



Cotton SA is a non-profit company that serves as a mouthpiece for the cotton industry, representing the whole value chain from farm to fashion.

Industry forum that coordinates consultation and discussion, bringing together all segments of the industry to support constructive engagement.





VISION: To act as an industry representative body, to establish a competitive industry, which plays a leading role in the economy and agriculture of Southern Africa and delivers an important contribution to the development of the country.

MISSION: To create an environment where the South African industry can develop by fulfilling certain functions.

THE PURE COTTON MARK



FUNCTIONS OF COTTON SA

- Stimulate production and use of cotton
- Enhance the marketability of cotton:
 - Research and development
 - Quality standards and norms
 - Training
- Facilitation of development of smallholder cotton farming sector – committed to transformation
- Information transfer & support to all role-players



Cotton Industry



South African Cotton Producers Organization (SACPO)

National and Provincial structures

Commercial & Smallholders
(Small-scale Farmers Forum,
SCFF)

South African Ginners Organization (SACGA)

Ginneries:

- Ubongwa Gin
- Great North Gin
- Vaalharts Gin
- **GWK (Modderivier Gin)**
- Northern Cape Gin- Marydale)
- Koedoeskop Gin
- Springbokvlakte Gin

- **Seed companies** – Mahyco & Cotton Seed enterprises
- **Chemical suppliers** (pesticides & fertilizers)
- **Technology holder:** Bayer
- **Private partners** (SAB, Cane-Growers, Illovo, ARC, Urban Econ
- **Government organizations** (DALRRD), AgriSETA; LARRD

Trading agents:

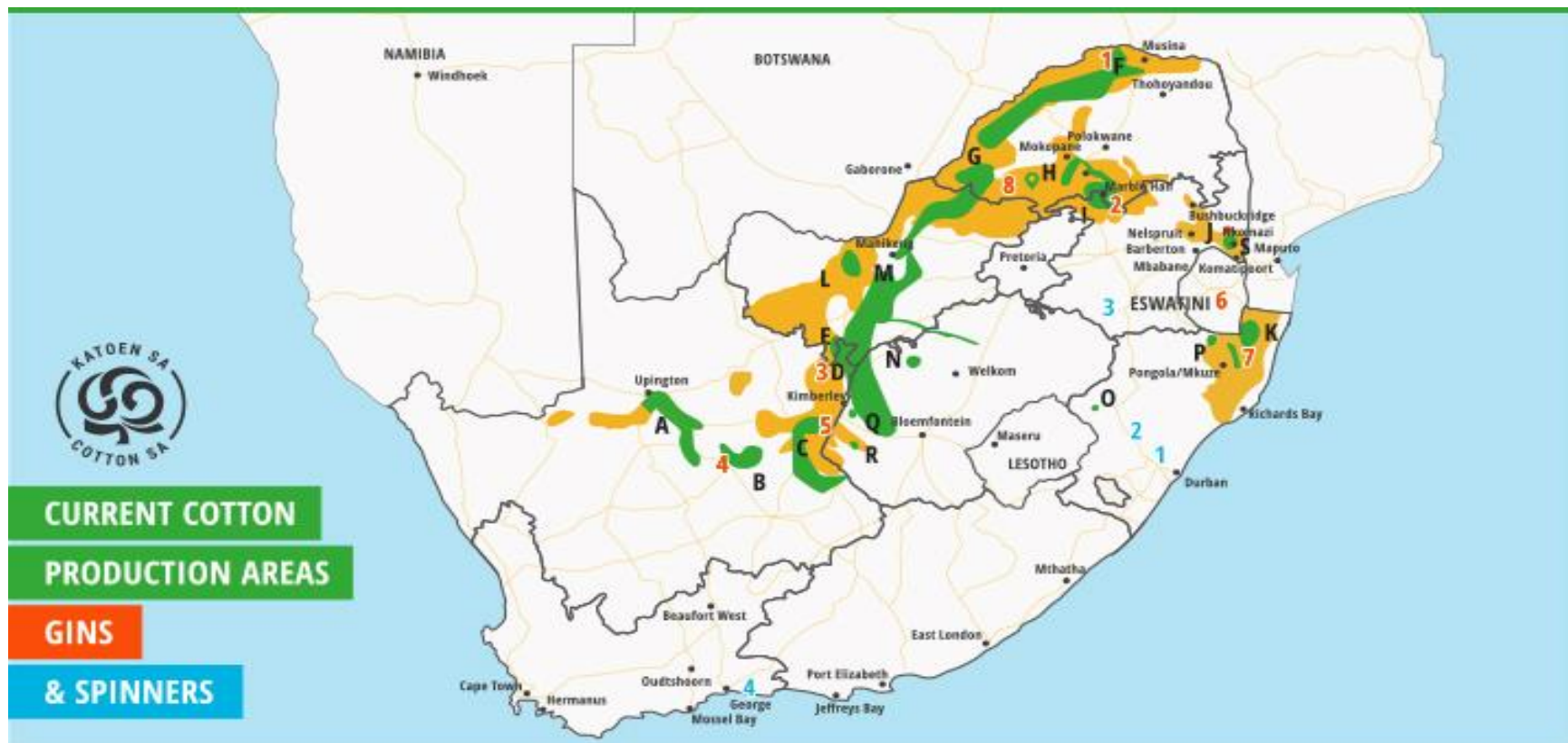
- Fulcrum
- AgriTEX/Invictus
- International traders – Otto Stadtlander

Local Spinners:

- Prilla
- Standerton Mill
- TradeLink

Local Oil Mill: Super Oil Mill

Production areas, ginnerers and spinners



A - Lower Orange River
 B - Marydale/Prieska
 C - Hopetown/Douglas
 D - Vaalharts
 E - Taung
 F - Weipe
 G - Thabazimbi/Dwaalboom
 H - North & South Springbok Flats
 I - Marble Hall/Groblersdal
 J - Bushbuckridge/Barberton

K - Makhathini
 L - Stella/Setlagoli
 M - Lichtenburg/Delareyville/
 Schweizer-Reneke
 N - Hoopstad/Hertzogville
 O - Winterton
 P - Pongola/Mkuze
 Q - Jacobsdal
 R - Luckhoff
 S - Nkomazi/Komatipoort

COTTON GINS

- 1 - Weipe
- 2 - Loskop
- 3 - Vaalharts
- 4 - Northern Cape
- 5 - GWK
- 6 - Swaziland Gin
- 7 - Ubongwa
- 8 - Koedoeskop

COTTON SPINNERS

- 1 - Prilla Mills
- 2 - Tai Yuen Textiles
- 3 - Standerton Mills
- 4 - Tradelink

