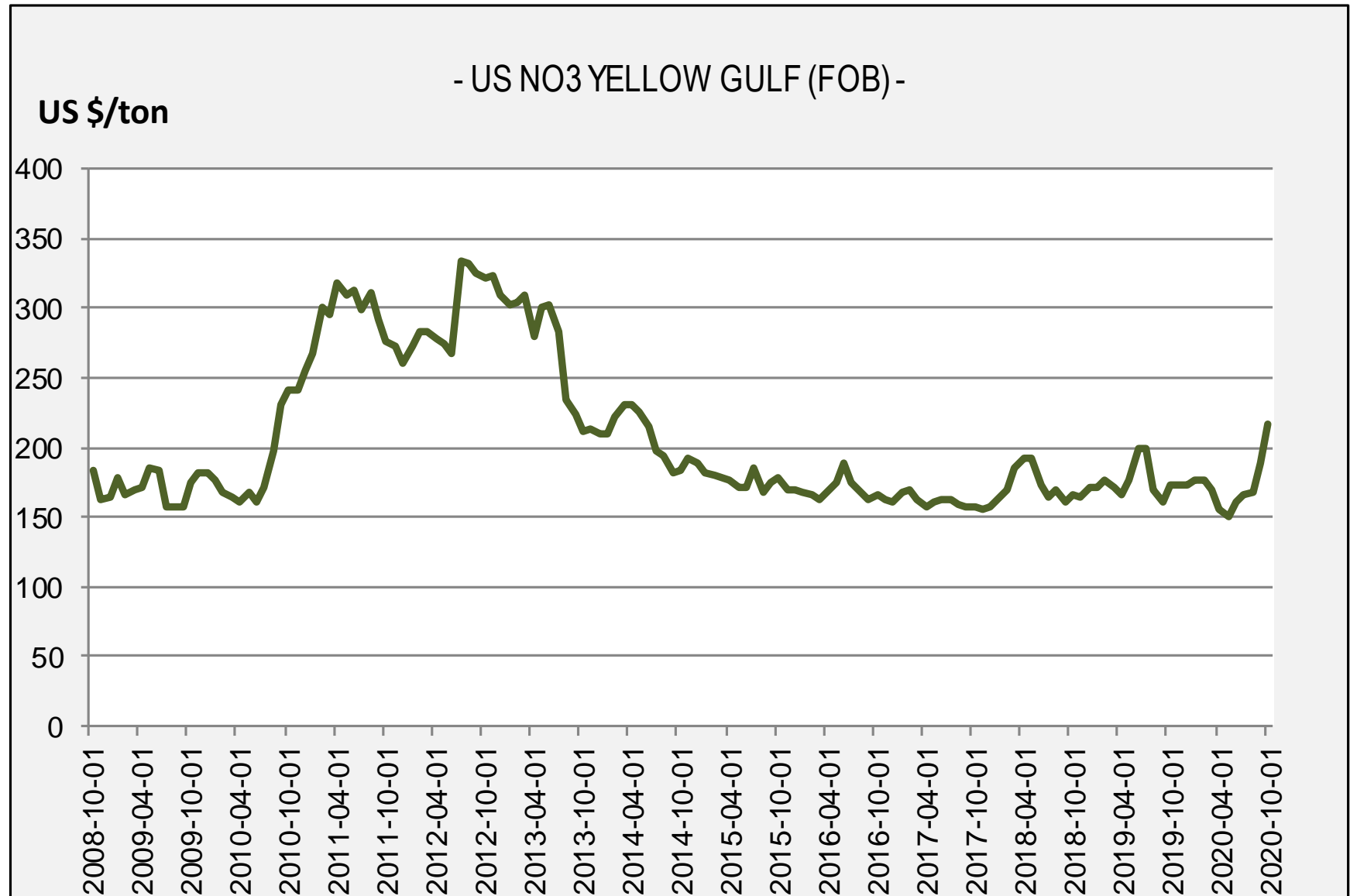
Total Maize: Milled for product exports



A small, metallic-looking globe is positioned in the upper right quadrant of the image. It sits on a dense, overlapping pile of Euro banknotes. The banknotes are in shades of light green and yellow, with some clearly showing the number '10' and 'EURO'. The background is a soft-focus field of more banknotes, creating a sense of depth and abundance. The overall lighting is bright and even, highlighting the textures of the paper and the metallic sheen of the globe.

Price Movements

FOB: Maize World Prices



Price Movements: Comparison JSE Commodities

	2020/11/11		2020/10/12		2019/11/11
	Price R/Ton	% Month on Month	Price R/Ton	% Year on Year	Price R/Ton
<i>Future prices for March 2021</i>					
Yellow Maize	3418.00	-0.47	3434.00	30.11	2627.00
White Maize	3469.00	0.03	3468.00	30.76	2653.00
<i>Future prices for May 2021</i>					
Yellow Maize	3080.00	0.26	3072.00	17.78	2615.00
White Maize	3025.00	-2.95	3117.00	15.02	2630.00

Source: SAFEX

Price Movements: Comparison CBOT

	2020/11/11		2020/10/12		2019/11/11
	Price \$/Ton	% Month on Month	Price R/Ton	% Year on Year	Price R/Ton
<i>US NO 3 Yellow Maize</i>					
March '21	168.10	7.67	156.13	11.78	150.39
May '21	169.76	7.64	157.71	10.96	152.99

Source: CBOT

Indicative import parity prices

2020/11/10	USA Gulf (no.3Y)	Argentine Up River
	Dec '20	Nov '20
	\$/t	\$/t
International FOB prices	224.00	227.00
Freight Rates	30.00	22.00
Insurance (0.3% of FOB)	0.67	0.68
1 <i>COST, INSURANCE AND FREIGHT (CIF)</i> \$/t <i>Converted to R/t</i>	254.67	249.68
R/\$ Exchange rate on: 2020/11/10	15.4308	15.4308
2 <i>COST, INSURANCE AND FREIGHT (CIF)</i> R/t	3929.76	3852.76
Financing cost	22.61	22.17
3 <i>COST, INSURANCE, FREIGHT AND FINANCING</i>	3952.37	3874.93
Discharging cost:		
- Cape Town	212.55	212.55
- Durban	202.93	202.93
Import Tariff	0.00	0.00
4 <i>FREE ON RAIL (FOR)</i> R/t		
- Cape Town	4164.92	4087.48
- Durban	4155.30	4077.86
Railage cost - Durban to Randfontein	517.52	517.52
5 <i>DELIVERED</i>		
- Durban to Randfontein R/t	4672.82	4595.38
6 SAFEX Randfontein (2019/11/12)	3758.60	3548.27

Indicative export parity prices

2020/11/10		US No3Y Maize/ Mielies Gulf/Golf (b)
		Dec '20
FOB Gulf value	(\$/t)	224.00
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)	234.00
R/\$ Exchange rate on: 2020/11/10		15.4308
FOB Gulf value	(R/t)	3610.81
Marketing costs:		
Financing (Prime rate 10.50% - 30 days)	(R/t)	20.77
Railage:		
Randfontein – Durban harbour		517.52
Loading costs:	(R/t)	
Durban Harbour (Mainly spout method)		207.60
EXPORT REALISATION:	(R/t)	
Randfontein		2864.92
SAFEX Randfontein (2019/11/12)		3241.08

