

| ENTERPRISE BUDGET             |                  |                     |                    |
|-------------------------------|------------------|---------------------|--------------------|
| <b>Classification</b>         | Fruit            | <b>Province</b>     | Western Cape       |
| <b>Enterprise Budget Name</b> | Apples (YR 4-5)  | <b>District</b>     | Little Karoo       |
| <b>Land Size</b>              | 1 Ha             | <b>Area</b>         | Langkloof          |
| <b>Date Developed</b>         | 30 March 2017    | <b>Developed By</b> | NomfundoN          |
| <b>Date Updated</b>           | 25 November 2019 | <b>Budget ID</b>    | BlancheB/MzwaneleL |

Use this enterprise budget as an aid in the planning process.

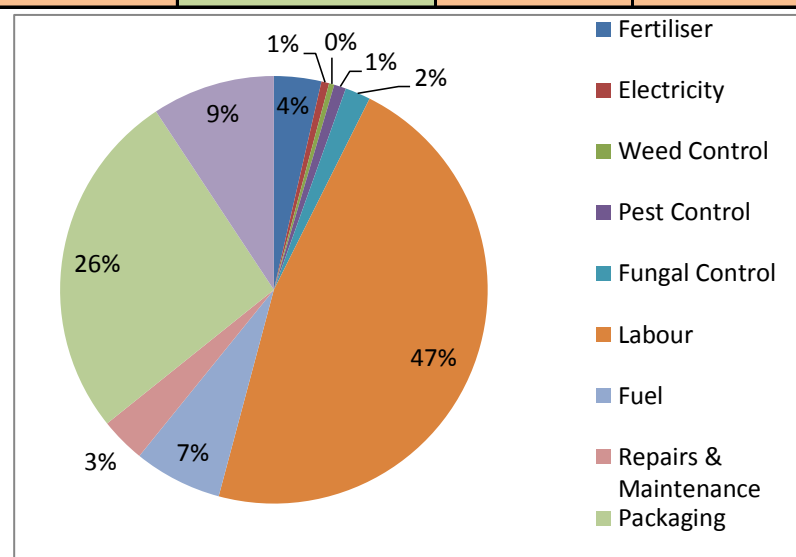
| Description   | Unit      | Price Per Unit | Quantity         | Per Ha            | Value Per Yield Unit |
|---|-----------|----------------|------------------|-------------------|----------------------|
| <b>GROSS INCOME</b>   |           |                | <b>25 000.00</b> | <b>256 187.50</b> | <b>10.25</b>         |
| <b>Product Income</b>   |           |                |                  |                   |                      |
| Apple - Export market (60%)                                   | Kg        | 12.00          | 15 000.00        | 180 000.00        | 7.20                 |
| Apple - Local market (35%)                                    | Kg        | 8.35           | 8 750.00         | 73 062.50         | 2.92                 |
| Apple - Juice production (5%)                                 | Kg        | 2.50           | 1 250.00         | 3 125.00          | 0.13                 |
| <b>MARKETING COSTS</b>  | %         | 0.00           | 25 000.00        | 0.00              | 0.00                 |
| <b>GROSS INCOME minus MARKETING COSTS</b>                     |           |                |                  | <b>256 187.50</b> | <b>10.25</b>         |
| <b>TOTAL ALLOCATABLE VARIABLE COSTS</b>                       |           |                |                  | <b>155 307.53</b> | <b>6.21</b>          |
| <b>DIRECTLY ALLOCATABLE VARIABLE COSTS</b>                    |           |                |                  | <b>138 035.58</b> | <b>5.52</b>          |
| <b>A) PRE-HARVEST COST</b>                                    |           |                |                  |                   |                      |
| <b>FERTILISER</b>   |           |                |                  |                   |                      |
| KCL   | Ton       | 7 933.70       | 0.20             | 1 586.74          | 0.06                 |
| Maxiphos 20   | Ton       | 7 921.20       | 0.30             | 2 376.36          | 0.10                 |
| 3:1:5 (38)  | Ton       | 7 209.12       | 0.30             | 2 162.74          | 0.09                 |
| <b>HERBICIDES</b>   |           |                |                  |                   |                      |
| Copper oxychloride  | L         | 103.29         | 0.45             | 46.48             | 0.00                 |
| Glyphosate  | L         | 85.08          | 7.50             | 638.08            | 0.03                 |
| <b>PESTICIDES/INSECTICIDES</b>                                |           |                |                  |                   |                      |
| Mineral oil   | L         | 29.59          | 0.50             | 14.79             | 0.00                 |
| Alpha-cypermethrin  | L         | 567.25         | 0.30             | 170.17            | 0.01                 |
| Emamectin 50 wg   | L         | 1 361.05       | 1.00             | 1 361.05          | 0.05                 |
| <b>FUNGICIDES</b>   |           |                |                  |                   |                      |
| Mancozeb 800WP  | Kg        | 73.35          | 40.00            | 2 933.88          | 0.12                 |
| Cyprodinil  | Kg        | 1 037.88       | 0.03             | 31.14             | 0.00                 |
| Flusilazole   | L         | 220.98         | 1.50             | 331.48            | 0.01                 |
| <b>CASUAL LABOUR</b>  |           |                |                  |                   |                      |
| Casual Labour Thinning/Day                                    | R/Manday  | 168.12         | 58.00            | 9 750.96          | 0.39                 |
| Casual Labour Pruning/Day                                     | R/Manday  | 168.12         | 52.00            | 8 742.24          | 0.35                 |
| Casual Labour Tree training/Day                               | R/Manday  | 168.12         | 42.00            | 7 061.04          | 0.28                 |
| Casual Labour Fertiliser Spread/Day                           | R/Manday  | 168.12         | 120.00           | 20 174.40         | 0.81                 |
| Casual Labour Weeding/Day                                     | R/Manday  | 168.12         | 84.00            | 14 122.08         | 0.56                 |
| Casual Labour Irrigation/Hour                                 | R/Manhour | 18.68          | 208.00           | 3 885.44          | 0.16                 |
| <b>IRRIGATION &amp; ELECRCITY</b>                             |           |                |                  |                   |                      |
| Micro Jet Sprayer   | Ha        | 1 000.00       | 1.00             | 1 000.00          | 0.04                 |
| <b>B) HARVEST COSTS</b>                                       |           |                |                  |                   |                      |
| <b>CASUAL LABOUR</b>  |           |                |                  |                   |                      |
| Casual Labour Harvesting/Day                                  | Manday    | 138.52         | 115.00           | 15 929.80         | 0.64                 |
| Casual Labour Loading/Day                                     | Manday    | 138.52         | 2.00             | 277.04            | 0.01                 |
| Casual Labour Tractor Driver/Day                              | Manday    | 138.52         | 1.00             | 138.52            | 0.01                 |
| <b>PACKAGING COSTS</b>  |           |                |                  |                   |                      |
| Packaging material: 18.5 kg box                               | Ha        | 16.08          | 1 351.35         | 21 729.73         | 0.87                 |
| Storage, cooling, handling                                    | Bin       | 330.00         | 71.43            | 23 571.43         | 0.94                 |
| <b>GROSS MARGIN ABOVE DIRECTLY ALLOCATABLE VARIABLE COSTS</b> |           |                |                  | <b>118 151.92</b> | <b>4.73</b>          |