Current Commercial Areas
 Traditional Cotton Production Areas

Cotton ginning



**Quality and Grading –
putting a value to the lint to
market the crop – for
export**

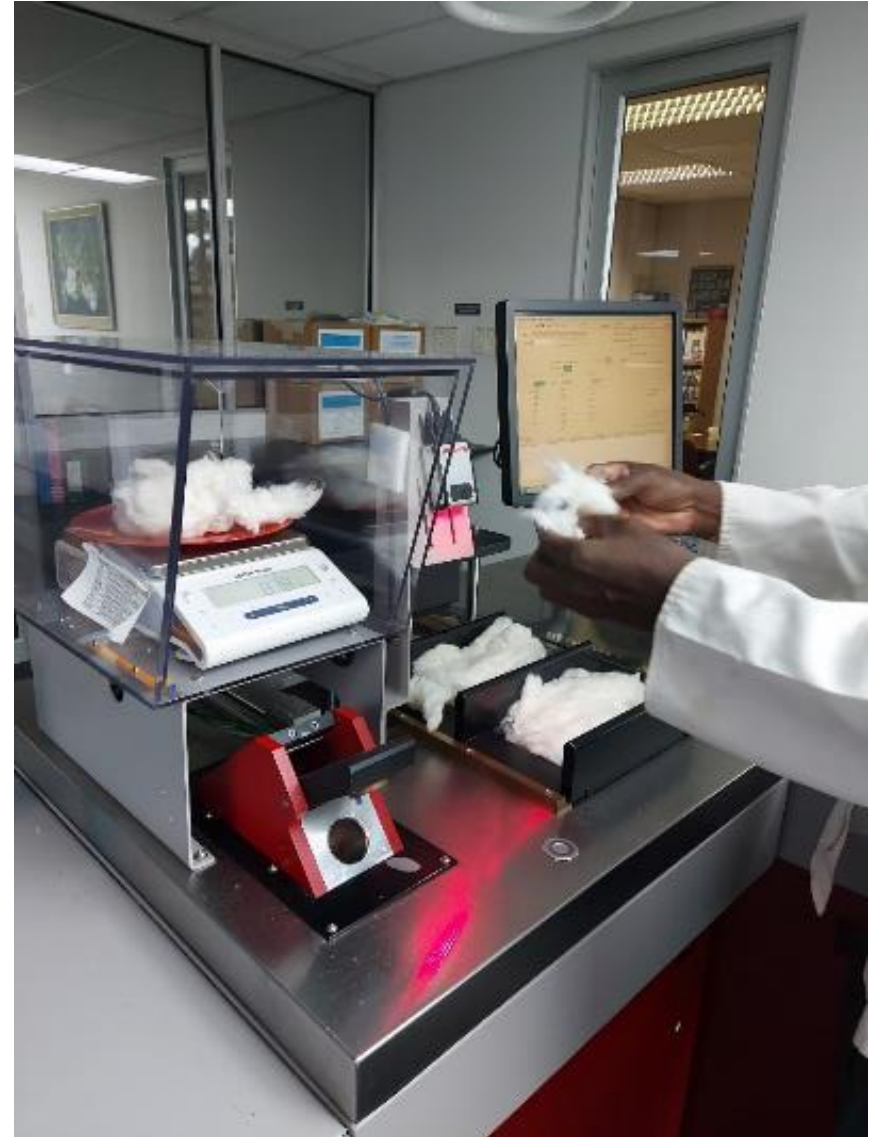


THE QUALITY CONTROL DIVISION – ACCREDITATION



- ❑ Official impartial grading and classification centre of cotton fibre in SA (1st worldwide - ICA Bremen certification – since 2013).
- ❑ Acts as an arbitrator for HVI testing, grade and quality disputes and seed cotton.
- ❑ Accepted credibility - backed by participation in International Cotton Check Test Programmes i.e., USDA & CSITC (Commercial Standardization of Instrument Testing of Cotton)

COTTON GRADING – FIBRE QUALITY



USDA Universal Standards for Grades (Colour)



