



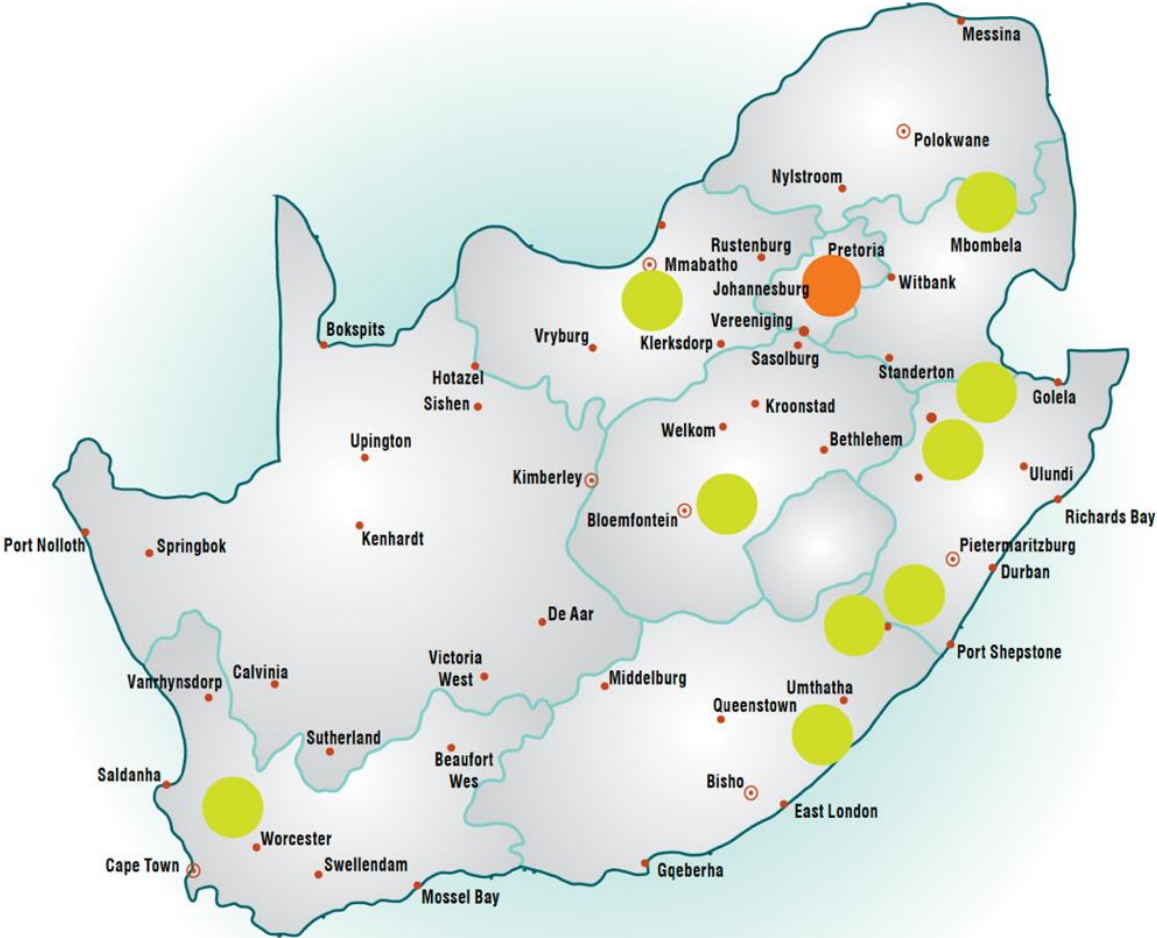
# South African Grain Exports

# Strategic Objectives

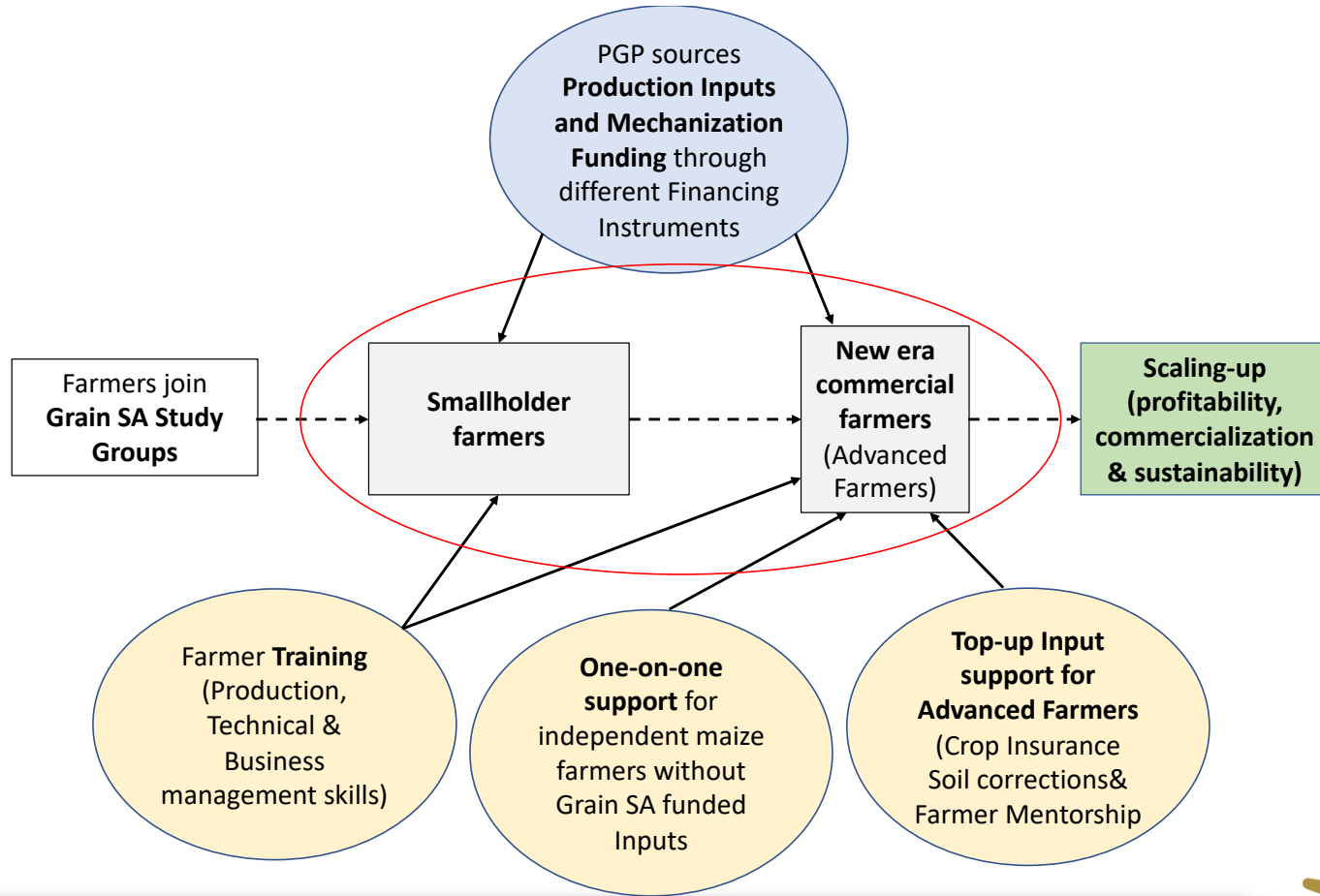
1. Influence economic **sustainability**
2. Grow and support **developing grain producers** in becoming commercially sustainable
3. Increase the involvement of **younger producer** members
4. Grow **broader membership** base
5. Grow and maintain key value chain **relationships**
6. Efficient and effective **communication**



