

| ENTERPRISE BUDGET             |                |                      |                         |
|-------------------------------|----------------|----------------------|-------------------------|
| <b>Classification</b>         | Vegetable      | <b>Province</b>      | Western Cape            |
| <b>Enterprise Budget Name</b> | Spinach        | <b>District</b>      | Cape Metropole          |
| <b>Land Size</b>              | 1 Hectare      | <b>Area</b>          | Kuilsriver/Kraaifontein |
| <b>Date Developed</b>         | 31 May 2015    | <b>Latest update</b> | 24 August 2020          |
| <b>Developer</b>              | Peliwe Mgudlwa | <b>Updater</b>       | Ziyanda Mtshiselwa      |
| <b>Soil Type</b>              | Sandy          |                      |                         |

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

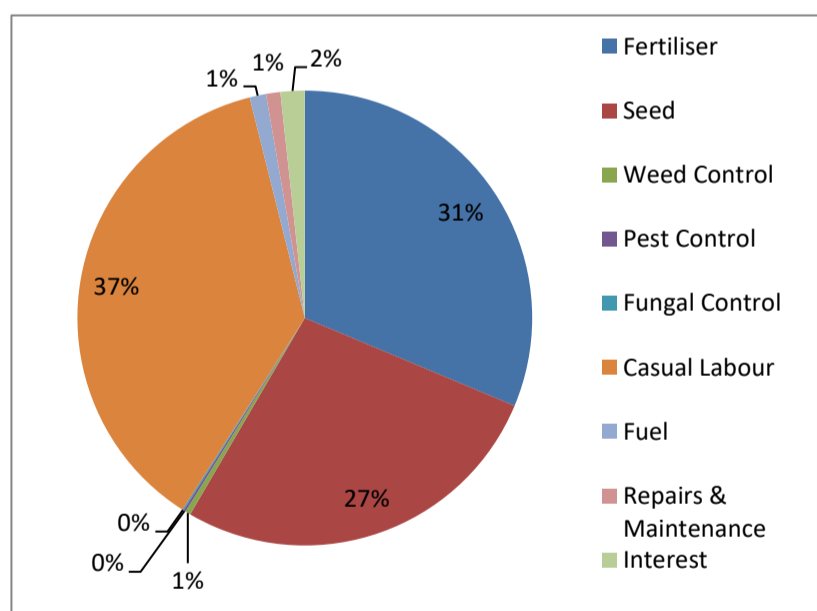
| Description   | Unit      | Price Per Unit | Quantity     | Per Ha            | Value Per Yield Unit |
|---|-----------|----------------|--------------|-------------------|----------------------|
| <b>GROSS INCOME</b>   |           |                | <b>35,00</b> | <b>432 815,95</b> | <b>12 366,17</b>     |
| <b>Product Income</b>   |           |                |              |                   |                      |
| Spinach   | Ton       | 12366,17       | 35,00        | 432 815,95        | 12 366,17            |
| <b>MARKETING COSTS Market</b>                                 | 12,5%     |                |              | 54 101,99         | 1 545,77             |
| <b>GROSS INCOME minus MARKETING COSTS</b>                     |           |                |              | <b>378 713,96</b> | <b>10 820,40</b>     |
| <b>TOTAL ALLOCATABLE VARIABLE COSTS</b>                       |           |                |              | <b>100 074,64</b> | <b>2 859,28</b>      |
| <b>DIRECTLY ALLOCATABLE VARIABLE COSTS</b>                    |           |                |              | <b>97 849,62</b>  | <b>2 795,70</b>      |
| <b>A) PRE-HARVEST COST</b>                                    |           |                |              |                   |                      |
| <b>PLANTING MATERIAL</b>                                      |           |                |              |                   |                      |
| Spinach Seedlings   | Each      | 0,46           | 60 000,00    | 27 600,00         | 788,57               |
| <b>FERTILISER</b>   |           |                |              |                   |                      |
| 3:1:5 (38)  | Ton       | 7 209,12       | 1,50         | 10 813,68         | 308,96               |
| Lime Ammonium Nitrate (28)                                    | Ton       | 5 790,25       | 1,93         | 11 175,18         | 319,29               |
| Turbo-31 10:1:5   | Ton       | 6 492,21       | 0,39         | 2 557,93          | 73,08                |
| Potassium (K)   | Kg        | 18,61          | 394,00       | 7 331,16          | 209,46               |
| <b>HERBICIDES</b>   |           |                |              |                   |                      |
| Paraquat 200SL  | L         | 54,87          | 5,00         | 274,33            | 7,84                 |
| Diquat 80/Paraquat 120 SL                                     | L         | 114,39         | 1,00         | 114,39            | 3,27                 |
| <b>PESTICIDES/INSECTICIDES</b>                                |           |                |              |                   |                      |
| Mevinphos 500 SL  | L         | 880,11         | 0,15         | 132,02            | 3,77                 |
| Deltamethrin 25 EC  | L         | 114,33         | 0,08         | 9,15              | 0,26                 |
| Buffer / alkylated phenol-ethylene oxide                      | L         | 38,30          | 0,60         | 22,98             | 0,66                 |
| <b>FUNGICIDES</b>   |           |                |              |                   |                      |
| Tebuconazole 250 EW   | L         | 411,54         | 0,25         | 102,88            | 2,94                 |
| <b>CASUAL LABOUR</b>  |           |                |              |                   |                      |
| Casual Labour Planting/Hour                                   | R/Manhour | 18,68          | 96,00        | 1 793,28          | 51,24                |
| Casual Labour Fertiliser Spread/Hour                          | R/Manhour | 18,68          | 2,00         | 37,36             | 1,07                 |
| <b>IRRIGATION &amp; ELECRCITY</b>                             |           |                |              |                   | 0,00                 |
| <b>B) HARVEST COSTS</b>                                       |           |                |              |                   |                      |
| Casual Labour Harvesting/Day                                  | R/Manday  | 168,12         | 213,44       | 35 883,53         | 1 025,24             |
| <b>PACKAGING MATERIAL</b>                                     |           |                |              |                   |                      |
| String  | Each      | 0,05           | 35           | 1,75              | 0,05                 |
| <b>GROSS MARGIN ABOVE DIRECTLY ALLOCATABLE VARIABLE COSTS</b> |           |                |              | <b>280 864,33</b> | <b>8 024,70</b>      |