Local Seed Cotton Standards



A

RSA COTTON CROP 2023/24

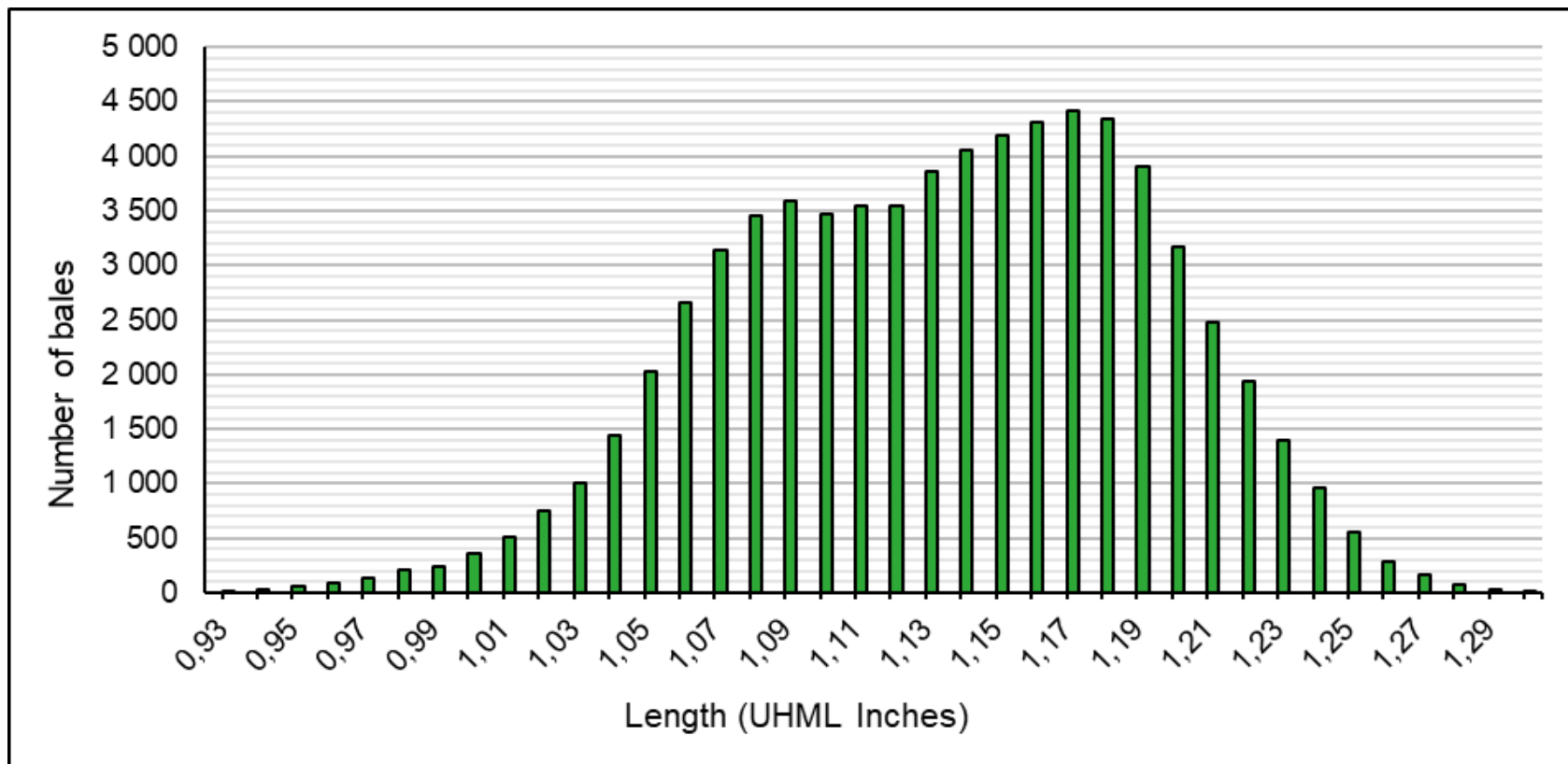


SAMESTELLING VAN DIE KATOENOEES / COMPOSITION OF THE COTTON CROP

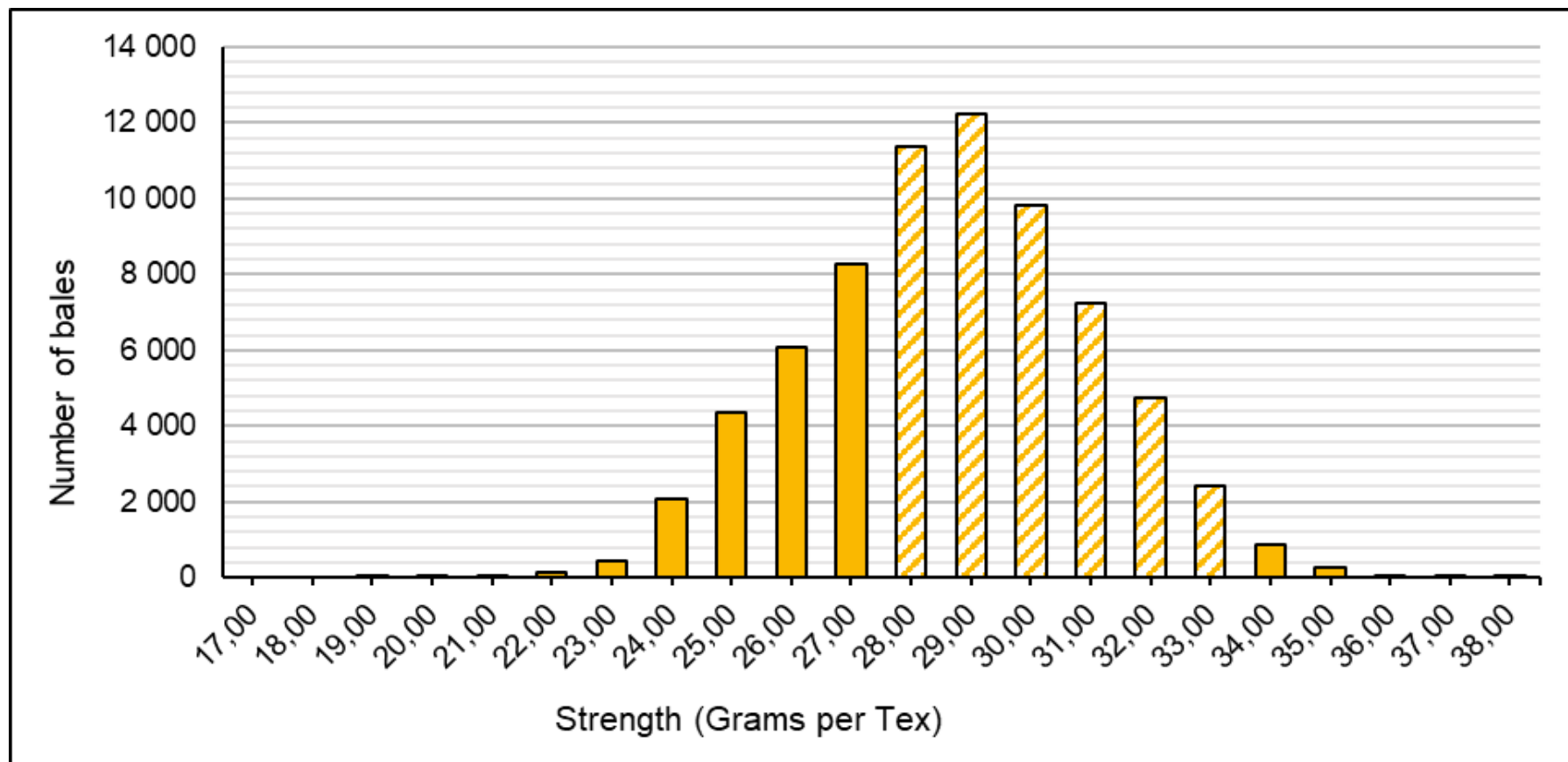
<u>BEMARKINGSJAAR /</u> <u>MARKETING YEAR</u>	<u>G M</u>	<u>G R A A D</u> <u>SM</u>	<u>A D</u> <u>Mid</u>	<u>G R A D E</u> <u>SLM</u>	<u>LM</u>	<u>SGO</u>	<u>TOTAAL /</u> <u>TOTAL</u>
2013/14	26.41%	32.67%	24.23%	13.10%	0.86%	2.73%	100%
2014/15	38.67%	29.44%	20.24%	7.51%	1.13%	3.01%	100%
2015/16	46.44%	27.76%	15.46%	6.06%	1.12%	3.16%	100%
2016/17	16.74%	22.44%	40.09%	16.99%	2.38%	1.36%	100%
2017/18	26.09%	27.42%	31.73%	10.14%	1.52%	3.10%	100%
2018/19	16.87%	26.17%	36.93%	8.85%	1.73%	9.45%	100%
2019/20	26.09%	27.99%	33.96%	10.46%	1.21%	0.29%	100%
2020/21	45.77%	29.00%	21.59%	3.58%	0.06%	0.00%	100%
2021/22	44.17%	29.79%	22.30%	3.68%	0.06%	0.00%	100%
2022/23	16.92%	17.07%	30.05%	33.27%	2.62%	0.07%	100%
2023/24	21.70%	15.60%	24.50%	27.10%	10.90%	0.20%	100%