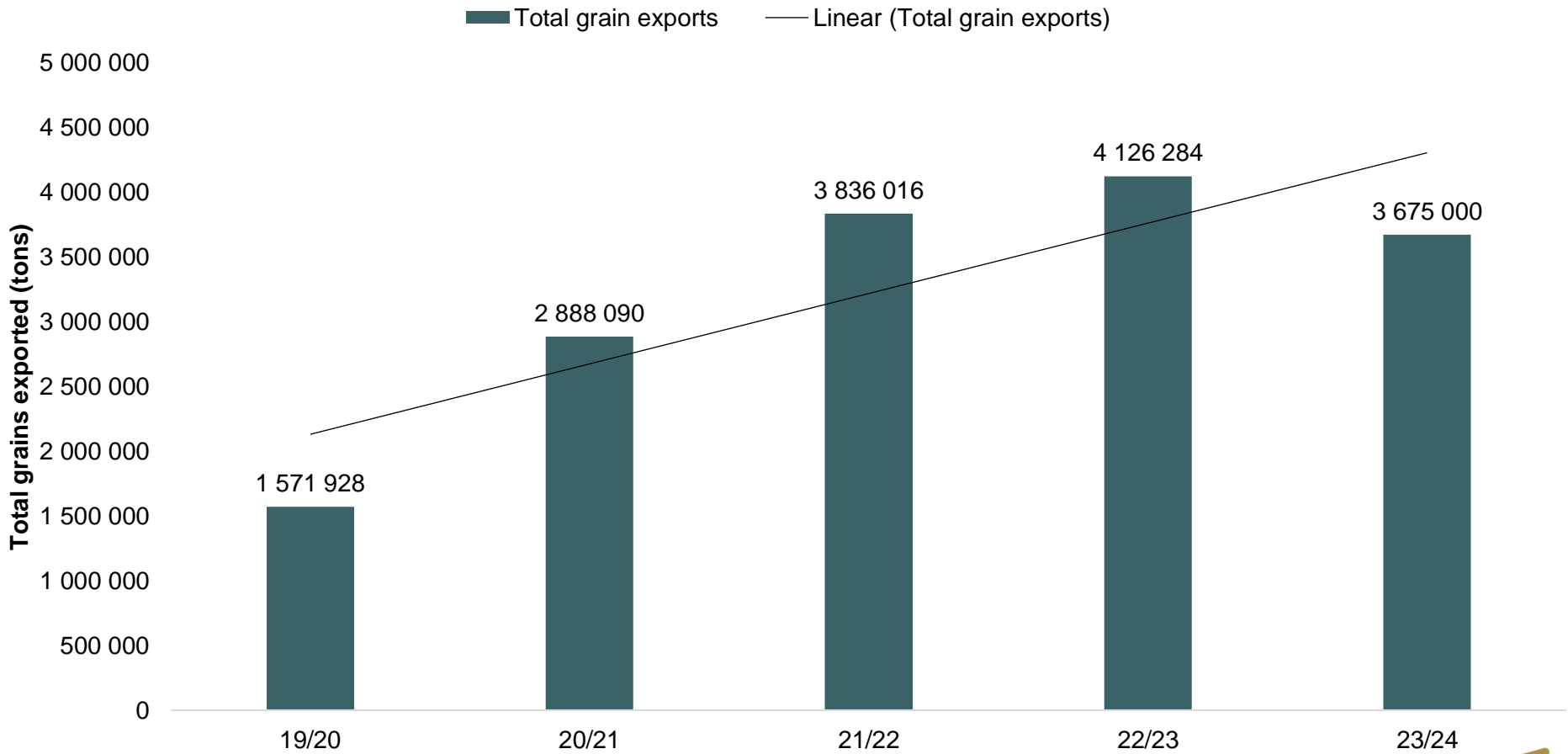
# Regional Office



# Strategic Objectives: Developing Producers

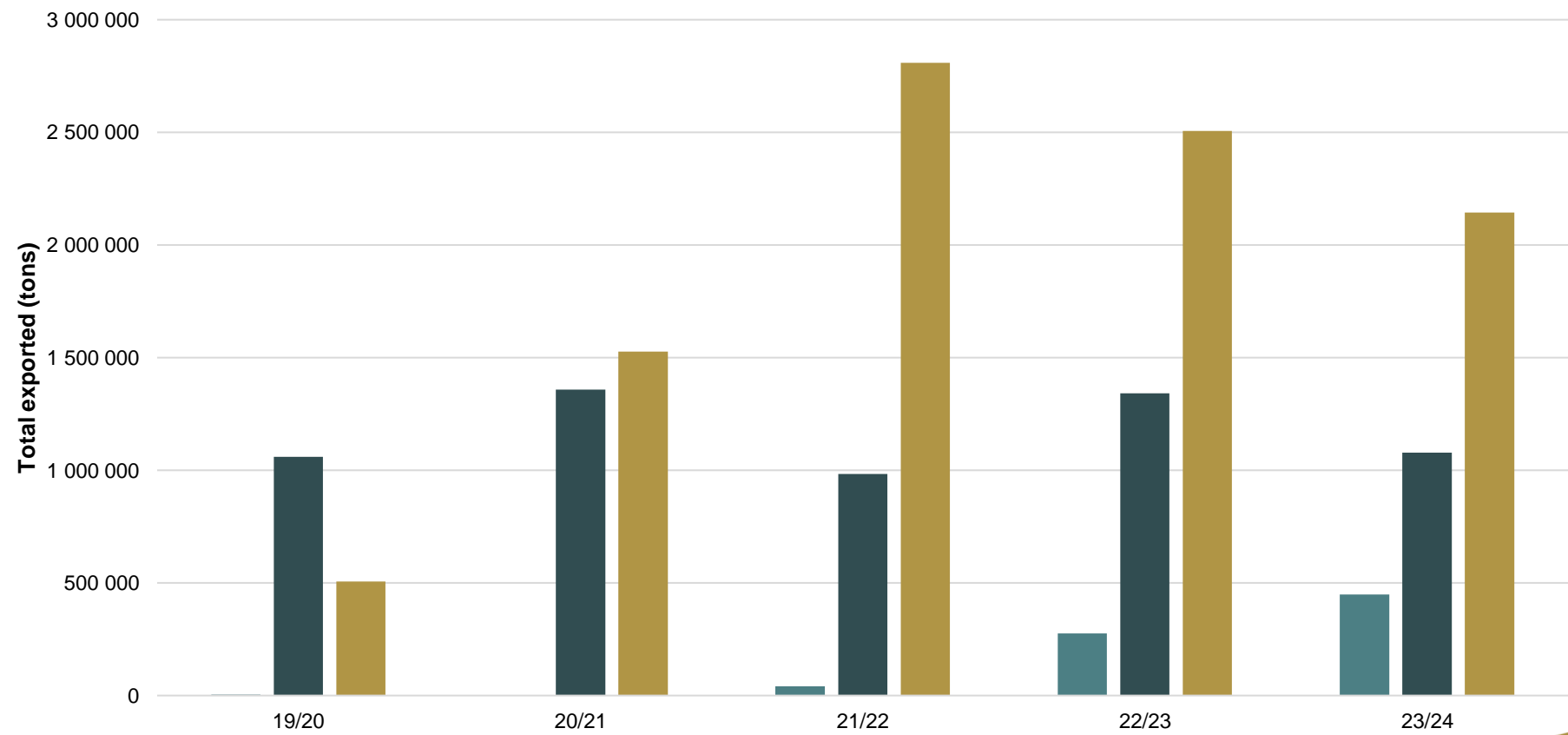


# South African Grain Exports:



# South African grain exports:

■ Soyabean exports   ■ White maize exports   ■ Yellow maize exports



# New Export Markets- Past 5 years:

## White maize:

- Albania (22/23)
- Ghana (23/24\*)
- Mexico (22/23)
- Angola (21/22)
- Kenya (22/23)
- South Korea (22/23)
- Malaysia (23/24\*)
- Portugal (22/23)
- Honduras (22/23)
- Guatemala (22/23)

## Yellow maize:

- Spain (21/22)
- Seychelles (21/22)
- Saudi Arabia (20/21)
- China (22/23)