Source: IGC

SARS FOB Prices: Imports

Previous years: May – April

2020/21: Progr. May – Sep '20

1005.90.90 Maize Other 1005.90.10 Maize Kernels		Progr. 2020/21 May - Sep '20	2019/20 (May - Apr)	2018/19 (May - Apr)
Imports	Quantity (Ton)	361	491 427	174 877
Total value of imports	FOB value (R'000)	1 209	1 257 565	437 350
Value per ton	R/Ton	3 349	2 559	2 501

Source: SARS

SARS FOB Prices: **Exports**

Previous years: May – April

2020/21: Progr. May – Sep '20

1005.90.90 Maize Other 1005.90.10 Maize Kernels		Progr. 2020/21 May - Sep '20	2019/20 (May - Apr)	2018/19 (May - Apr)
Exports	Quantity (Ton)	1 465 709	1 366 569	2 017 278
Total value of imports	FOB value (R'000)	4 846 570	4 705 816	5 407 024
Value per ton	R/Ton	3 307	3 444	2 680

Source: SARS

Imports: SARS FOB Prices

(2020/21 Progr. May – Sep '20)

Country	Ton	FOB value R'000	Rand/ton
Argentina	0.500	16.22	32 448.00
Belgium	14.500	156.00	10 758.28
Botswana	0.005	0.04	8 000.00
Chile	0.147	4.49	30 523.10
Eswatini	53.135	97.25	1 830.16
Lesotho	101.570	352.82	3 473.68
Ghana	1.990	12.39	6 228.14
Hungary	0.100	3.44	34 360.00
Indonesia	0.001	0.09	77 500.00
Lesotho	0.702	1.18	1 684.96
Lithuania	0.023	0.02	835.53
Poland	0.075	0.23	3 093.33
Turkey	0.250	7.11	28 420.00
United Kingdom	0.005	3.01	608 484.85
United States	0.461	49.95	108 283.47
Unknown	187.483	504.85	2 692.78
Zambia	0.055	0.59	10 688.41
Total	361.002	1 209.68	3 350.90

Progr. May - Sep '20

Source: SARS

Exports: SARS FOB Prices

(2020/21 Progr. May – Sep '20)

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
Angola	478.000	2 212.50	4 628.66
Australia	20.074	235.61	11 736.84
Benin	286.000	2 720.70	9 512.93
Botswana	136 299.553	367 423.97	2 695.71
Brazil	51.160	472.40	9 233.68
Cameroon	62.760	439.11	6 996.65
China	37.080	466.08	12 569.61
Congo Dem Rep Of	46.204	759.98	16 448.47
Cote D Ivoire	1 951.027	17 063.33	8 745.82
Djibouti	234.000	1 929.93	8 247.57
Estonia	156.000	1 687.95	10 820.17
Eswatini	72 731.060	197 786.56	2 719.42
France	1 306.295	8 266.07	6 327.87
Gambia	78.000	768.21	9 848.85
Ghana	154.791	1 468.14	9 484.65
Guinea	2.500	155.80	62 318.00
India	5 709.060	47 937.03	8 396.66
Indonesia	52.000	521.86	10 035.83
Iraq	26.000	262.37	10 090.96
Japan	100 183.203	321 941.59	3 213.53
Kenya	26 412.143	97 270.97	3 682.81
Korea, Rep Of	373 492.047	1 217 810.95	3 260.61
Lebanon	100.000	857.01	8 570.14
Lesotho	38 854.457	101 231.41	2 605.40
Liberia	78.000	742.29	9 516.56
Malawi	796.038	3 156.80	3 965.64
Malaysia	473.799	4 834.69	10 204.08
Mauritius	3.949	189.47	47 978.48
Mozambique	79 822.377	236 025.98	2 956.89

Country	Ton	FOB value R'000	Rand per ton
Namibia	39 536.522	116 650.55	2 950.45
Nepal	125.000	1 267.31	10 138.48
Netherlands	602.000	6 197.21	10 294.37
New Zealand	14.029	251.93	17 957.78
Nigeria	106.675	1 090.69	10 224.40
Poland	24.000	237.34	9 889.00
Russian Federation	50.032	467.61	9 346.20
Saudi Arabia	613.330	3 506.32	5 716.85
Singapore	534.002	2 424.75	4 540.71
Sri Lanka	256.325	2 505.29	9 773.90
Syrian Arab Republic	50.000	768.65	15 372.92
Taiwan, Prov of China	267 161.977	825 108.31	3 088.42
Tanzania	2.383	108.75	45 639.36
Thailand	1 593.358	17 898.28	11 233.05
Togo	571.000	5 595.46	9 799.40
Turkey	728.000	6 768.51	9 297.41
United Arab Emirates	4 030.625	35 972.44	8 924.78
United Kingdom	169.893	1 670.79	9 834.36
United States	2.294	50.41	21 971.07
Unknown	172.677	1 334.80	7 730.05
Vietnam	140 130.106	430 229.62	3 070.22
Zambia	85.910	704.70	8 202.72
Zimbabwe	169 251.315	749 121.46	4 426.09
Total	1 465 709.029	4 846 569.88	3 306.64