CROP – 90 000 BALES

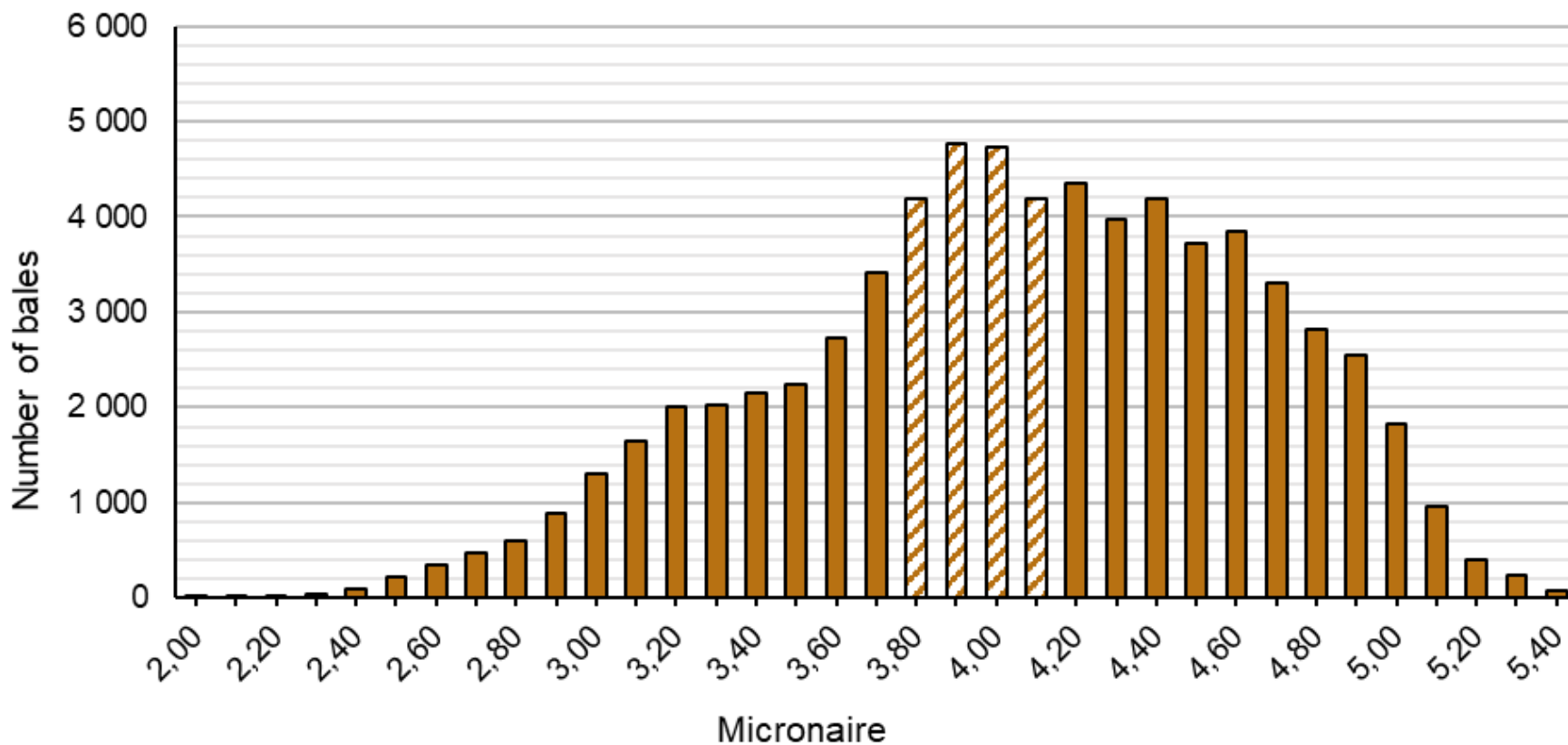
Fibre Qualities, National Crop



Fibre Qualities, National Crop



Fibre Qualities, National Crop



International reference price for cotton: Weekly average Dec'25 NY Futures



Week of 10/02/2025 - 14/02/2025	Dec '25 NY Futures (SLM 1 1/16") US c/lb	Basis Lint price SLM 1 1/16" R/kg
Week average	69,50	28,18
Exchange rate for: 14 February '25.	18,3904	

It is important to note that this is only an average reference price for this week.

The final price for your cotton will be determined by the applicable marketing model, the actual quality of your lint and after the deduction of the relevant costs e.g., transport, ginning, grading, levies, export, storage, interest, etc.

*SLM 1 1/16" = SLM A2

COTTON SA PRICE MATRIX CALCULATION

PRICE DIFFERENTIALS - Percentage above/below base price for SLM A2 (SLM 1 1/16")

MINIMUM STRENGTH VALUE 26 G/TEX

CLASS	AX	AO+	AO	A1	A2	B
AVG HVI STAPLE	1,19	1,16	1,12	1,09	1,06	1,03
STAPLE (INCHES)	1 3/16	1 5/32	1 1/8	1 3/32	1 1/16	1 1/32
MICRONAIRE	3.5 - 4.9	3.5 - 4.9	3.5 - 4.9	3.5 - 4.9	3.5 - 4.9	3.5 - 4.9
GRADE						
GM	32,69	32,27	31,98	31,42	30,29	-
SM	31,98	31,42	31,14	30,72	29,59	-
MIDD	31,28	30,72	30,43	30,01	28,88	-
SLM	30,58	30,01	29,73	29,31	28,18	-
LM	29,87	29,31	29,03	28,46	27,33	-
Derived seed cotton price based on a 37% GOT	R11,31	R11,10	R11,00	R10,84	R10,43	

MINIMUM STRENGTH VALUE 24.5 G/TEX

CLASS	AOM	A1M	A1L	A2L
AVG HVI STAPLE	1,12	1,09	1,09	1,06
STAPLE (INCHES)	1 1/8	1 3/32	1 3/32	1 1/16
MICRONAIRE	3.30 - 3.49	3.30 - 3.49	3.00 - 3.29	3.00 - 3.49
GRADE				
GM	31,28	30,86	30,01	29,73
SM	30,58	30,15	29,31	29,03
MIDD	29,87	29,45	28,60	28,32
SLM	29,17	28,74	27,90	27,62
LM	28,46	27,90	27,05	26,77
Derived seed cotton price based on a 37% GOT	R10,79	R10,64	R10,32	R10,22

*The price for B cotton will equal the price of the corresponding A2L minus 4%.

Any cotton below 1" staple or with a micronaire value of below 3.00 and or below Low Middling grade will be classified as BSG

Any cotton below a micronaire value of 3.00 or higher than 5 will be discounted according to International Cotton Association Rules and Regulations.

(See Rules 233 - 236 for further information) Unless the buyer and seller agree otherwise

Income derived from cotton

- First payment: based on seed cotton volume – weighed at ginnery
60% payment – Advance
- Second payment: based on quality & grading of lint; fuzzy seed
Deductions for: ginning fee/ admin fees

Price: contracts signed with ginneries at the beginning of the season – futures contract, price based on December price of NY futures (US c/lb)

Commission ginning: farmers sell on the spot, keep ownership of the lint – when price & exchange rate fits optimal income

PRODUKSIE EN INVOERE VAN KATOENVESEL* (metrieke ton) / PRODUCTION AND IMPORTS OF COTTON LINT* (metric tons)



* Produksie deur RSA & Eswatini pluismeulens & vesel invoere deur RSA en Eswatini spinners /
Production by RSA & Eswatini ginners & lint imports by RSA and Eswatini spinners

BEMARKINGSJAAR / MARKETING YEAR	PRODUKSIE / PRODUCTION				INVOERE VANAF / IMPORTS FROM			
	RSA**	ESWATINI***	ANDER / OTHER****	TOTAAL/ TOTAL	ZIMBABWE	ZAMBIA	ANDER / OTHER	TOTAAL/ TOTAL
2013/14	5305	940	0	6245	6493	6896	6218	19607
2014/15	8760	743	0	9503	3359	11607	3115	18081
2015/16	16911	527	0	17438	3236	10488	5550	19274
2016/17	10100	20	0	10120	513	13068	2950	16531
2017/18	15714	307	0	16021	1744	8603	3885	14232
2018/19	36484	601	0	37085	4449	10271	1136	15856
2019/20	43686	399	0	44085	3063	7705	1356	12124
2020/21	27662	160	0	27822	1841	4983	642	7466
2021/22	15569	0	0	15569	7604	9268	1286	18158
2022/23	14965	0	0	14965	1822	3798	201	5821
2023/24	14837	0	0	14837	1767	2518	3235	7520