## Soyabean:

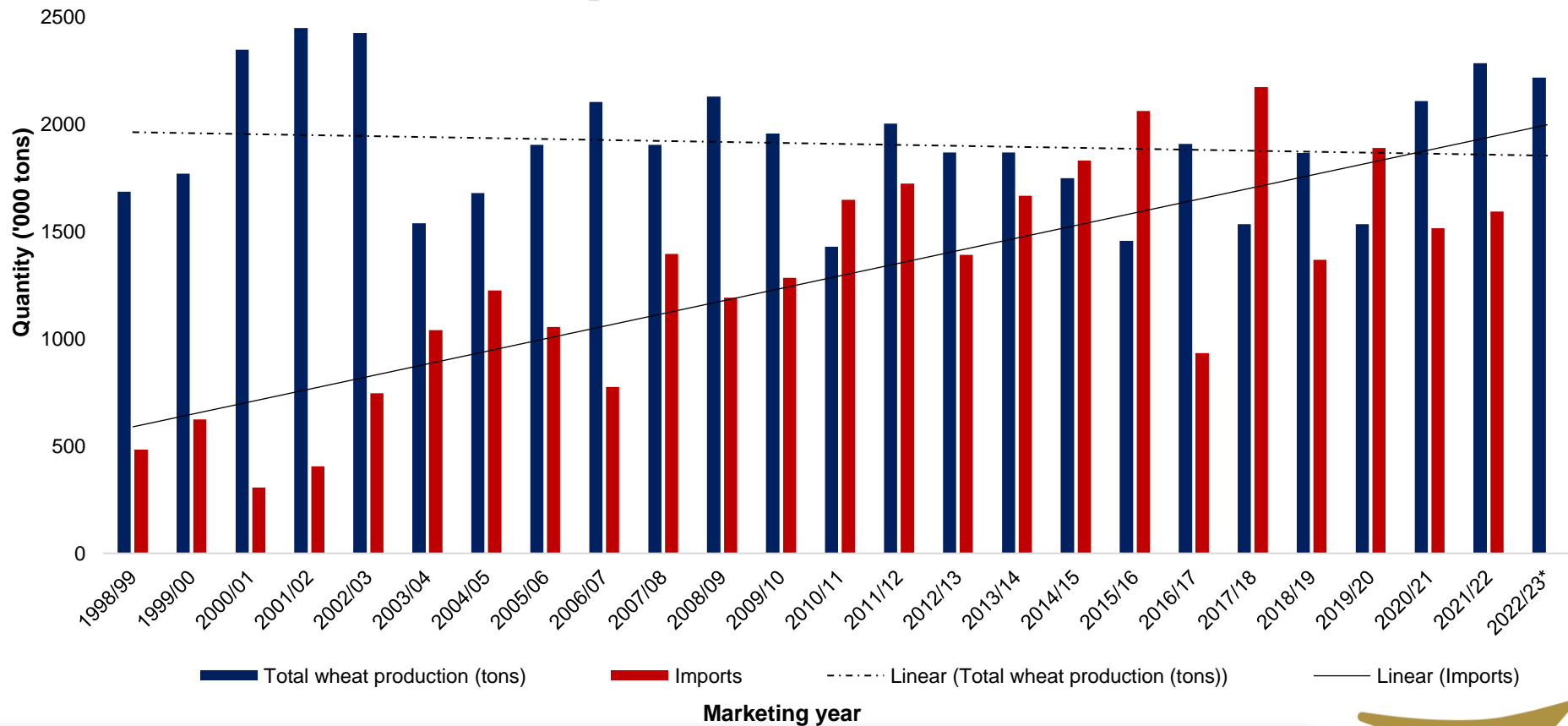
- Eswatini (20/21)
- Lesotho (20/21)
- Malawi (21/22)
- Malaysia (21/22)
- Vietnam (22/23)
- Thailand (22/23)
- Namibia (22/23)
- Bangladesh (22/23)

## Wheat:

- No new markets, except for constant neighbouring countries  
**(Botswana, Lesotho, Eswatini, Namibia, Zambia and Zimbabwe (200 000 tons/ Import 1,8mil tons))**

