

FROM THE DESK OF THE CEO

"A river cuts through rock not because of its power, but because of its persistence."
(James Watkins)

ACCESS TO THE INDIAN MARKET

This week we released a joint statement with the Department of Agriculture (DoA) indicating a significant progress towards enhancing market access for our growers: improved export conditions for citrus fruit to India. In a difficult year like this one, it is easy to miss this type of news, as it comes a little late in the year and may thus not change the outcomes of the current season. However, it is also very important to recognise the headway that we, along with Citrus Research International (CRI) and the DoA, are making to improve market access. It shows how last year's tariff turmoil helped government and industry work together towards greater market diversification.

You would recall we reported in April that we were in India as part of a Fruit South Africa delegation. This was followed by a visit to India by the Minister of Agriculture in June. In late July India approved the inclusion of additional treatment options for fresh citrus fruit exported from South Africa to India, having completed a World Trade Organisation notification process.

The additional fruit fly cold treatment options that have been approved will allow for the quality of the fruit in the market to increase while offering logistical flexibility. Although India accounts for a very small percentage of our exports, it presents a huge opportunity due to its growing middle class, the sheer size of its population, with India being home to almost 1.5 billion people and also being one of the largest and fastest growing economies. Since 2025 we have promoted our citrus there under the banner of "Beautiful country, beautiful fruit, exceptional taste". With a modest investment made last year, we showed a growth of about 85% in volume, albeit from a low base.

The most recent news concerns the signing of terms of reference by India and the Southern African Customs Union to begin negotiations for a proposed Preferential Trade Agreement. The agreement establishes the framework for negotiations aimed at expanding bilateral trade and strengthening economic cooperation between India and the five SACU members. This should be expedited as it presents an opportunity towards improving the commercial conditions under which South African citrus enters the Indian market. Tariffs of approximately 25-30% continue to place our citrus at a disadvantage compared to competitors who benefit from preferential tariff arrangements.

CITRUS RESEARCH SYMPOSIUM

The 13th Citrus Research Symposium runs from 23 to 26 August 2026 at the Champagne Sports Resort in the Drakensberg, bringing together growers, technical staff, exporters, packhouses, nurseries and researchers from across the value chain to review two years of citrus research.

What sets the CRI Symposium apart is its international standing. Held biannually, it features guest speakers from leading citrus-producing regions around the world, reflecting the CRI's status as a globally respected voice in citrus science. Researchers from the CRI, South Africa's universities, the international community and various private-sector partners present findings spanning pest and disease management, postharvest technology, orchard practices and more. This is work that underpins an industry exporting to over 100 countries.

For growers the symposium is an opportunity to engage directly with the science shaping the future of our industry. It is a reminder that South African citrus doesn't just compete globally, it also leads global research.

PACKED AND SHIPPED VOLUMES

End of week 33 million 15 kg cartons	Packed	Packed	Packed	Shipped	Shipped	Original Estimate	Latest Prediction	Final Packed	Vision 260
SOURCE: PPECB / AGRIHUB	2024	2025	2026	2025	2026	2026	2026	2025	2026
*Grapefruit	13.8 m	14.6 m	14.7 m	14.1 m	13.9 m	17.8 m	16.1 m	15.3 m	15.5 m
Lemons	33.1 m	38.4 m	48.8 m	36.9 m	45.7 m	45.9 m	50.2 m	41.6 m	43.4 m
Mandarins	36.3 m	42.5 m	42 m	36.8 m	36.3 m	52.7 m	49.3 m	53.5 m	50 m
Navels	22.4 m	28.3 m	22.1 m	25.5 m	19.9 m	30 m	24.3 m	31.6 m	32.3 m
Valencia	27.4 m	36 m	30 m	27.9 m	21.7 m	63 m	58 m	62 m	67.8 m
Total	133 m	159.8 m	157.6 m	141.2 m	137.5 m	209.4 m	197.9 m	204 m	209 m

*Grapefruit Packed Distribution: Class 1 & 2 volumes remained relatively stable at 11.9 m cartons (2026) vs 12.8 m (2025) and 12.4 m (2024), while PP volumes increased to 2.8 m cartons from 1.8 m (2025) and 1.4 m (2024).

INTERESTING FACTS

In 2016 South Africa only exported approximately 4,000 pallets of citrus to India. That number has steadily grown, and last year it stood at 54,000 pallets.

CGA GROUP INFO

CITRUS MARKETING FORUM (CMF)

Date: 28 August 2026

Time: 10:00am

Venue: MS Teams

Link: Please contact portia@cga.co.za to receive the link

From the Desk of the CEO
WhatsApp group



CGA Logistics and Shipping
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