** Vesel geproduseer deur RSA pluismeulens van RSA katoenpluksel /
Lint produced by RSA ginners from RSA seed cotton

*** Vesel geproduseer deur RSA & Eswatini pluismeulens van Eswatini katoenpluksel /
Lint produced by RSA & Eswatini ginners from Eswatini seed cotton

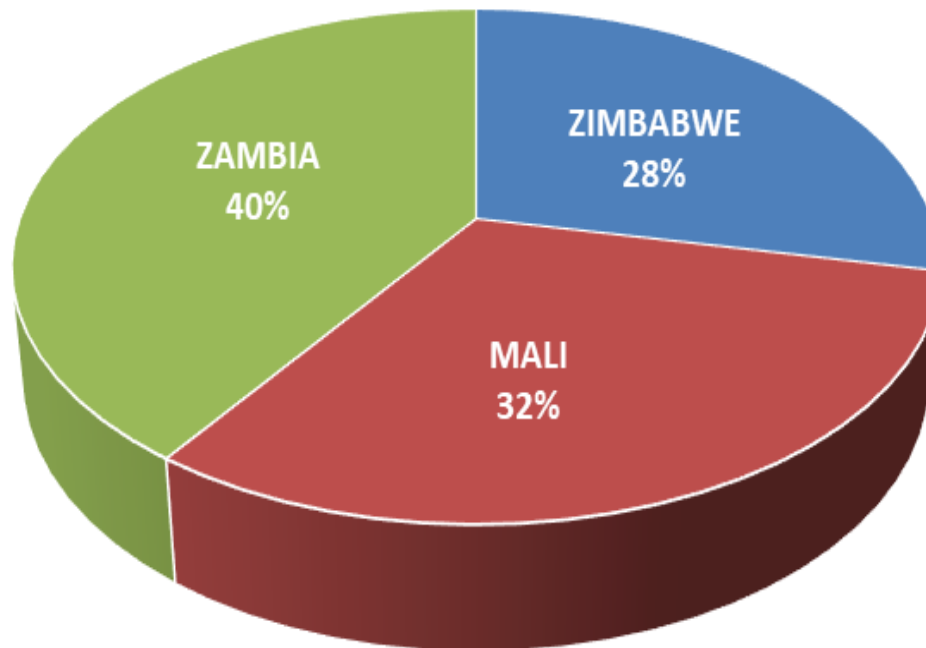
**** Vesel geproduseer deur RSA & Eswatini pluismeulens van Botswana, Namibië & Zimbabwe katoenpluksel /
Lint produced by RSA & Eswatini ginners from Botswana, Namibia & Zimbabwe seed cotton

KATOENVESELINVOERE / COTTON LINT IMPORTS

LAND VAN OORSPRONG / COUNTRY OF ORIGIN	B E M A R K I N G S J A A R / M A R K E T I N G Y E A R					
	<u>2023/24(ton)</u>	<u>%</u>	<u>2022/23(ton)</u>	<u>%</u>	<u>2021/22(ton)</u>	<u>%</u>
ZAMBIA	2518	40.2%	3798	65.2%	9268	51.0%
ZIMBABWE	1767	28.2%	1822	31.3%	7604	41.9%
MOZAMBIQUE	0	0.0%	0	0.0%	0	0.0%
SADC SUB-TOTAL	4285	68.5%	5620	96.5%	16872	92.9%
UGANDA	0	0.0%	0	0.0%	0	0.0%
INDIA	0	0.0%	0	0.0%	72	0.4%
WEST AFRICA	1972	31.5%	201	3.5%	0	0.0%
BRAZIL	0	0.0%	0	0.0%	1214	6.7%
OTHER SUB-TOTAL	1972	7.1%	201	7.1%	1286	8.6%
T O T A L	6257	100.0%	5821	100.0%	18158	100.0%

Other imports

Veselinvoere / Lint imports
2023/24 Marketing year



VERBRUIK* EN UITVOERE VAN KATOENVESEL **(metrieke ton) /** **CONSUMPTION* AND EXPORT OF COTTON** **LINT (metric tons)**

* Verbruik deur RSA en Eswatini spinners / Consumption by RSA and Eswatini spinners

<u>BEMARKINGSJAAR /</u> <u>MARKETING YEAR</u>	<u>VERBRUIK VAN VESEL AFKOMSTIG VANAF: /</u> <u>CONSUMPTION OF LINT ORIGINATING FROM:</u>				<u>TOTALE VESEL</u> <u>VERBRUIK /</u> <u>TOTAL LINT</u> <u>CONSUMED</u>	<u>UITVOERE</u> <u>VANAF RSA /</u> <u>EXPORTS</u> <u>FROM RSA</u>
	<u>RSA</u>	<u>ESWATINI</u>	<u>ZIMBABWE</u>	<u>ANDER/OTHER</u>		
2013/14	1 764	941	7 205	12 488	22 398	3 454
2014/15	1 923	743	3 163	14 945	20 774	6 635
2015/16	2 926	363	2 662	15 308	21 259	11 471
2016/17	3 843	0	1 416	15 973	21 232	9 094
2017/18	6 827	52	1 658	13 127	21 664	8 443
2018/19	2 965	99	3 842	12 053	18 959	26 039
2019/20	4 927	0	3 372	8 781	17 080	35 705
2020/21	3 455	0	2 012	6 586	12 053	28 727
2021/22	2 258	0	6 129	11 093	19 480	14 635
2022/23	4 776	0	3 324	6 549	14 649	6 850
2023/24	3 601	0	1 777	3 031	8 409	10 000

SADC Cotton Lint Trade



SADC KATOENPRODUKSIE EN -VERBRUIK / SADC COTTON PRODUCTION AND CONSUMPTION

2023/24 BEMARKINGSJAAR / MARKETING SEASON*

<u>LAND / COUNTRY</u>	<u>AREA</u> (ha)	<u>OPBRENGS /</u> <u>YIELD***</u>	<u>PRODUKSIE /</u> <u>PRODUCTION</u> (Metrieke ton vesel / Metric tons lint)	<u>INVOERE /</u> <u>IMPORTS</u>	<u>VERBRUIK /</u> <u>CONSUMPTION</u>	<u>UITVOERE /</u> <u>EXPORTS</u>
ANGOLA	2 840	311	880	0	61	27
DR CONGO	0	0	0	7 000	7 170	0
MALAWI	86 340	251	21 640	0	3 000	18 640
MOZAMBIQUE	137 660	167	22 940	0	1 300	21 640
SOUTH AFRICA**	17 994	2 213	14 837	6 520	8 410	10 000
TANZANIA	641 000	221	141 460	0	45 000	63 460
ZAMBIA	139 870	192	26 860	50	1 790	25 110
ZIMBABWE	246 810	232	57 360	0	2 810	54 550
T O T A L S	1 272 514		285 977	13 570	69 541	184 126

* Ramings / estimates (South Africa actual)