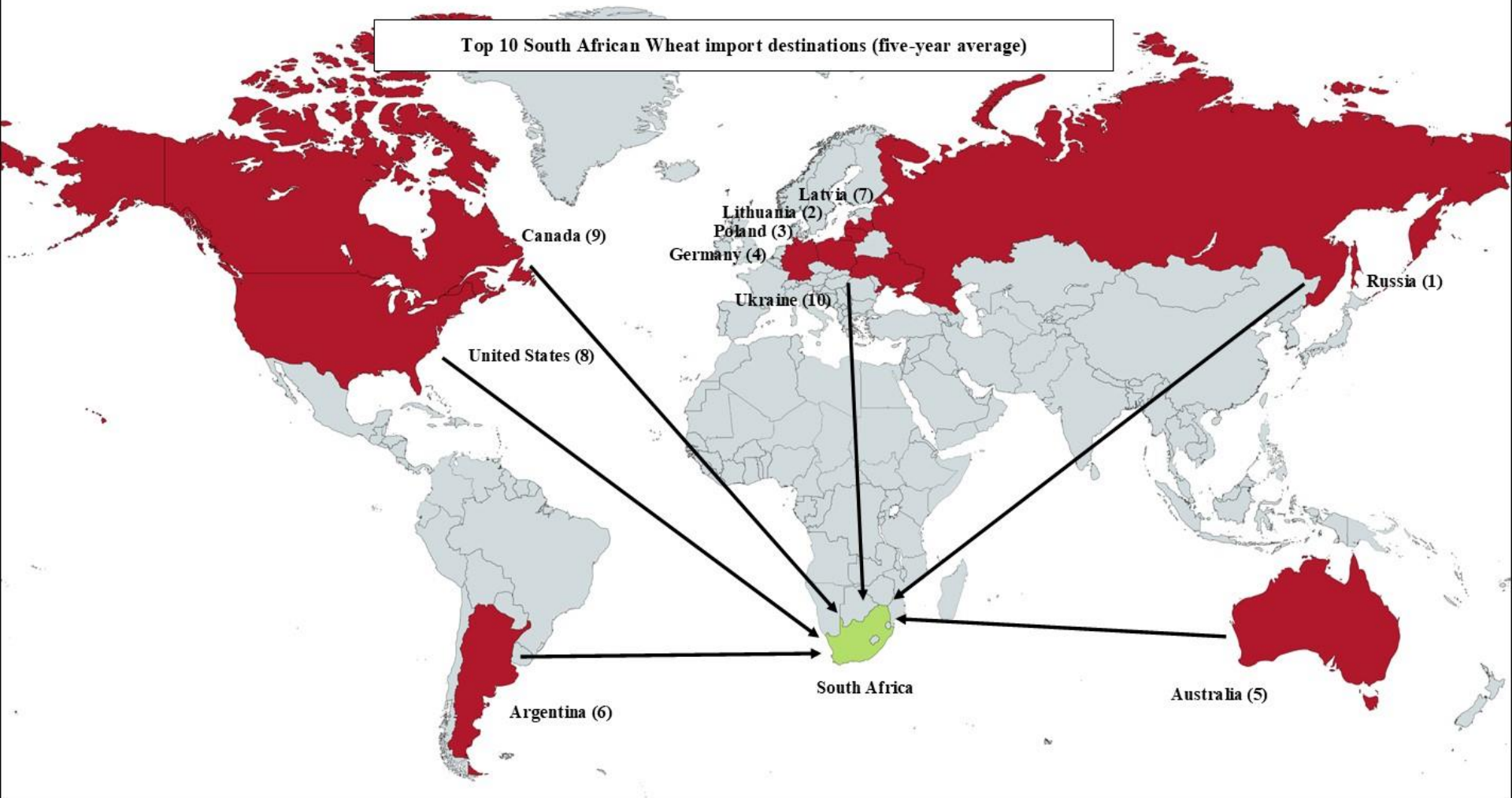


# South Africa wheat imports compared to production:

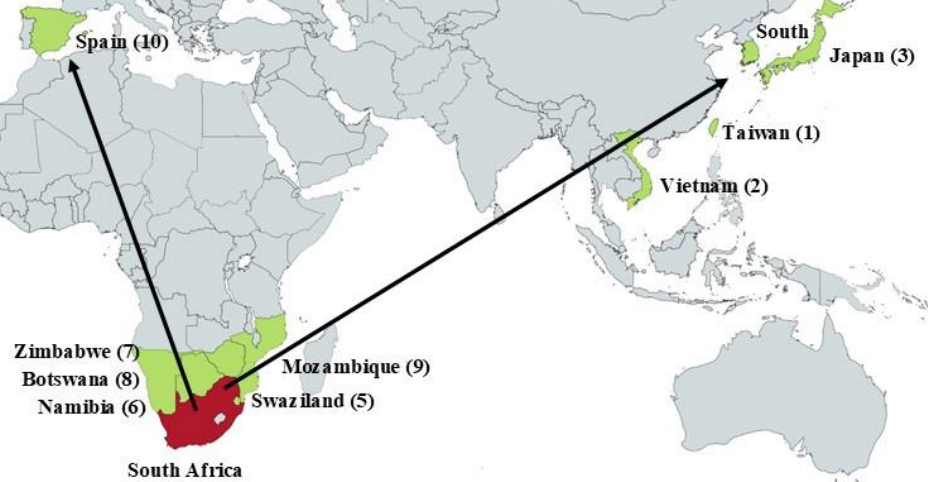




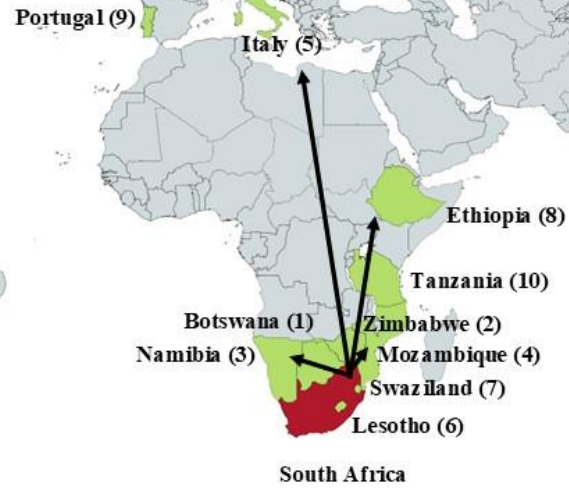
Top 10 South African Wheat import destinations (five-year average)



**Top 10 South African Yellow Maize export destinations (five-year average)**



**Top 10 South African White Maize export destinations (five-year average)**



# New markets over the past 5 years:

## White maize:

- Albania (22/23)
- Ghana (23/24\*)
- Mexico (22/23)
- Angola (21/22)
- Kenya (22/23)
- South Korea (22/23)
- Malaysia (23/24\*)
- Portugal (22/23)
- Honduras (22/23)
- Guatemala (22/23)

## Soyabean:

- Eswatini (20/21)
- Lesotho (20/21)
- Malawi (21/22)
- Malaysia (21/22)
- Vietnam (22/23)
- Thailand (22/23)
- Namibia (22/23)
- Bangladesh (22/23)
- \*Egypt
- \*Indonesia

