

| ENTERPRISE BUDGET             |                     |                     |                           |
|-------------------------------|---------------------|---------------------|---------------------------|
| <b>Classification</b>         | Fruit               | <b>Province</b>     | Western Cape              |
| <b>Enterprise Budget Name</b> | Table Olive (Yr 9+) | <b>District</b>     | Garden Route/Little Karoo |
| <b>Land Size</b>              | 1 Hectare           | <b>Area</b>         | Kana/Oudtsh/P Albert      |
| <b>Date Developed</b>         | 30 October 2015     | <b>Date updated</b> | 09 March 2022             |
| <b>Developer</b>              | Mzwanele Lingani    | <b>Updater</b>      | Sinovuyo Magqibelo        |
| <b>Soil Type</b>              | Sandy/Loam          |                     |                           |

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>10,50</b> | <b>137 000,00</b> | <b>13 047,62</b>     |
| <b>Product Income</b>   |          |                |              |                   |                      |
| Table Olive   | Ton      | 14 000,00      | 9,50         | 133 000,00        | 12 666,67            |
| Olive Oil   | Ton      | 4 000,00       | 1,00         | 4 000,00          | 380,95               |
| <b>MARKETING COSTS</b>  | Ton      | 0,00           | 1,00         | 0,00              | 0,00                 |
| <b>GROSS INCOME minus MARKETING COSTS</b>                     |          |                |              | <b>137 000,00</b> | <b>13 047,62</b>     |
| <b>TOTAL ALLOCATABLE VARIABLE COSTS</b>                       |          |                |              | <b>44 056,90</b>  | <b>4 195,89</b>      |
| <b>DIRECTLY ALLOCATABLE VARIABLE COSTS</b>                    |          |                |              | <b>42 435,81</b>  | <b>4 041,51</b>      |
| <b>A) PRE-HARVEST COST</b>                                    |          |                |              |                   |                      |
| <b>FERTILISER</b>   |          |                |              | <b>7 258,85</b>   | <b>691,32</b>        |
| Lime Ammonium Nitrate (28)                                    | Ton      | 13 599,90      | 0,08         | 1 087,99          | 103,62               |
| Magnesium Sulphate  | Ton      | 15 143,20      | 0,02         | 302,86            | 28,84                |
| Nitrogen (N)  | Ton      | 18 055,00      | 0,24         | 4 333,20          | 412,69               |
| Potassium (K)   | Ton      | 6 611,35       | 0,19         | 1 256,16          | 119,63               |
| Solubor   | L        | 32,20          | 1,20         | 38,64             | 3,68                 |
| Zinc Sulphate   | Ton      | 19 200,00      | 0,01         | 240,00            | 22,86                |
| <b>HERBICIDES</b>   |          |                |              | <b>769,24</b>     | <b>73,26</b>         |
| Glyphosate 360 SL   | L        | 186,30         | 3,00         | 558,90            | 53,23                |
| Paraquat 200SL  | L        | 105,17         | 2,00         | 210,34            | 20,03                |
| <b>PESTICIDES</b>   |          |                |              | <b>5 665,37</b>   | <b>539,56</b>        |
| Azinphos-methyl   | L        | 257,96         | 2,50         | 644,89            | 61,42                |
| Demeton-s-methyl  | L        | 361,80         | 1,00         | 361,80            | 34,46                |
| Spinetoram 250 WG   | kg       | 7 365,42       | 0,60         | 4 419,25          | 420,88               |
| Bifenthrin(pyrethroid) 100g/L                                 | L        | 399,05         | 0,60         | 239,43            | 22,80                |
| <b>FUNGICIDES</b>   |          |                |              | <b>3 408,13</b>   | <b>324,58</b>        |
| Mancozeb 800WP  | Kg       | 96,01          | 4,00         | 384,04            | 36,58                |
| Captab 50 SC  | L        | 135,63         | 3,00         | 406,89            | 38,75                |
| Cuprous oxide 86% WG  | Kg       | 358,28         | 4,40         | 1 576,44          | 150,14               |
| Copper oxychloride  | Kg       | 104,08         | 10,00        | 1 040,75          | 99,12                |
| <b>CASUAL LABOUR</b>  |          |                |              | <b>2 921,94</b>   | <b>278,28</b>        |
| Casual Labour Pruning/Day                                     | R/Manday | 208,71         | 14,00        | 2 921,94          | 278,28               |
| <b>IRRIGATION &amp; ELECRCITY</b>                             |          |                |              | <b>1 750,00</b>   | <b>166,67</b>        |
| <b>B) HARVEST COSTS</b>                                       |          |                |              |                   |                      |
| <b>CASUAL LABOUR</b>  |          |                |              | <b>20 662,29</b>  | <b>1 967,84</b>      |
| Casual Labour Harvesting/Day                                  | R/Manday | 208,71         | 99,00        | 20 662,29         | 1 967,84             |
| <b>GROSS MARGIN ABOVE DIRECTLY ALLOCATABLE VARIABLE COSTS</b> |          |                |              | <b>94 564,19</b>  | <b>9 006,11</b>      |