** Uitgesluit/Excluding: Eswatini

*** geweegde gemiddelde kg katoenvesel per ha / weighted average kg cotton lint per ha

Bron/Source: ICAC

RSA GEMIDDELDE KATOENPRYSE / RSA AVERAGE COTTON PRICES



<u>RSA</u> <u>BEMARKINGSJAAR /</u> <u>MARKETING YEAR</u>	<u>RSA</u> <u>KATOENPLUKSEL /</u> <u>SEED COTTON*</u> <u>(RSA c/kg)</u>	<u>RSA</u> <u>KATOENVESEL /</u> <u>COTTON LINT*</u> <u>(RSA c/kg)</u>	<u>COTLOOK A INDEX**</u> <u>KATOENVESEL /</u> <u>COTTON LINT</u> <u>(US c/lb)</u>
2014/15	698	1852	71
2015/16	765	1903	70
2016/17	823	2261	83
2017/18	868	2362	88
2018/19	798	2191	84
2019/20	799	2269	71
2020/21	772	2156	85
2021/22	886	2537	131
2022/23	1347	3610	264
2023/24***	1135	3258	95

* Inligting verskaf deur Pluismeulens/
Information supplied by Ginners

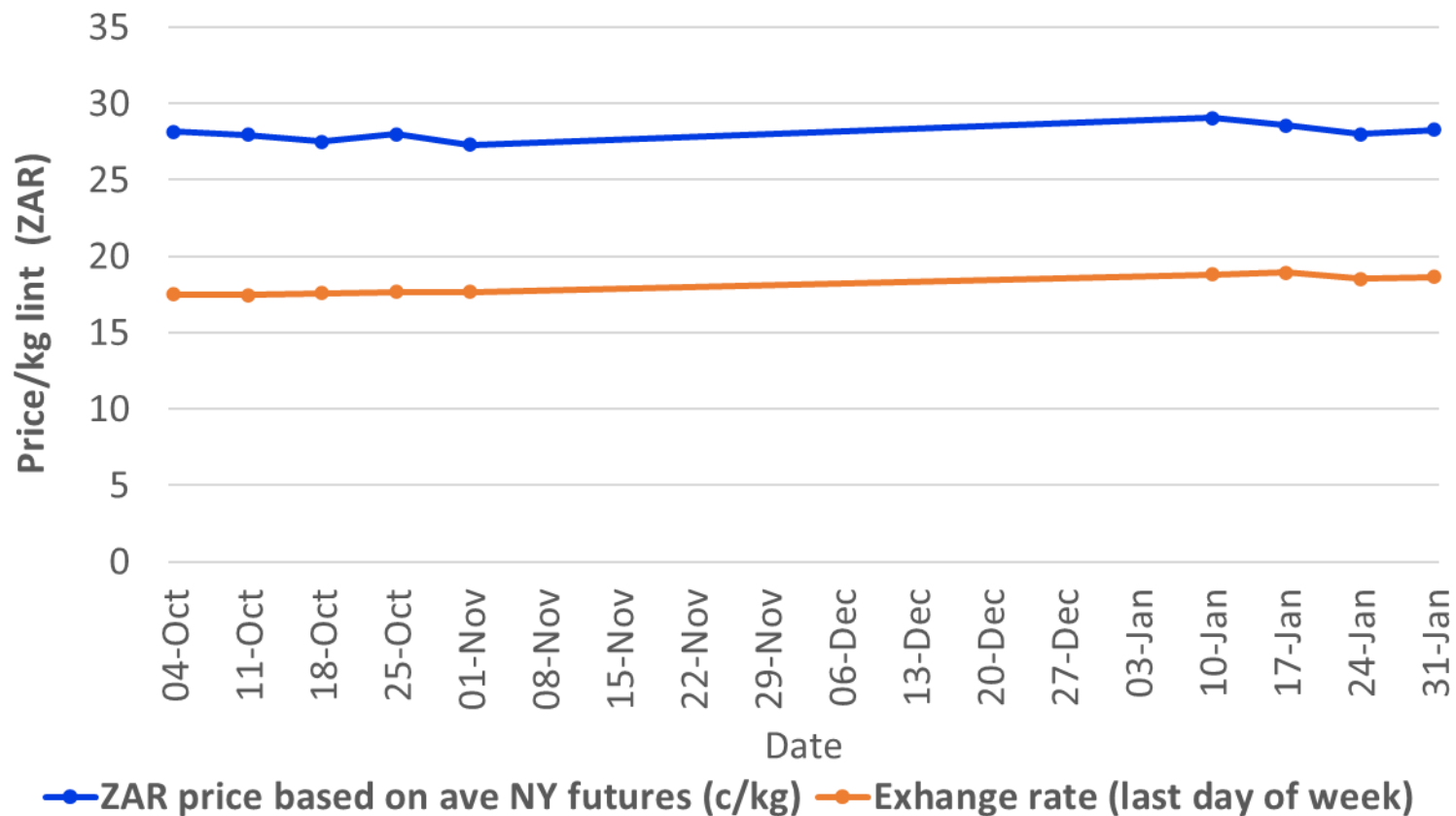
† Skatting / Estimate

** Internat. Cotton
Reference Price (ave)

Marketing of the lint



- ❑ Forward contracts: based on NY futures – 2025 (lint marketed from 1 August 2024)