## Wheat:

- No new markets, except for constant neighbouring countries
- \*China

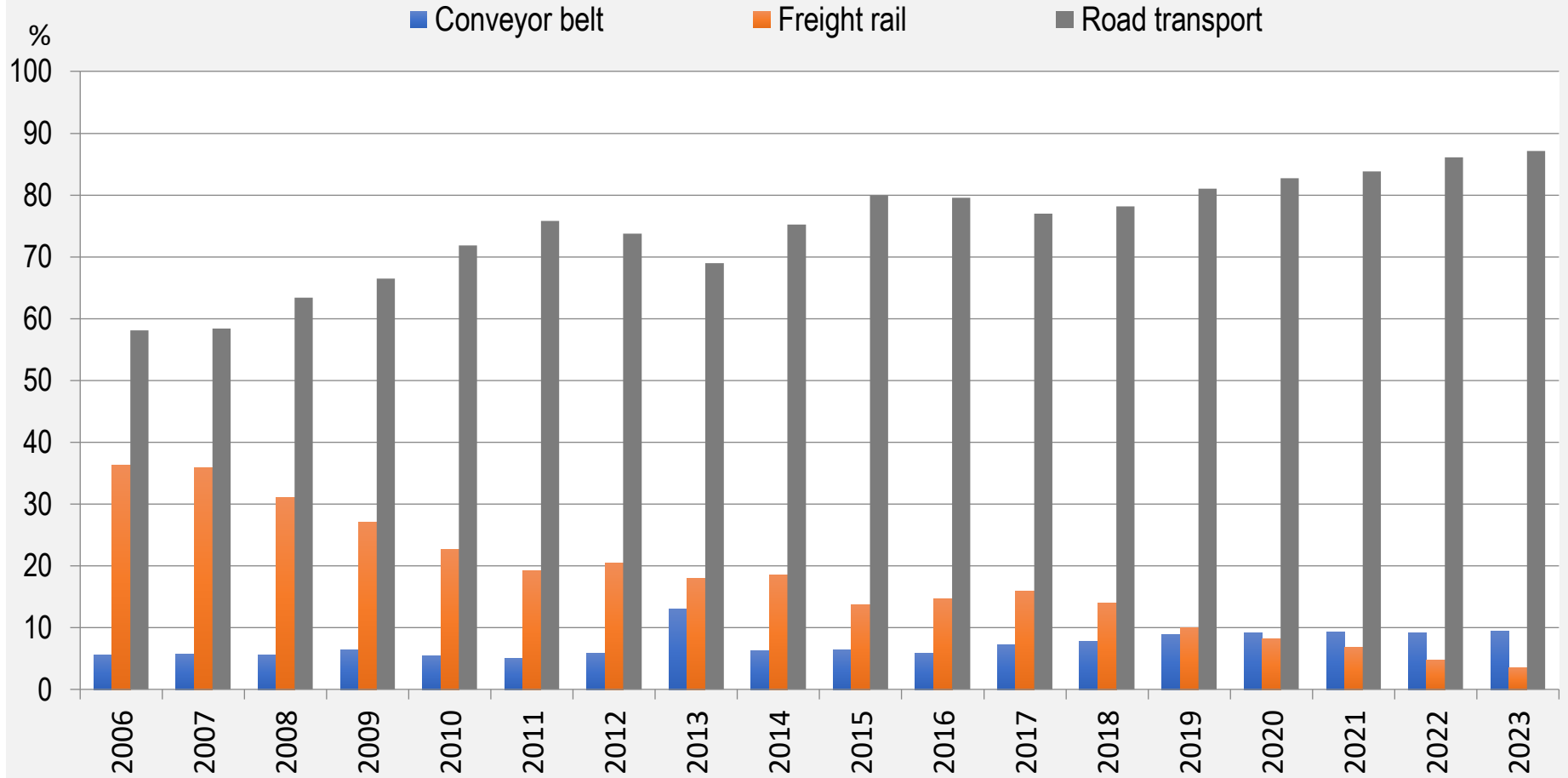
## Yellow maize:

- Spain (21/22)
- Seychelles (21/22)
- Saudi Arabia (20/21)
- China (22/23)

\* Prospective new markets that Grain SA, together with the industry is developing



# Maize & Wheat: Transport by Component



# Challenges for South African exports:

- Failing infrastructure (road and rail)
- Bottleneck at Durban harbour:
  - soybean exports has grown
  - large quantities of maize needs to be exported
  - wheat needs to be imported
- LOADSHEDDING!
- International competition against countries with input subsidation





# Collaborating Partners



**PEPSICO**



The Maize Trust



Standard  
Bank



**ABInBev**





*THANK YOU*