



| ENTERPRISE BUDGET      |                      |              |                  |
|------------------------|----------------------|--------------|------------------|
| Classification         | Fruit                | Province     | Western Cape     |
| Enterprise Budget Name | Table Grape (Year 2) | District     | North West Coast |
| Land Size              | 1 Ha                 | Area         | Matzikama        |
| Date Developed         | 01 July 2018         | Date Updated | 29 January 2024  |
| Developer              | Peliwe Mgudlwa       | Updater      | Nontembeko Mbusi |
| Soil Type              | Clay-Loam            |              |                  |

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

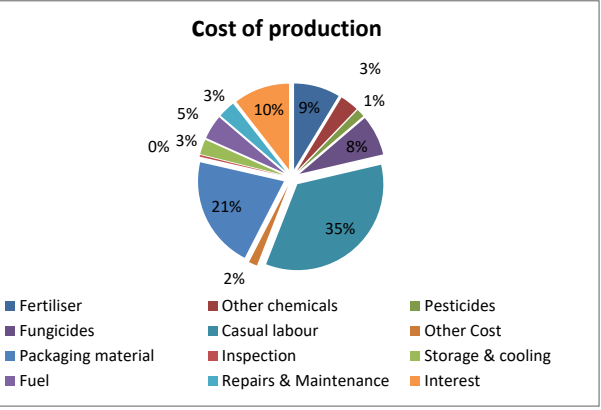
| Description                                                   | Unit      | Price Per Unit | Quantity        | Per Ha            | Value Per Yield Unit |
|---------------------------------------------------------------|-----------|----------------|-----------------|-------------------|----------------------|
| <b>GROSS INCOME</b>                                           |           |                | <b>1 568,00</b> | <b>142 688,00</b> | <b>91,00</b>         |
| <b>Product Income</b>                                         |           |                |                 |                   |                      |
| Table grape - Local                                           | Carton    | 91,00          | 1 568,00        | 142 688,00        | 0,00                 |
| <b>MARKETING COSTS: SATI Levy</b>                             | Carton    | 0,63           | 1 568,00        | 994,11            | 0,00                 |
| <b>MARKETING COSTS: Social Dvpt Levy</b>                      | Carton    | 0,95           | 1 568,00        | 1 489,60          | 0,00                 |
| <b>GROSS INCOME minus MARKETING COSTS</b>                     |           |                |                 | <b>140 204,29</b> | <b>0,00</b>          |
| <b>TOTAL ALLOCATABLE VARIABLE COSTS</b>                       |           |                |                 | <b>200 213,25</b> | <b>0,00</b>          |
| <b>DIRECTLY ALLOCATABLE VARIABLE COSTS</b>                    |           |                |                 | <b>182 814,68</b> | <b>0,00</b>          |
| <b>A) PRE-HARVEST COST</b>                                    |           |                |                 |                   |                      |
| <b>FERTILISER</b>                                             |           |                |                 | <b>19 410,04</b>  | <b>0,00</b>          |
| N3PK 15% (VM)                                                 | Ton       | 24 793,70      | 0,18            | 4 462,87          | 0,00                 |
| C T Grow (VM)                                                 | Ton       | 3 989,35       | 0,90            | 3 590,42          | 0,00                 |
| CalMag (Cal3)                                                 | Ton       | 16 610,07      | 0,61            | 10 165,36         | 0,00                 |
| CT K-Veg (VM) B                                               | Ton       | 3 404,00       | 0,35            | 1 191,40          | 0,00                 |
| <b>OTHER CHEMICALS</b>                                        |           |                |                 | <b>7 886,12</b>   | <b>0,00</b>          |
| Cyanamide                                                     | L         | 108,27         | 50,00           | 5 413,63          | 0,00                 |
| Spiroxamine 500 EC                                            | L         | 808,74         | 1,80            | 1 455,73          | 0,00                 |
| Gibberelin                                                    | L         | 1 224,22       | 0,16            | 195,88            | 0,00                 |
| Isotridecanol                                                 | L         | 166,51         | 0,20            | 33,30             | 0,00                 |
| ( E )-80dodecen-1-yl acetate + (7)-8-dodecen-1-yl acetate     | L         | 6 300,74       | 0,13            | 787,59            | 0,00                 |
| <b>PESTICIDES/INSECTICIDES</b>                                |           |                |                 | <b>3 466,10</b>   | <b>0,00</b>          |
| Fenazaquin                                                    | L         | 1 230,87       | 0,60            | 738,52            | 0,00                 |
| Spirotetramat                                                 | L         | 2 741,70       | 0,20            | 548,34            | 0,00                 |
| Spinosad 480 SC                                               | L         | 823,14         | 0,75            | 617,35            | 0,00                 |
| thumatotibia leucotreta granulosivir                          | L         | 2 839,80       | 0,55            | 1 561,89          | 0,00                 |
| <b>FUNGICIDES</b>                                             |           |                |                 | <b>17 021,39</b>  | <b>0,00</b>          |
| Mancozeb / Metalaxyl                                          | KG        | 239,97         | 5,00            | 1 199,85          | 0,00                 |
| Sulphur                                                       | Kg        | 44,42          | 10,00           | 444,21            | 0,00                 |
| Potassium phosphite 400 SL                                    | L         | 100,97         | 10,50           | 1 060,16          | 0,00                 |
| Penconazole                                                   | L         | 618,45         | 1,00            | 618,45            | 0,00                 |
| Fluopyram                                                     | L         | 7 827,84       | 1,75            | 13 698,73         | 0,00                 |
| <b>CASUAL LABOUR</b>                                          |           |                |                 | <b>61 227,60</b>  | <b>0,00</b>          |
| Casual Labour Canopy Management/Day                           | R/Manday  | 248,22         | 220,00          | 54 608,40         | 0,00                 |
| Casual Labour Weeding/Hour                                    | R/Manhour | 27,58          | 240,00          | 6 619,20          | 0,00                 |
| <b>OTHER COSTS</b>                                            |           |                |                 | <b>3 600,00</b>   | <b>0,00</b>          |
| Water tariff                                                  | Ha        | 3 600,00       | 1,00            | 3 600,00          | 0,00                 |
| <b>B) HARVEST COSTS</b>                                       |           |                |                 | <b>70 203,42</b>  | <b>0,00</b>          |
| Casual Labour Harvesting/Day                                  | R/Manday  | 248,22         | 10,00           | 2 482,20          | 0,00                 |
| Casual Labour Packaging/Day                                   | R/Manday  | 248,22         | 55,00           | 13 652,10         | 0,00                 |
| Packaging material                                            | Carton    | 30,00          | 1 568,00        | 47 040,00         | 0,00                 |
| Inspection                                                    | Carton    | 0,47           | 1 568,00        | 729,12            | 0,00                 |
| Storage and Cooling                                           | Pellet    | 700,00         | 9,00            | 6 300,00          | 0,00                 |
| <b>GROSS MARGIN ABOVE DIRECTLY ALLOCATABLE VARIABLE COSTS</b> |           |                |                 | <b>-42 610,39</b> | <b>0,00</b>          |