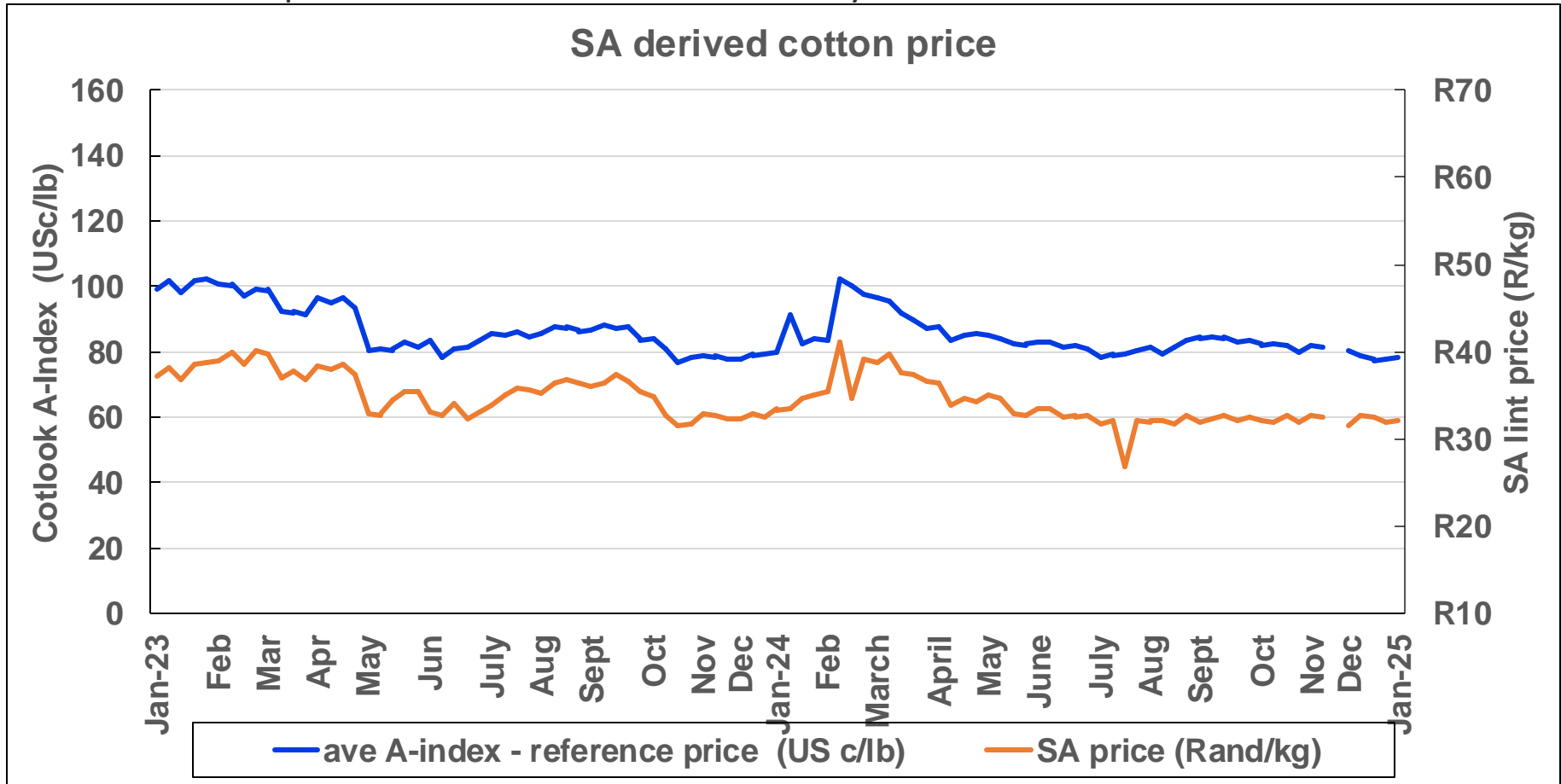


Marketing of the lint....



❑ On the Spot: Cotlook A index

The Cotlook A Index is considered representative of the benchmark price of spot cotton on the international market. The index represents the average of the cheapest five quotations from selected upland cotton traded internationally.



LINT EXPORTED AND LOCAL UPTAKE



National Crop: 2023/2024: 12 200 bales: 9700 bales exported, 2500 bales local uptake.

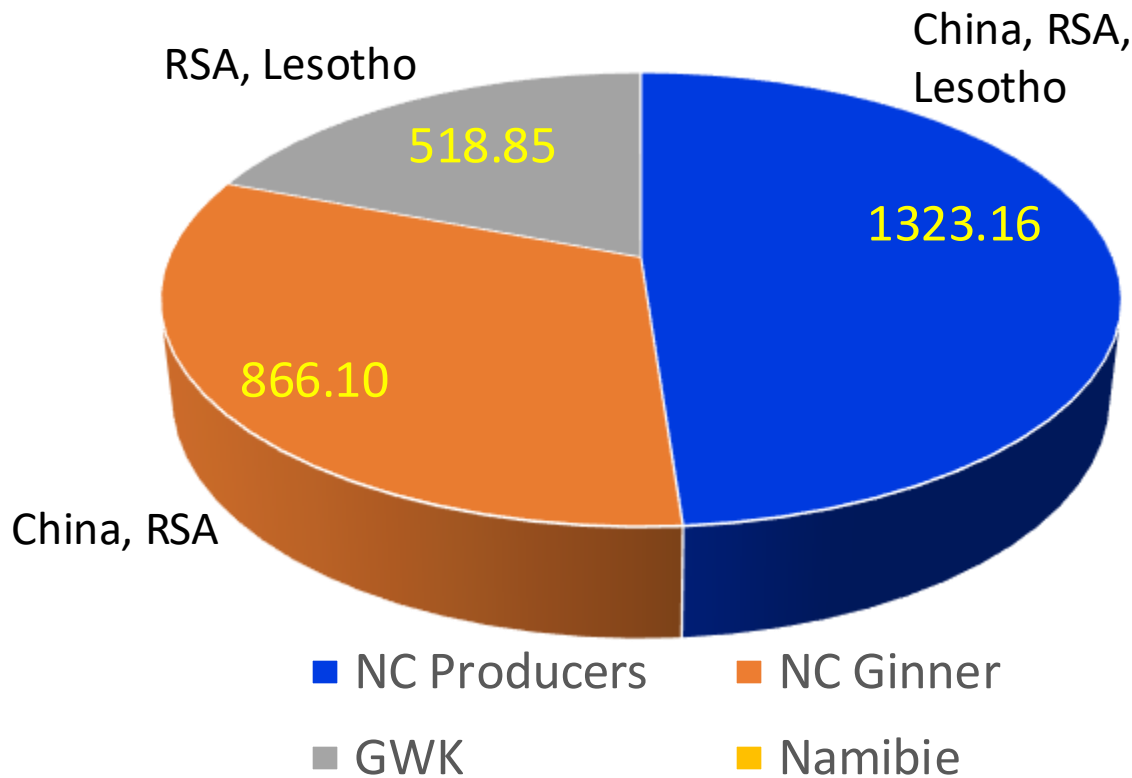
- ❑ EXPORTED: 10 000 Tons lint

- ❑ LOCAL UPTAKE: 4 500 Tons lint
(mainly by Prilla & Standerton Mills)