Progr. May - Sep '20

Source: SARS

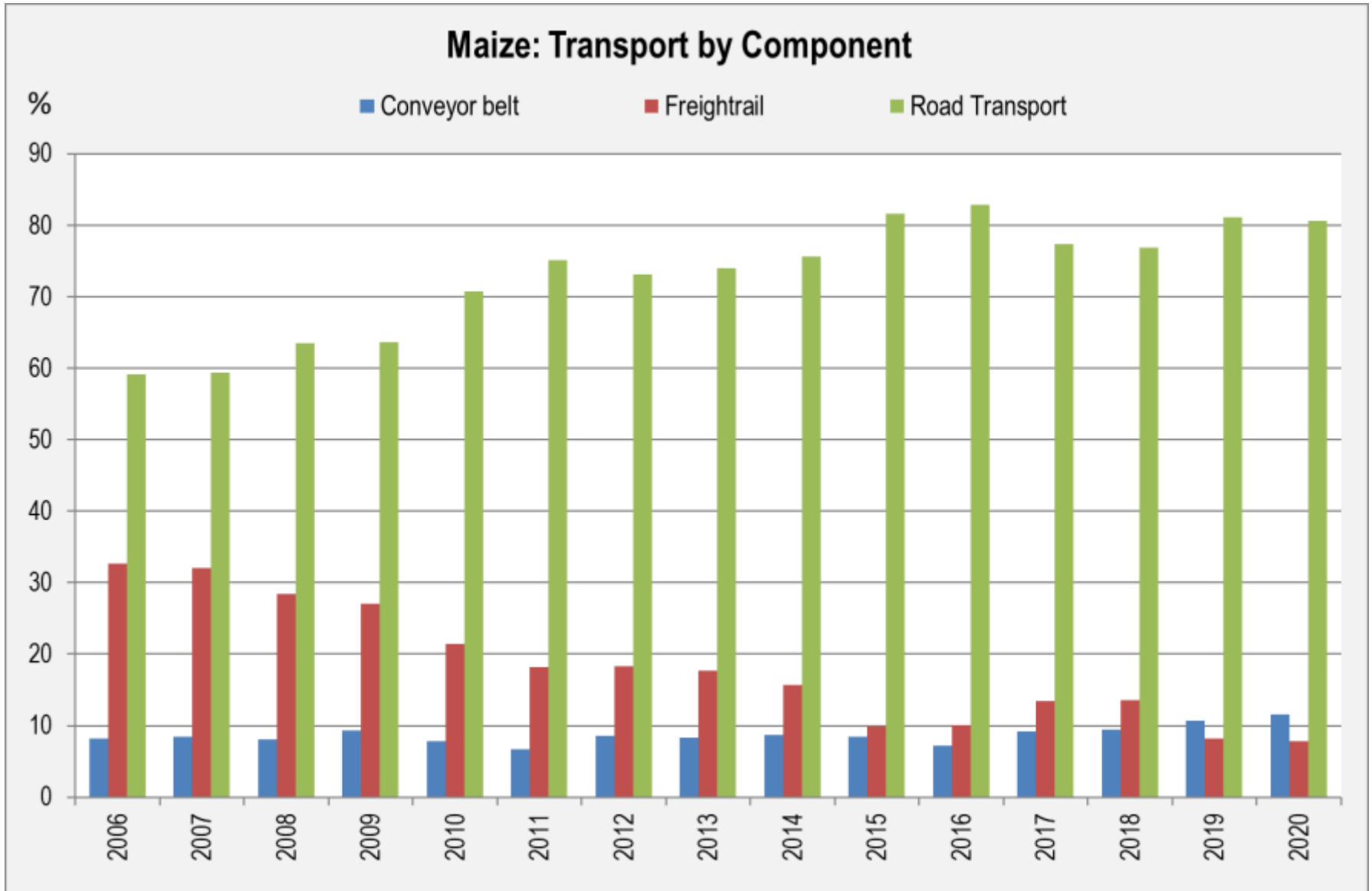




Transport Component

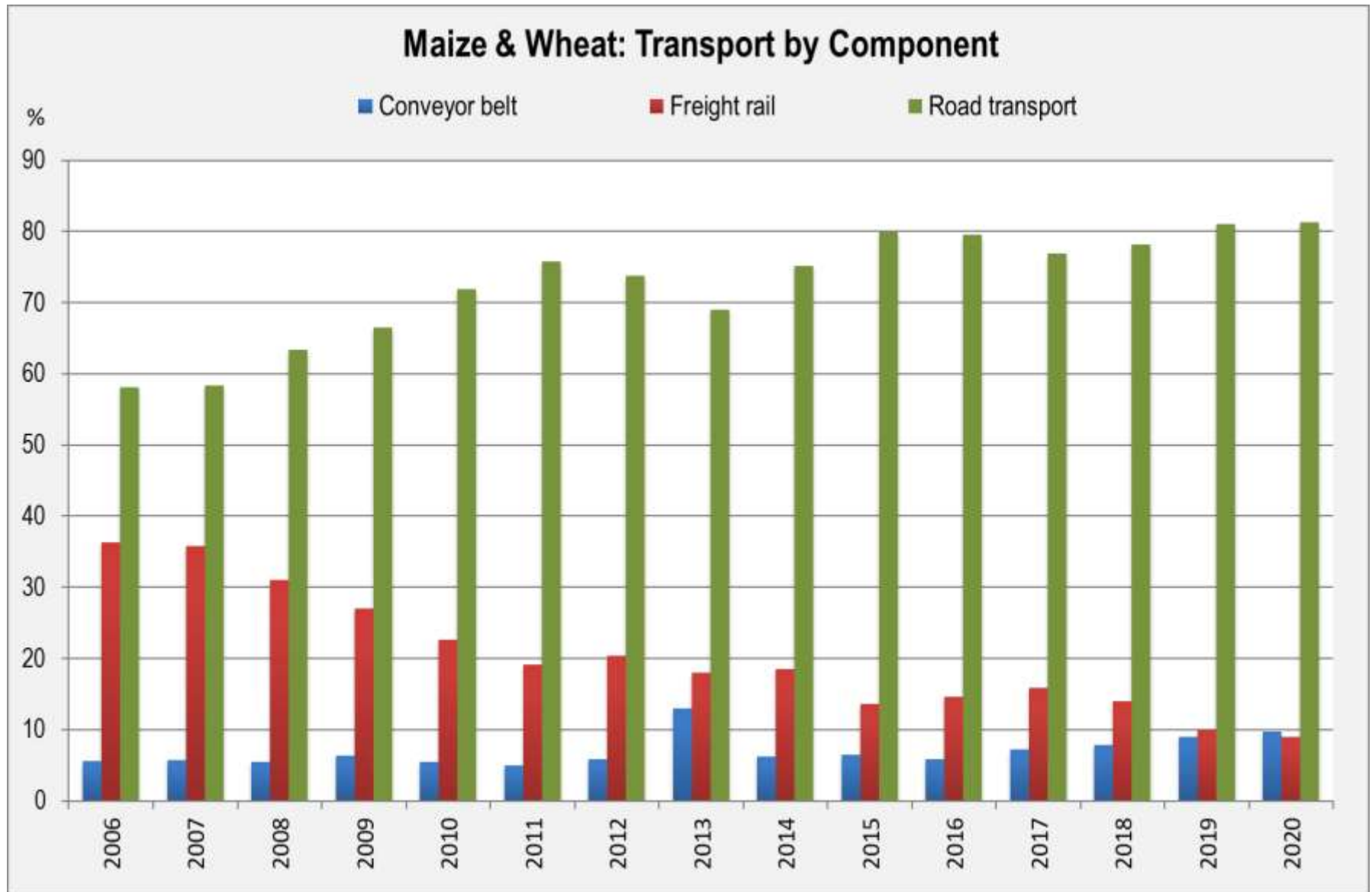
Transport component

Maize



Transport component

Maize and Wheat



Maize Products



Maize Products Manufactured



Maize Products Manufactured	Sep '20			Progr. Oct '19 - Sep '20 (12 months)			% of Total (12 months)		
	White maize	Yellow maize	Total Maize	White maize	Yellow maize	Total Maize	White maize	Yellow maize	Total Maize
	Ton								
Maize Chop	159 626	18 465	178 091	1 753 757	190 913	1 944 670	32.8	29.6	32.5
Maize Rice	617	*	617	8 201	*	8 201	0.2	*	0.1
Maize Grits	5 735	*	5 735	62 592	*	62 592	1.2	*	1.0
Samp	10 629	*	10 629	119 842	*	119 842	2.2	*	2.0
* Total Yellow Maize Rice / Maize Grits / Samp		25 536	25 536	0	296 848	296 848	0.0	46.1	5.0
Sifted Maize Meal	2 682	3 417	6 099	22 409	36 209	58 618	0.4	5.6	1.0
Special Maize Meal	25 892	368	26 260	355 019	4 507	359 526	6.6	0.7	6.0
Super Maize Meal	244 566	1 339	245 905	2 895 115	26 041	2 921 156	54.1	4.0	48.8
Unsifted Maize Meal	1 037	0	1 037	13 001	7	13 008	0.2	0.0	0.2
Other maize products intended for Human consumption	8 982	8 942	17 924	116 818	89 886	206 704	2.2	13.9	3.5
Total	459 766	58 067	517 833	5 346 754	644 411	5 991 165	100	100	100
Whole maize milled	461 373	63 127	524 500	5 312 393	706 246	6 018 639			
Diff milled and products	1 607	5 060	6 667	-34 361	61 835	27 474			
% Chop	35	32	34	33	30	32			

Note: The product figures do not include industrial products

Maize Products **Imported** per month (12 month period)