|  |   |       |                   |             |
|--|---|-------|-------------------|-------------|
| <b>INDIRECTLY ALLOCATABLE VARIABLE COSTS</b>               |   |       | <b>17 271.95</b>  | <b>0.69</b> |
| <b>C) PRE-HARVEST COST</b>                                 |   |       |                   |             |
| Fuel   | L | 12.61 | 11 049.56         | 0.44        |
| Repairs & Maintenance                                      |   |       | 5 636.07          | 0.23        |
| <b>D) HARVEST COSTS</b>                                    |   |       |                   |             |
| Fuel   | L | 12.61 | 379.65            | 0.02        |
| Repairs & Maintenance                                      |   |       | 206.67            | 0.01        |
| <b>GROSS MARGIN ABOVE TOTAL ALLOCATABLE VARIABLE COSTS</b> |   |       | <b>100 879.97</b> | <b>4.04</b> |
| Interest on Working Capital                                |   |       | 15 919.02         | 0.64        |
| <b>MARGIN ABOVE SPECIFIED COSTS</b>                        |   |       | <b>84 960.94</b>  | <b>3.40</b> |

|                                 |        |  |
|---------------------------------|--------|--|
| <b>NOTES:</b>                   |        |  |
| Interest Rate                   | 10.25% |  |
| Growing period of Crop (Months) | 12     |  |

| <b>SENSITIVITY ANALYSIS</b>           |                      |                |                |                |                |
|---------------------------------------|----------------------|----------------|----------------|----------------|----------------|
| <b>YIELD (Tons/ha)</b>                | <b>PRICE (R/Ton)</b> |                |                |                |                |
| <b>YIELD CHANGE AT 10% INCREMENTS</b> | <b>LESS 10%</b>      | <b>LESS 5%</b> | <b>ACTUAL</b>  | <b>ADD 5%</b>  | <b>ADD 10%</b> |
|                                       | <b>R 9.22</b>        | <b>R 9.74</b>  | <b>R 10.25</b> | <b>R 10.76</b> | <b>R 11.27</b> |
| <b>20000.00</b>                       | R 13 228             | R 23 476       | R 33 723       | R 43 971       | R 54 218       |
| <b>22500.00</b>                       | R 36 285             | R 47 814       | R 59 342       | R 70 871       | R 82 399       |
| <b>25000.00</b>                       | R 59 342             | R 72 152       | R 84 961       | R 97 770       | R 110 580      |
| <b>27500.00</b>                       | R 82 399             | R 96 489       | R 110 580      | R 124 670      | R 138 760      |
| <b>30000.00</b>                       | R 105 456            | R 120 827      | R 136 198      | R 151 570      | R 166 941      |
| <b>BREAKEVEN YIELD (Tons/Ha)</b>      | <b>18566</b>         | <b>17589</b>   | <b>16709</b>   | <b>15913</b>   | <b>15190</b>   |

| <b>Costs Of Production</b> | <b>R/Ha</b> |
|----------------------------|-------------|
| Fertiliser                 | 6 125.84    |
| Electricity                | 1 000.00    |
| Weed Control               | 684.56      |
| Pest Control               | 1 546.02    |
| Fungal Control             | 3 296.49    |
| Labour                     | 80 081.52   |
| Fuel                       | 11429.21    |
| Repairs & Maintenance      | 5842.74     |
| Packaging                  | 45301.16    |
| Interest                   | 15919.02    |



**Disclaimer**

The Western Cape Department of Agriculture prepared this data/ information as accurately as possible. However, as this document contains data from various sources, its correctness cannot be guaranteed. Any person using this information will be doing so at own risk as the said organisation or other party will under no circumstances be responsible for any loss suffered by any person using the information contained in this document