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REDSUN RAISIN REPORT #6 -2023 September SOUTH AFRICAN RAISIN CROP

HIGHLIGHTS OF THIS REPORT

Sales of the SA 2023 raisin crop

The raisin stock situation at Redsun

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Redsun will be at Anuga 2023

Sales of the SA 2023 crop

At 31 August 2023, South Africa had despatched 40,612 mt of raisins to buyers calculated from 1 January 2023. That represents 72% of the 2023 crop of 60,204mt (adjusted to remove “no value”). A portion of these sales will be from “carry over” stock from 2022. (January and February 2023 there was 6,325 mt despatched before the delivery of the 2023 crop). These statistics are based on goods physically shipped. Not simply contracted.

The top destination of the sales of SA raisins so far, has been to Germany with 27% of total sales, followed by USA at 17%. South Africa domestic market at 13% of the 2023 crop and Netherlands at 10%.

As can be expected, the most important variety of raisins being sold is Thompson mediums. Thompsons represent 48% of the volume sold at 19,637 mt and goldens represents 29% sold at 11,901mt. Therefore, between Thompsons and goldens, these represents 77 % of the market share of raisin varieties sold by South Africa up to 31 August 2023.

These figures are supplied by Raisins SA,

The raisin stock situation at Redsun

Redsun has sold all our medium size raisins (Thompsons, goldens sultanas and flames). We look forward to the new crop of 2024 to secure additional medium size raisins.

WE do have stock of currants, Black jumbos and super jumbos, Thompson jumbos and super jumbos.

The Black jumbos and Thompson jumbos are part of a developing trend by table grape growers in South Africa to diversify their crops by including drying facilities for making raisins from some of their table grape varieties. Redsun has been satisfied with the quality of the raisins that have been dried at the correct sugar content, giving a sweet, full bodied raisin of very good quality.

Redsun bought in 3,311mt jumbos/bolds of our 2023 intake from table grape farmers who are converting to raisins. These table grape farmers are mainly located in the Vredendal (Western Cape Province) region. Redsun is looking forward to developing our new raisin processing factory in the Vredendal region during 2024. These additional jumbos will be a permanent part of the Redsun product mix moving forward. The market development is important. That means a great product at a good price.

New Redsun raisin processing factory at Vredendal

Vredendal is a region in South Africa roughly 540km south west from the Orange River raisin producing region, where there are about 13, 389 mt of raisins and currants produced every year. No raisin processing factory exists in the Vredendal region as yet. All of these raisins are transported to the existing processors along the Orange River for processing.

Wine grapes in this region are being removed due to uncertain market conditions, and replaced with raisin (drying) grapes. Table grapes are also being used to make raisins. Redsun is sure that the volume of raisins being produced in the Vredendal region will continue to increase.

At present, the Vredendal area produces (2023 crop),

7000 mt of Thompson mediums

1119 mt of Flame mediums

3073 mt of currants (total currant crop for SA)

74 mt of goldens.

The Vredendal region is also dependant on an important river running through the region for irrigation. The Olifantsrivier. (English translation is "Elephant's River"). At present this River is in flood due to the rain in the Cape Region. We hope there is no serious damage for next crop expected in February and March 2024.



Olifant's River in flood Sept23

Shipping delays out of Cape Town

Cape Town has been experiencing delays for shipping containers caused by vessels scheduled to call at Cape Town on its route to Europe, but actually sailing past Cape Town without calling, due to delays experienced in Durban harbour before Cape Town or stacked up delays for the shipping scheduled to be loaded in Cape Town “in order to maintain schedule integrity”.

The delays in Durban has been created by mechanical failure of container loading equipment, and labour inefficiency. The delays in Cape Town has been caused by very high winds and rain storms.

Some of Redsun’s containers have been delayed by up to three weeks. We do apologise for the inconvenience. Unfortunately, it is largely out of our control, because all the shipping lines calling at Cape Town are affected in similar ways.

We are hoping that the summer weather will make shipping easier as the season changes.

Good prospects for the 2024 South African raisin crop

The South African raisin crop has been disappointing for the past three years;

2020	83,435mt	normal production growing as per expectation,
2021	72,732 mt	short crop damaged by rain,
2022	78,757 mt	shorter crop than anticipated damaged by rain,
2023	60,204 mt	extremely short crop of excellent quality affected by the downy mildew that prevailed during the previous two years.

From 2021 moving forward, the SA Raisin crop was expected to be between 80,000mt and 85,000mt per year.

2024 is now expected to be 80,000mt simply to quote the lower more conservative estimate. So far, the budding of the vines is looking healthy. There have been three wide spread frost events which affected about 300ha in the Orange River region. This is maximum 1200mt of raisins at worst. These vines could still recover and give reasonable crops.

Frost remains a risk in the Orange River region until 10 October. No low morning temperatures are forecasted during the next two weeks. In the Western Cape, we have flooding. That will cause some damage, but the extent of it is unknown at this stage. There has been a lot of wine grapes damaged by the rain and flood in Vredendal.

Processing capacity for the 2024 raisin crop

For many years, there has been much debate about the raisin processing capacity in South Africa. If the crop achieves 80,000mt in 2024, we will see the true test of processing capacity. Desert Raisins, one of the larger processors in South Africa has closed its doors, and the 15,000mt estimated processing capacity for this factory will not be operational for the 2024 crop.

This will be an interesting season for the SA raisin industry.

If there is a shortage in processing capacity, it will be short lived. Redsun will be opening a raisin processing factory in Vredendal, which will make up sufficient processing capacity if a shortfall exists. That will be for the 2025 crop.

The following are photos of the state of the SA grape vines now. There remains a “long time” between now and when the crop we hope for will be delivered during February and March.



Grape vines Orange River Sept23



Budding of Orange River vines for raisin crop 2024.

Redsun will be at Anuga 2023

We are looking forward to seeing you at Anuga 2023. We have a wide variety of our raisins on show. Also on show are

1. Our new retail raisin packaging styles on offer
2. Our range of 2023 crop pecan kernel we are offering, and
3. RTE Snacks "On the Go " brand healthy snacks.

We are in Hall 10.2, stand E0.091

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30 September 2023