Maize Products Imported	Sep '20			Progr. Oct '19 - Sep '20 (12 months)			% of Total (12 months)		
	Ton								
	White Maize	Yellow Maize	Total Maize	White Maize	Yellow Maize	Total Maize	White Maize	Yellow Maize	Total Maize
Maize Chop	531	0	531	11 410	0	11 410	72	0	72
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	0	0	0
Sifted Maize Meal	362	0	362	4 423	0	4 423	28	0	28
Special Maize Meal	0	0	0	0	0	0	0	0	0
Super Maize Meal	0	0	0	0	0	0	0	0	0
Unsifted Maize Meal	0	0	0	0	0	0	0	0	0
Other maize products intended for Human consumption	0	0	0	0	0	0	0	0	0
Total	893	0	893	15 833	0	15 833	100	0	100

* Included total for yellow rice, grits and samp

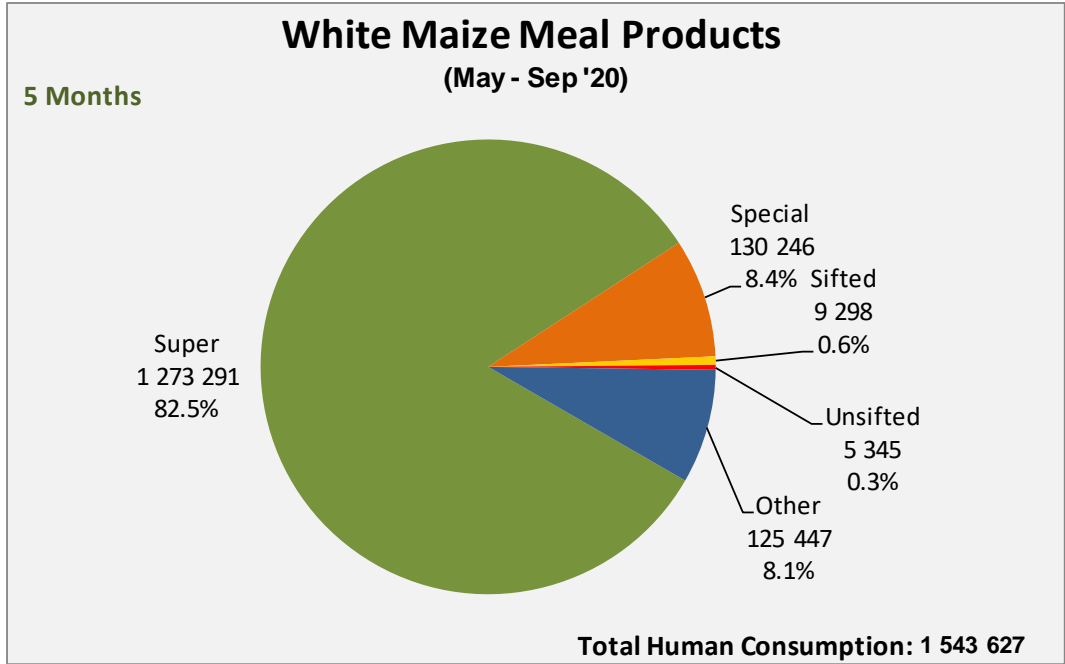


Maize Products **Exported** per month (12 month period)

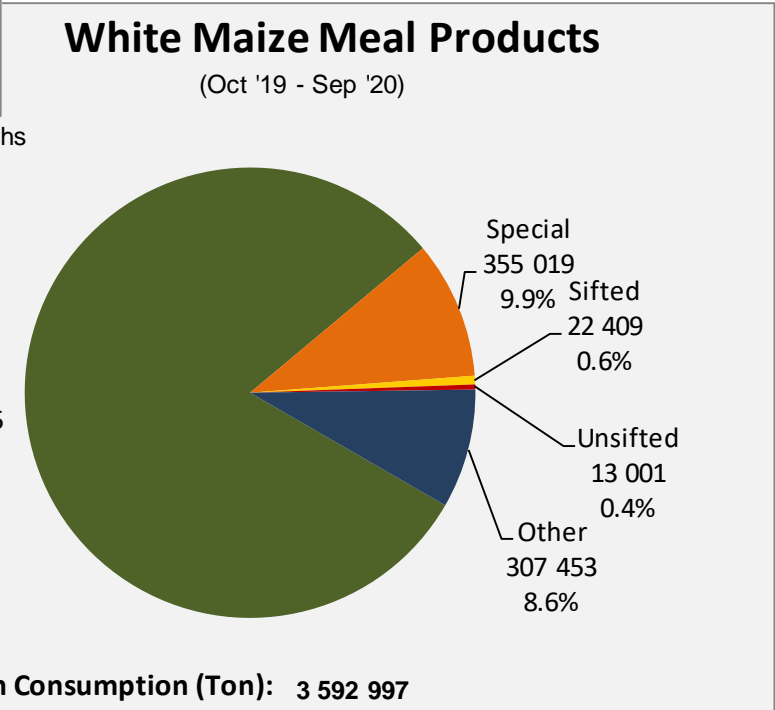
Maize Products Exported	Sep '20			Progr. Oct '19 - Sep '20 (12 months)			% of Total (12 months)		
	Ton								
	White Maize	Yellow Maize	Total Maize	White Maize	Yellow Maize	Total Maize	White Maize	Yellow Maize	Total Maize
Maize Chop	94	0	94	852	0	852	0	0	0
Maize Rice	0	*	0	73	*	73	0	*	0
Maize Grits	0	*	0	253	*	253	0	*	0
Samp	153	*	153	1 310	*	1 310	1	*	1
* Total Yellow Maize Rice / Maize Grits / Samp		3 406	3 406	0	18 423	18 423	0	45	9
Sifted Maize Meal	0	0	0	0	13 646	13 646	0	33	6
Special Maize Meal	1 222	0	1 222	38 941	383	39 324			
Super Maize Meal	5 873	327	6 200	97 940	8 032	105 972	57	19	50
Unsifted Maize Meal	0	0	0	580	0	580	0	0	0
Other maize products intended for Human consumption	950	0	950	32 729	858	33 587	19	2	16
Total	8 292	3 733	12 025	172 678	41 342	214 020	77	99	82



White Maize Products

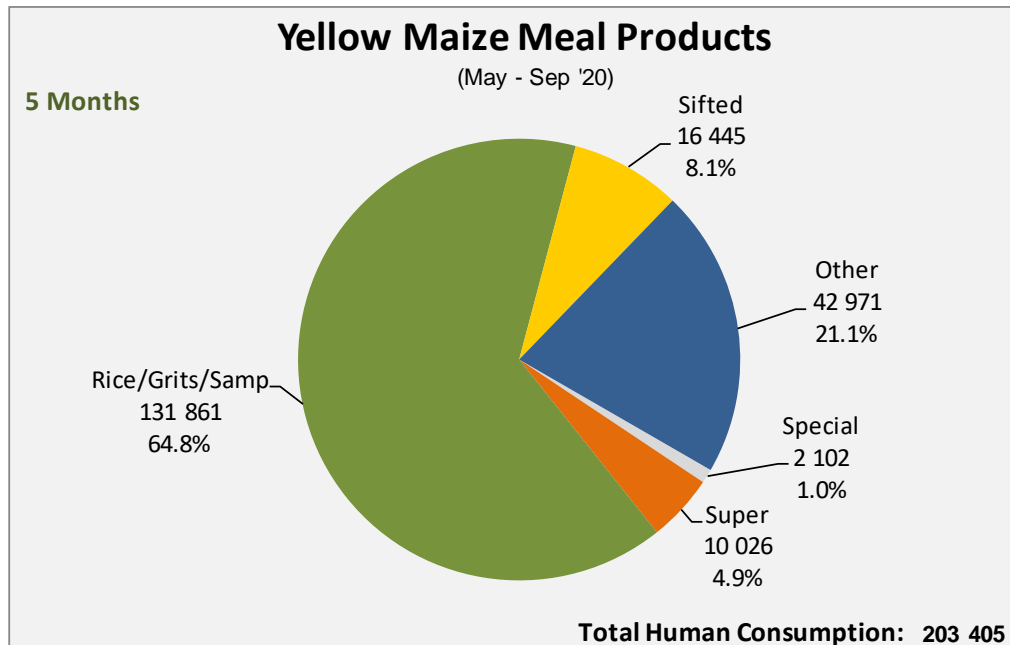


Progr. May – Sep '20 (5 months)