|                                                     |   |       |            |      |
|-----------------------------------------------------|---|-------|------------|------|
| INDIRECTLY ALLOCATABLE VARIABLE COSTS               |   |       | 17 398,57  | 0,00 |
| C) PRE-HARVEST COST                                 |   |       |            |      |
| Fuel                                                | L | 20,33 | 8 467,08   | 0,00 |
| Repairs & Maintenance                               |   |       | 6 099,20   | 0,00 |
| D) HARVEST COST                                     |   |       |            |      |
| Fuel                                                | L | 20,33 | 1 740,48   | 0,00 |
| Repairs & Maintenance                               |   |       | 1 091,80   | 0,00 |
| GROSS MARGIN ABOVE TOTAL ALLOCATABLE VARIABLE COSTS |   |       | -60 008,96 | 0,00 |
| Interest on Working Capital                         |   |       | 23 525,06  | 0,00 |
| MARGIN ABOVE SPECIFIED COSTS                        |   |       | -83 534,02 | 0,00 |

|                                    |  |        |  |  |
|------------------------------------|--|--------|--|--|
| NOTES:                             |  |        |  |  |
| 1. Interest Rate                   |  | 11,75% |  |  |
| 2. Growing period of Crop (Months) |  | 12     |  |  |

| SENSITIVITY ANALYSIS           |                  |            |            |            |            |
|--------------------------------|------------------|------------|------------|------------|------------|
| YIELD (Cartons/ha)             | PRICE (R/Carton) |            |            |            |            |
| YIELD CHANGE AT 10% INCREMENTS | LESS 10%         | LESS 5%    | ACTUAL     | ADD 5%     | ADD 10%    |
|                                | R 81,90          | R 86,45    | R 91,00    | R 95,55    | R 100,10   |
| 1254                           | -R 123 487       | -R 117 779 | -R 112 072 | -R 106 364 | -R 100 657 |
| 1411                           | -R 110 645       | -R 104 224 | -R 97 803  | -R 91 382  | -R 84 961  |
| 1568                           | -R 97 803        | -R 90 668  | -R 83 534  | -R 76 400  | -R 69 265  |
| 1725                           | -R 84 961        | -R 77 113  | -R 69 265  | -R 61 417  | -R 53 570  |
| 1882                           | -R 72 119        | -R 63 558  | -R 54 996  | -R 46 435  | -R 37 874  |
| BREAKEVEN YIELD (Cartons/Ha)   | 2762             | 2617       | 2486       | 2368       | 2260       |

| Costs Of Production   | R/Ha       |
|-----------------------|------------|
| Fertiliser            | 19 410,04  |
| Other chemicals       | 7 886,12   |
| Pesticides            | 3 466,10   |
| Fungicides            | 17 021,39  |
| Casual labour         | 77 361,90  |
| Other Cost            | 3 600,00   |
| Packaging material    | 47 040,00  |
| Inspection            | 729,12     |
| Storage & cooling     | 6 300,00   |
| Fuel                  | 10 207,56  |
| Repairs & Maintenance | 7 191,01   |
| Interest              | 23 525,06  |
| TOTAL                 | 223 738,31 |



|                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Disclaimer                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <p>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</p> |