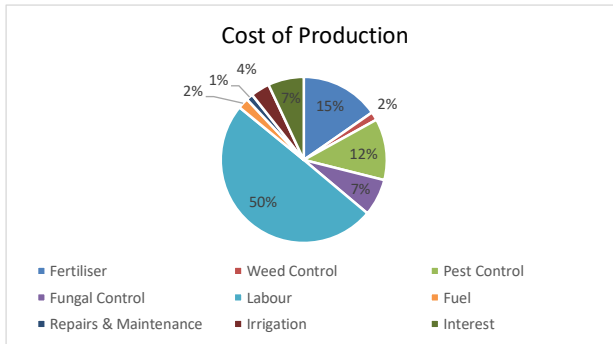
|  |   |       |                  |                 |
|--|---|-------|------------------|-----------------|
| <b>INDIRECTLY ALLOCATABLE VARIABLE COSTS</b>               |   |       | <b>1 621,08</b>  | <b>154,39</b>   |
| <b>C) PRE-HARVEST COST</b>                                 |   |       |                  |                 |
| Fuel   | L | 17,67 | 526,64           | 50,16           |
| Repairs & Maintenance                                      |   |       | 373,47           | 35,57           |
| <b>D) HARVEST COSTS</b>                                    |   |       |                  |                 |
| Fuel   | L | 17,67 | 468,94           | 44,66           |
| Repairs & Maintenance                                      |   |       | 252,03           | 24,00           |
| <b>GROSS MARGIN ABOVE TOTAL ALLOCATABLE VARIABLE COSTS</b> |   |       | <b>92 943,10</b> | <b>8 851,72</b> |
| Interest on Working Capital                                |   |       | 3 304,27         | 314,69          |
| <b>MARGIN ABOVE SPECIFIED COSTS</b>                        |   |       | <b>89 638,84</b> | <b>8 537,03</b> |

**NOTES:**

|                                 |       |
|---------------------------------|-------|
| Interest Rate                   | 7,50% |
| Growing period of Crop (Months) | 12    |

| <b>SENSITIVITY ANALYSIS</b>           |                      |                 |                 |                 |                 |
|---------------------------------------|----------------------|-----------------|-----------------|-----------------|-----------------|
| <b>YIELD (Ton/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 11 743</b>      | <b>R 12 395</b> | <b>R 13 048</b> | <b>R 13 700</b> | <b>R 14 352</b> |
| <b>8,40</b>                           | R 51 279             | R 56 759        | R 62 239        | R 67 719        | R 73 199        |
| <b>9,45</b>                           | R 63 609             | R 69 774        | R 75 939        | R 82 104        | R 88 269        |
| <b>10,50</b>                          | R 75 939             | R 82 789        | R 89 639        | R 96 489        | R 103 339       |
| <b>11,55</b>                          | R 88 269             | R 95 804        | R 103 339       | R 110 874       | R 118 409       |
| <b>12,60</b>                          | R 100 599            | R 108 819       | R 117 039       | R 125 259       | R 133 479       |
| <b>BREAKEVEN YIELD (Ton/Ha)</b>       | <b>4,03</b>          | <b>3,82</b>     | <b>3,63</b>     | <b>3,46</b>     | <b>3,30</b>     |

| <b>Costs Of Production</b> | <b>R/Ha</b> |
|----------------------------|-------------|
| Fertiliser                 | 7 258,85    |
| Weed Control               | 769,24      |
| Pest Control               | 5 665,37    |
| Fungal Control             | 3 408,13    |
| Labour                     | 23 584,23   |
| Fuel                       | 995,58      |
| Repairs & Maintenance      | 625,50      |
| Irrigation                 | 1750,00     |
| Interest                   | 3304,27     |



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