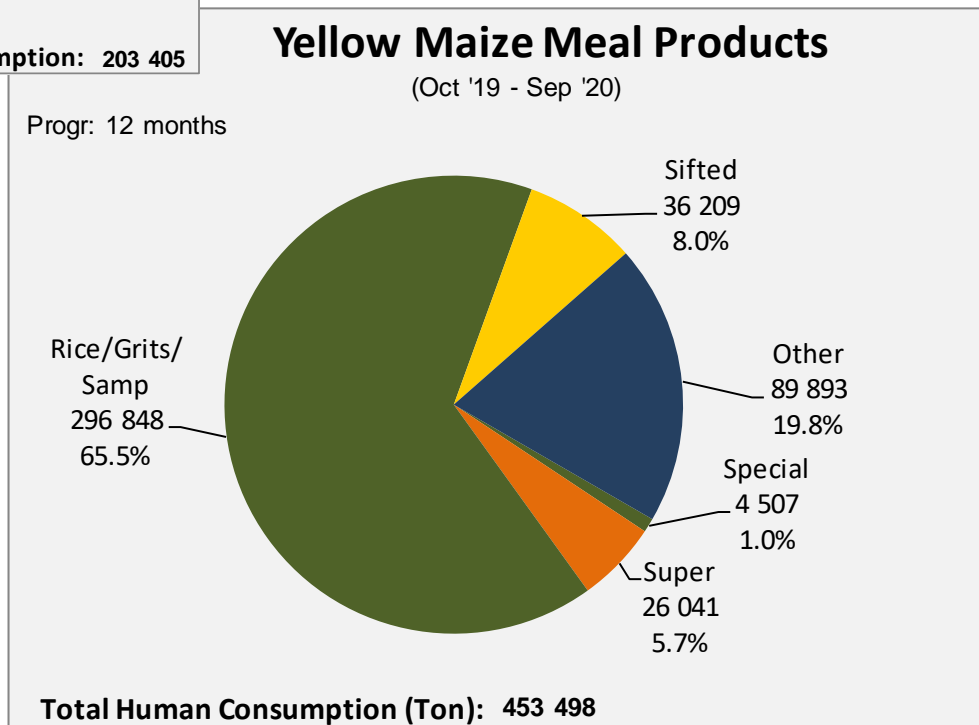
Oct '19 – Sep '20 (12 months)

Yellow Maize Products



Progr. May – Sep '20 (5 months)

Oct '19 – Sep '20 (12 months)

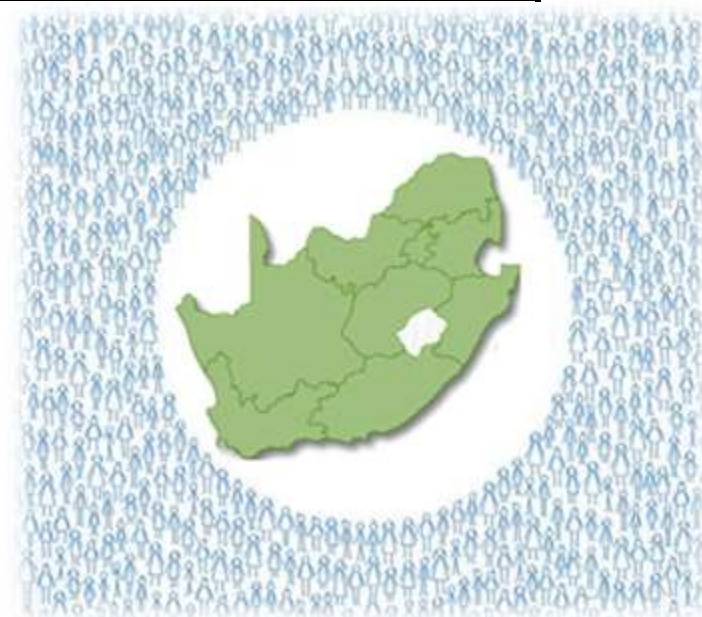


Maize Products: Consumption

Progr. Oct '19 – Sep '20 (12 months)

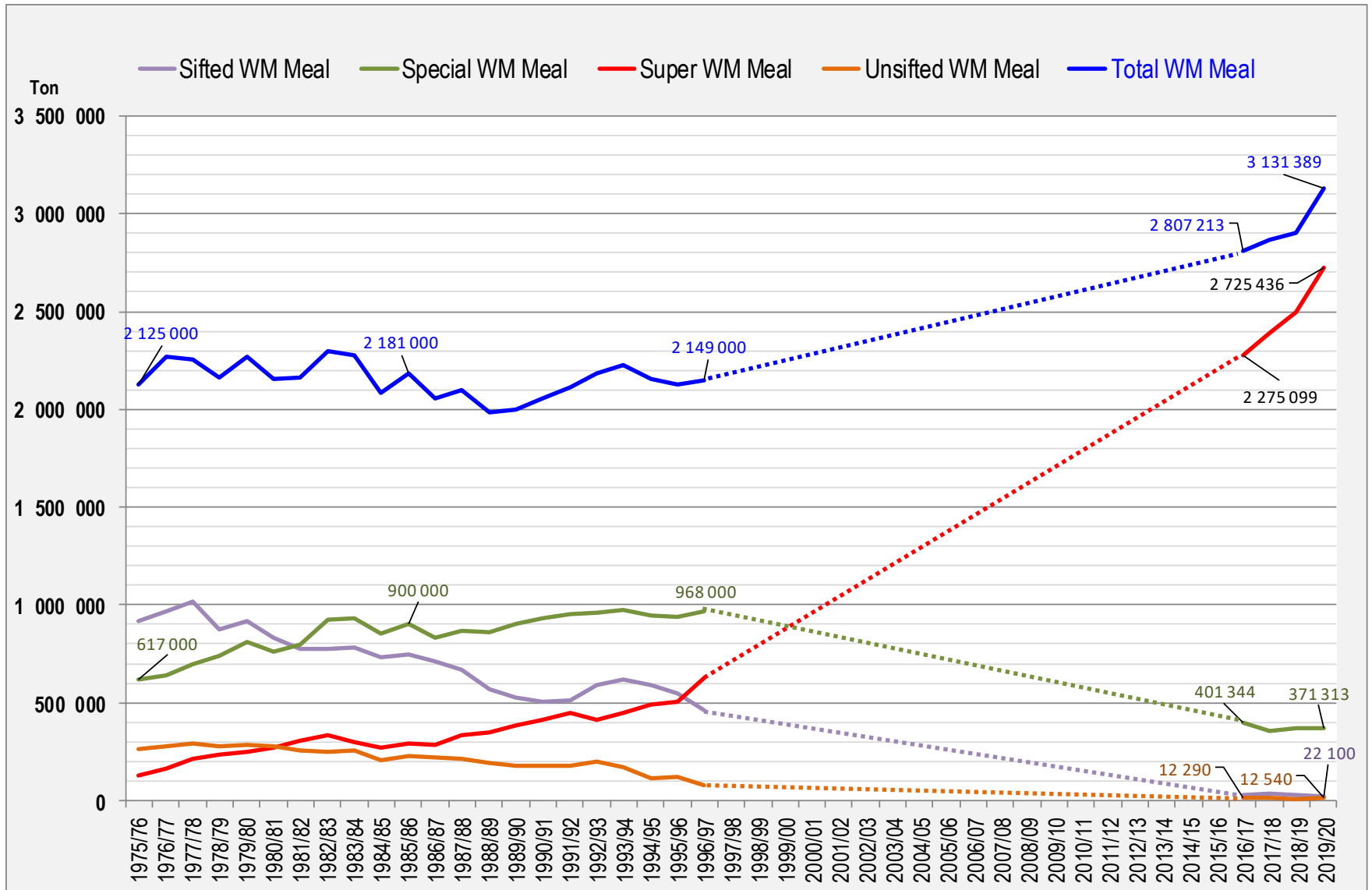
Per capita consumption	Total Maize products	Total Wheat products	Total Oilseeds products
12 months (Aug '19 - Sep '20)			
Manufactured	4 046 495	3 446 596	2 160 765
+ Imports	4 423	33 089	1 270 165
- Exports	-213 168	-30 681	-75 293
Total "consumed"	3 837 750	3 449 004	3 355 637
Total population	58 775 000	58 775 000	58 775 000
Per capita consumption (Kg)	65.30	58.68	57.09