|  |   |       |                   |                 |
|--|---|-------|-------------------|-----------------|
| <b>INDIRECTLY ALLOCATABLE VARIABLE COSTS</b>               |   |       | <b>2 225,01</b>   | <b>63,57</b>    |
| <b>C) PRE-HARVEST COST</b>                                 |   |       |                   |                 |
| Fuel   | L | 12,61 | 1 140,42          | 32,58           |
| Repairs & Maintenance                                      |   |       | 703,54            | 20,10           |
| <b>D) HARVEST COSTS</b>                                    |   |       |                   |                 |
| Fuel   | L | 12,61 | 47,27             | 1,35            |
| Repairs & Maintenance                                      |   |       | 333,79            | 9,54            |
| <b>GROSS MARGIN ABOVE TOTAL ALLOCATABLE VARIABLE COSTS</b> |   |       | <b>278 639,32</b> | <b>7 961,12</b> |
| Interest on Working Capital                                |   |       | 1 751,31          | 50,04           |
| <b>MARGIN ABOVE SPECIFIED COSTS</b>                        |   |       | <b>276 888,01</b> | <b>7 911,09</b> |

|                        |  |          |  |  |
|------------------------|--|----------|--|--|
| <b>NOTES:</b>          |  |          |  |  |
| Interest Rate          |  | 7,00%    |  |  |
| Growing period of Crop |  | 3 months |  |  |

| <b>SENSITIVITY ANALYSIS</b>           |                     |                    |                    |                    |                    |
|---------------------------------------|---------------------|--------------------|--------------------|--------------------|--------------------|
| <b>YIELD (Kg/ha)</b>                  | <b>PRICE (R/kg)</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 11 129,55</b>  | <b>R 11 747,86</b> | <b>R 12 366,17</b> | <b>R 12 984,48</b> | <b>R 13 602,79</b> |
| <b>28</b>                             | R 155 700           | R 173 012          | R 190 325          | R 207 637          | R 224 950          |
| <b>32</b>                             | R 194 653           | R 214 130          | R 233 606          | R 253 083          | R 272 560          |
| <b>35</b>                             | R 233 606           | R 255 247          | R 276 888          | R 298 529          | R 320 170          |
| <b>39</b>                             | R 272 560           | R 296 365          | R 320 170          | R 343 974          | R 367 779          |
| <b>42</b>                             | R 311 513           | R 337 482          | R 363 451          | R 389 420          | R 415 389          |
| <b>BREAKEVEN YIELD (Kg/ha)</b>        | <b>14</b>           | <b>13</b>          | <b>13</b>          | <b>12</b>          | <b>11</b>          |

| <b>Costs Of Production</b> | <b>R/Ha</b> |
|----------------------------|-------------|
| Fertiliser                 | 31 877,95   |
| Seed                       | 27 600,00   |
| Weed Control               | 388,72      |
| Pest Control               | 164,14      |
| Fungal Control             | 102,88      |
| Casual Labour              | 37 714,17   |
| Fuel                       | 1 187,69    |
| Repairs & Maintenance      | 1 037,32    |
| Interest                   | 1 751,31    |



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