FROM THE DESK OF THE CEO (38/25)

Boitshoko Ntshabele, 19 September 2025

"Through all of this, one principle remains our steady guide: Inclusive Growth and Prosperity through Global Cooperation. It is more than our theme – it is the measure of our collective impact." – Cas Coovadia, B20 South Africa Sherpa

B20 GATHERING IN SOUTH AFRICA THIS WEEK

The curtain is slowly starting to close on South Africa's G20 presidency and the different workstreams are concluding their work as we progress towards the G20 Summit on 22 - 23 November.

South Africa's G20 presidency is the first for an African nation and comes at a time when the global trade environment has become challenging due to geopolitical tensions which have affected trade negatively. Prospects for economic growth at a global level have been revised downward due to the constrained outlook.

The Business 20 (B20) serves as the G20 dialogue forum with global business. It is one of the most influential G20 engagement groups. The B20 task force responsible for trade has in concluding its work made three key recommendations:

- Promote stability in global trade and improved market access through de-escalation of recent trade actions and pragmatic reform
- Create a New Trade and Investment Deal for Africa
- Build a climate-responsive system for international trade and investment

The recommendation of promoting stability in global trade and improving market access is quite appropriate and timely for us as the CGA. We are pleased with the current export season and the increase in volumes that we are seeing. This bodes well for the achievement of our targets. But increasing volumes is just one aspect of our goals - the other is to find markets for the new fruit. From there the focus on expanding and diversifying markets to which we export. The impact of the US tariff imposition has been minimised for the 2025 season, as most of the fruit was shipped prior to the date the reciprocal 30% tariff eventually took effect.

As an export industry, our growth is served best by a rules-based trading regime. Such an environment provides for a predictable state of affairs and makes for easy planning and execution. It is also encouraging that another recommendation is made to move towards achieving ambitious trade targets within and with Africa. It is recommended that a new trade and investment deal is created for the continent, and the African Continental Free Trade Area (AfCFTA) should benefit from the conclusion of such an agreement. The future for African development looks highly promising based on a youth dividend and projected growth in population. As the CGA we need to position ourselves to benefit from this.

What is our strategy for growing our exports to Africa? While we should appreciate the generosity that comes with the creation of a trade deal for Africa, we should heed the key lesson of the past year: unilateral trade agreements have limitations and are not stable, as the offer is subject to the whims of the party establishing it. It is only sustained when that party does not feel aggrieved. The deals created should be on the basis of equal partnerships.

We congratulate and doff our hats to all those who are involved in the preparatory work for the G20 and hope that the recommendations are adopted and implemented.

PACKED AND SHIPPED VOLUMES

End of Week 37 million 15 Kg Cartons	Packed	Packed	Packed	Shipped	Shipped	Original Estimate	Latest Prediction	Final Packed	Vision 260
SOURCE: PPECB/AGRIHUB	**2023**	**2024**	**2025**	**2024**	**2025**	**2025**	**2025**	**2024**	**2025**
Grapefruit	14.2 m	14.4 m	15.2 m	13.8 m	15.0 m	15.3 m	15.4 m	14.4 m	16.8 m
Lemons	36.6 m	34.6 m	40.7 m	33.8 m	39.5 m	32.9 m	41.1 m	34.7 m	41.5 m
Mandarins	39.0 m	41.3 m	51.4 m	38.6 m	48.1 m	44.9 m	51.7 m	41.6 m	43.9 m
Navels	26.0 m	25.0 m	31.2 m	23.1 m	30.1 m	26.1 m	31.6 m	25.1 m	21.7 m
Valencia	50.0 m	44.5 m	55.1 m	35.5 m	48.9 m	52.0 m	58.9 m	48.8 m	58.0 m
Total	165.8 m	159.8 m	193.6 m	144.8 m	181.6 m	171.2 m	198.7 m	164.6 m	181.9 m