Note: Maize = Total less chop



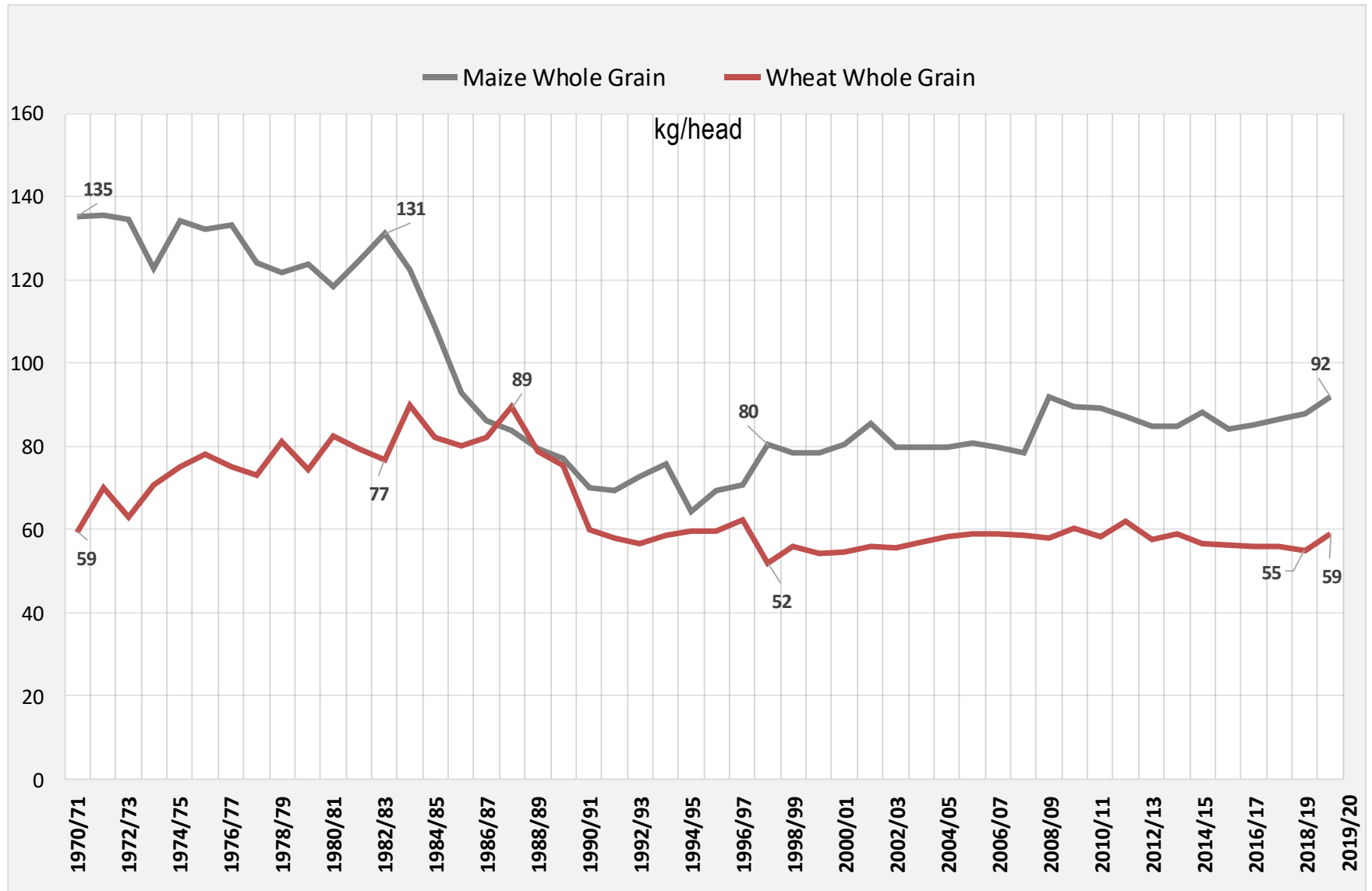
White Maize Products: Historic Info

1949/50 – 2019/20



Maize vs Wheat whole grain per capita: Historic Info

1970/71 – 2019/20



Maize products: Year on year price changes

		September				
		2020	% Year on Year	2019	% Year on Year	2018
		Price R		Price R		Price R
Super Maize	5kg	44.88	5.82	42.41	16.86	36.29
Special Maize	2.5kg	22.55	4.45	21.59	23.37	17.50
*White Maize Safex		3 273.29	17.99	2 774.25	16.65	2 378.32

* Average spot price

Source: SA Statistics & JSE Safex

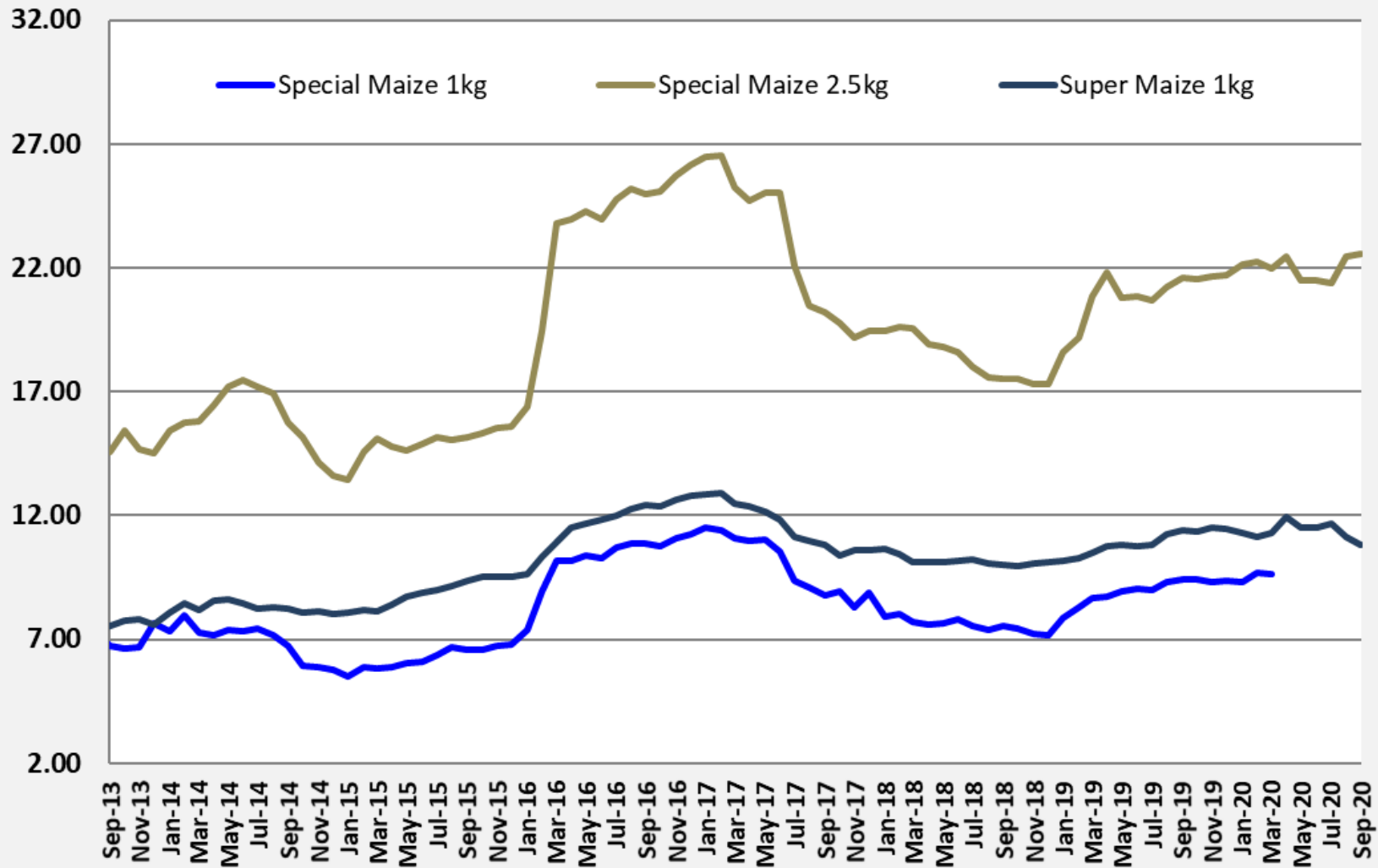


The South Africa I know, the home I understand

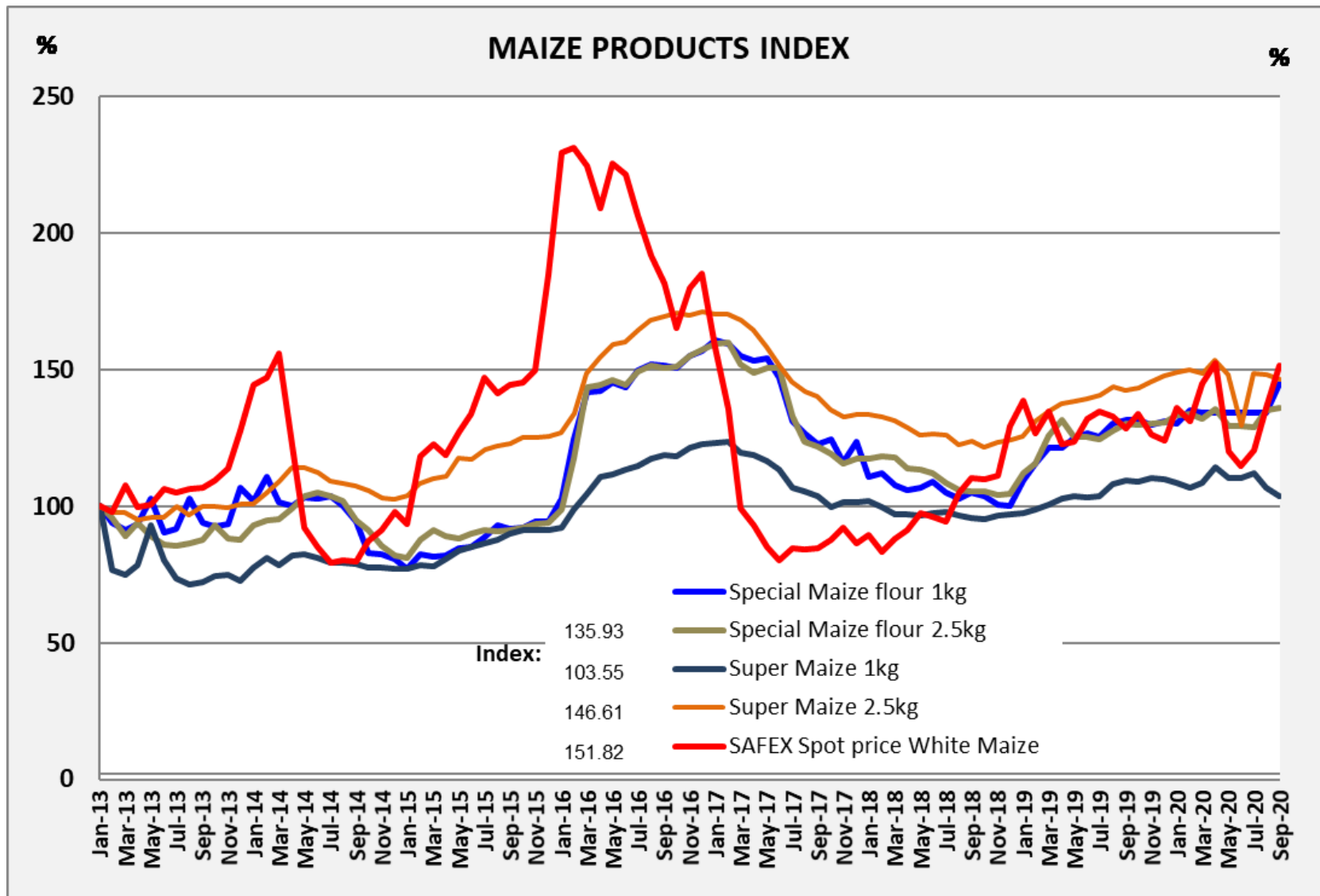


Maize Products: Prices

PRICES MAIZE PRODUCTS



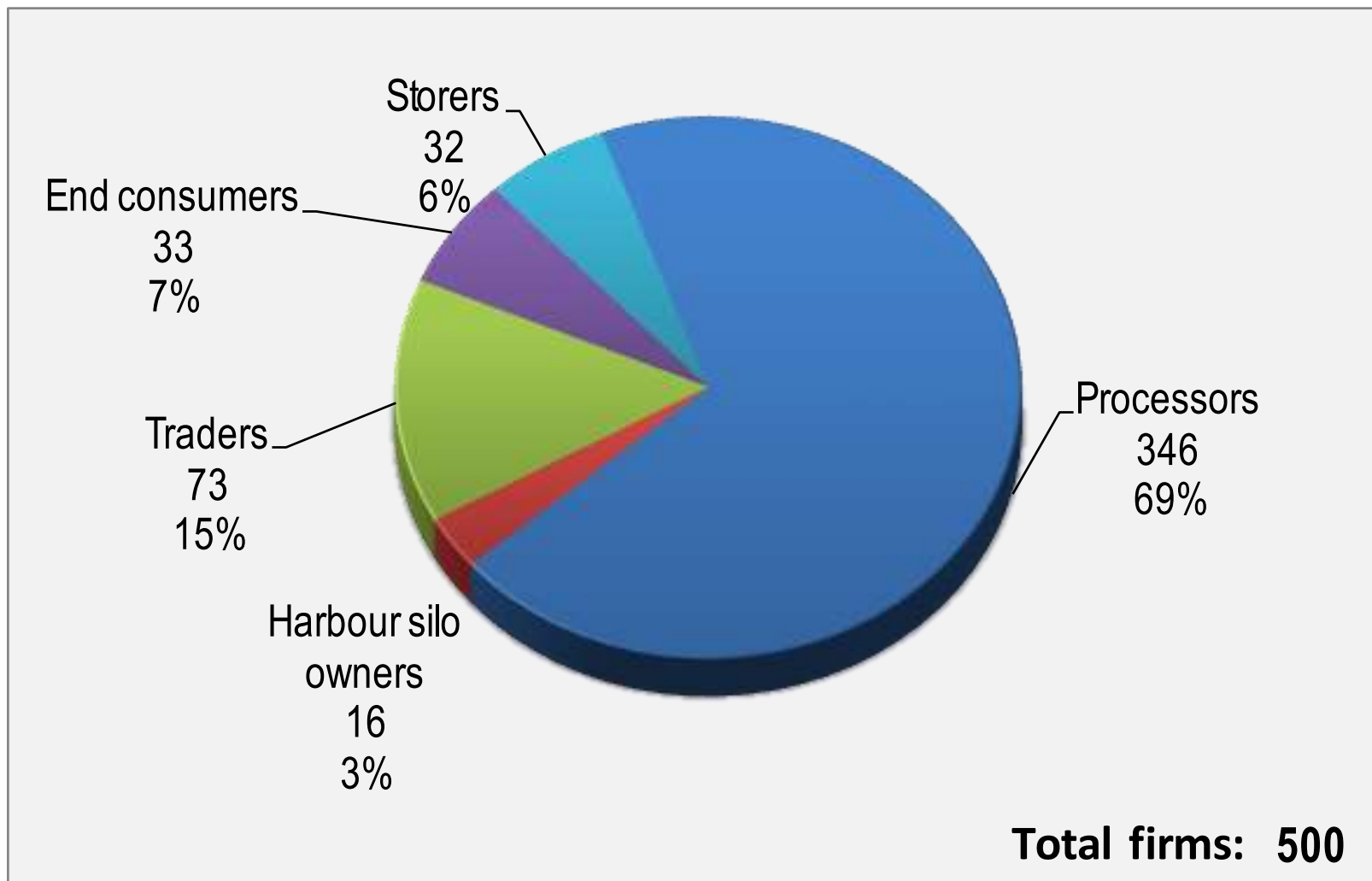
Maize Products: Index

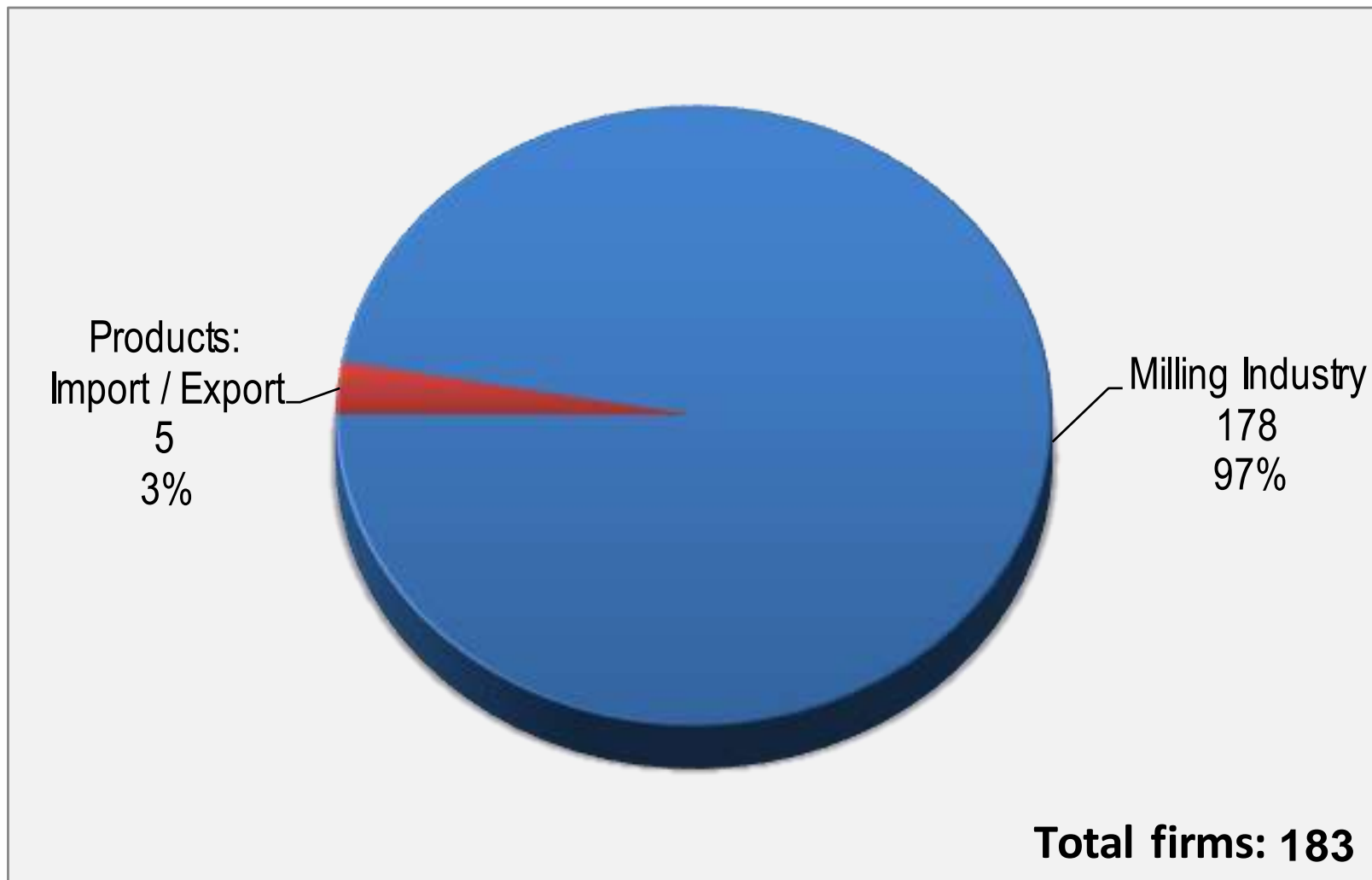


The background is a collage of four images related to maize. Top left: A conveyor belt system with a truck. Top right: A white semi-truck with a trailer. Middle: A large cargo ship on the water. Bottom: A row of white storage silos. In the bottom left, there is a sign for 'SOUTH AFRICA' with a logo.

Maize General

Co-workers : Whole Grain





Board of Directors

As from 23 July 2020 The Maize Industry is represented by:



Chairperson
Dr JL Purchase



Director
Mr Z Ngejane



Alternate Director
Mr BC Schoonwinkel

Dr Erhard Briedenhann
Oil & Protein Seeds Dev. Trust
(Vice-Chairperson)



Ms Mariana Purnell
Winter Cereal Trust
Vice-Chairperson

Gratitude

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