Exports, Far East countries & via traders, world - wide



Northern Cape Cotton Gin – Lint Exports 2023/2024 - Tonnes



Limpopo

(Roedtan/Springbok
Flats – various
traders

Great North Cotton

(Loskop/Marble
Hall/Groblersdal/Sett
lers)
Various Traders

Smallholder production

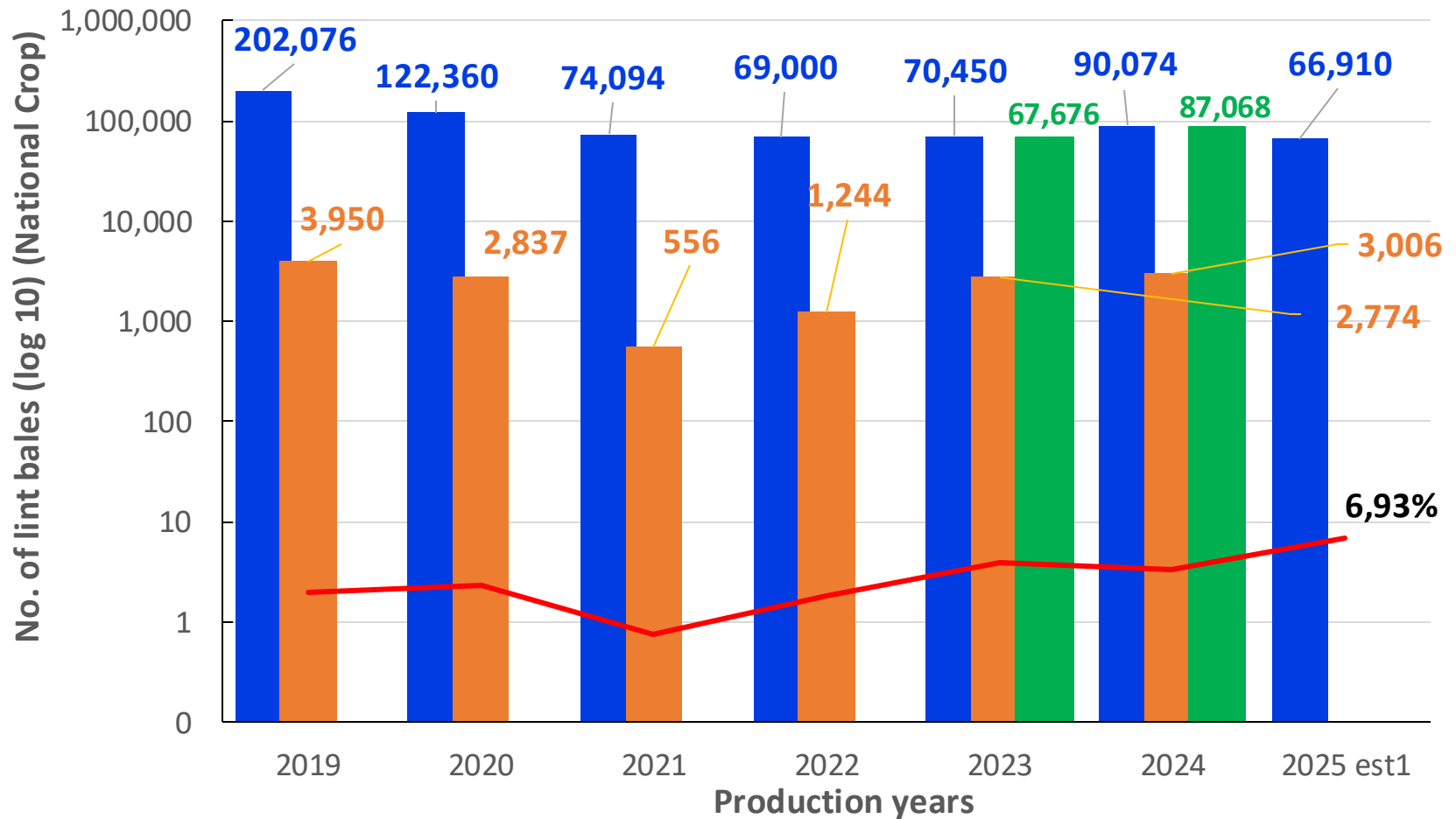


RSA KLEINBOERKATOENPRODUKSIESKATTINGS / RSA SMALLHOLDER FARMER COTTON PRODUCTION ESTIMATES

(includes smallholder farmer projects)

<u>PRODUKSIE JAAR / PRODUCTION YEAR</u>	<u>HEKTARE / HECTARES</u>			<u>PRODUKSIE/ PRODUCTION LINT (TONS)</u>	<u>% VAN RSA OES/ % OF RSA CROP</u>	<u>AANTAL BOERE/ NO. OF FARMERS</u>
	<u>DROëLAND/ DRYLAND</u>	<u>BESPROEING/ IRRIGATION</u>	<u>TOTAAL/ TOTAL</u>			
2012/13	2027	30	2057	397	3%	725
2013/14	3274	190	3464	803	15%	1147
2014/15	1755	80	1835	447	5%	1063
2015/16	2028	180	2208	564	3%	1444
2016/17	1234	227	1461	248	3%	1080
2017/18	4623	300	4923	1449	9%	1410
2018/19	3374	325	3699	1293	3%	1265
2019/20	4440	646	5086	2233	5%	2193
2020/21	2929	396	3325	1488	6%	1010
2021/22	1015	91	1106	1620	6%	388
2022/23	4675	498	5173	2050	14%	2062

Smallholder production in the total no. of lint bales in relation to the National Crop



■ Total no. lint bales

■ PM 3225 & DP1240 by smallholders

■ DP1240 & Candia

— Proportion of national crop (%)

SMALLHOLDER CROP EXPORTS (2023/2024)



❑ Makhathini:

Around 2 225 bales, = **445 Tons** lint

Basic grade, A2, shorter fibres, Good Middling, 80%

- 80% to local Spinner, Prilla (PMB)

*smallholders do not even produce 1 month's consumption by the spinner due to short fibres. Spinner needs 10-15 tons per annum – longer fibre – Cultivar for smallholders gives a shorter fibre.

A2, longer than 1" $\frac{1}{16}$ length

- 20% to Lesotho & Mauritius

Other longer length of fibres:

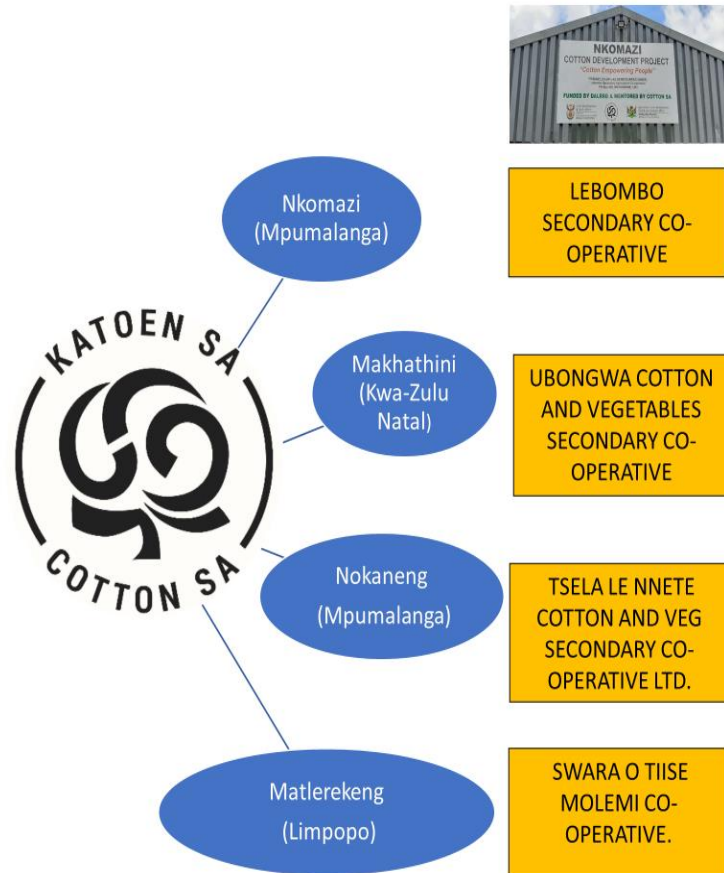
- To China and Bangladesh (other Far Eastern countries)

❑ "Vaalharts smallholders" (ginned at Great North Cotton – Loskop area)

424 bales = **94 Tons** lint

❑ Nkomazi: Local buyer: small spinning industry: KZN, 449 bales = **100 Tons** lint

Areas of production - flagship projects



- **Total: 1936 Smallholders**

- 5 Co-ops, 99 farmers

- 52 Co-ops, 1815 farmers

- 5 Co-ops, 12 farmers

- 1 Co-op, 8 farmers

- *Gauteng: Rust de Winter,

- 1 Co-op, 2 farmers

Smallholder Cotton Farmer Development



INFORMATION ON RSA

- 1,35 jobs per ha
- SH farmers = 1 936 (2024/2025)
- Potential SH farmers = **16 575** (2024/2025)
- SH land = 3 333 ha
- Potential SH land = 27 550 ha
- SH cotton turnover / ha = R 11 244
- SH average ha / farmer = 2 -10 ha

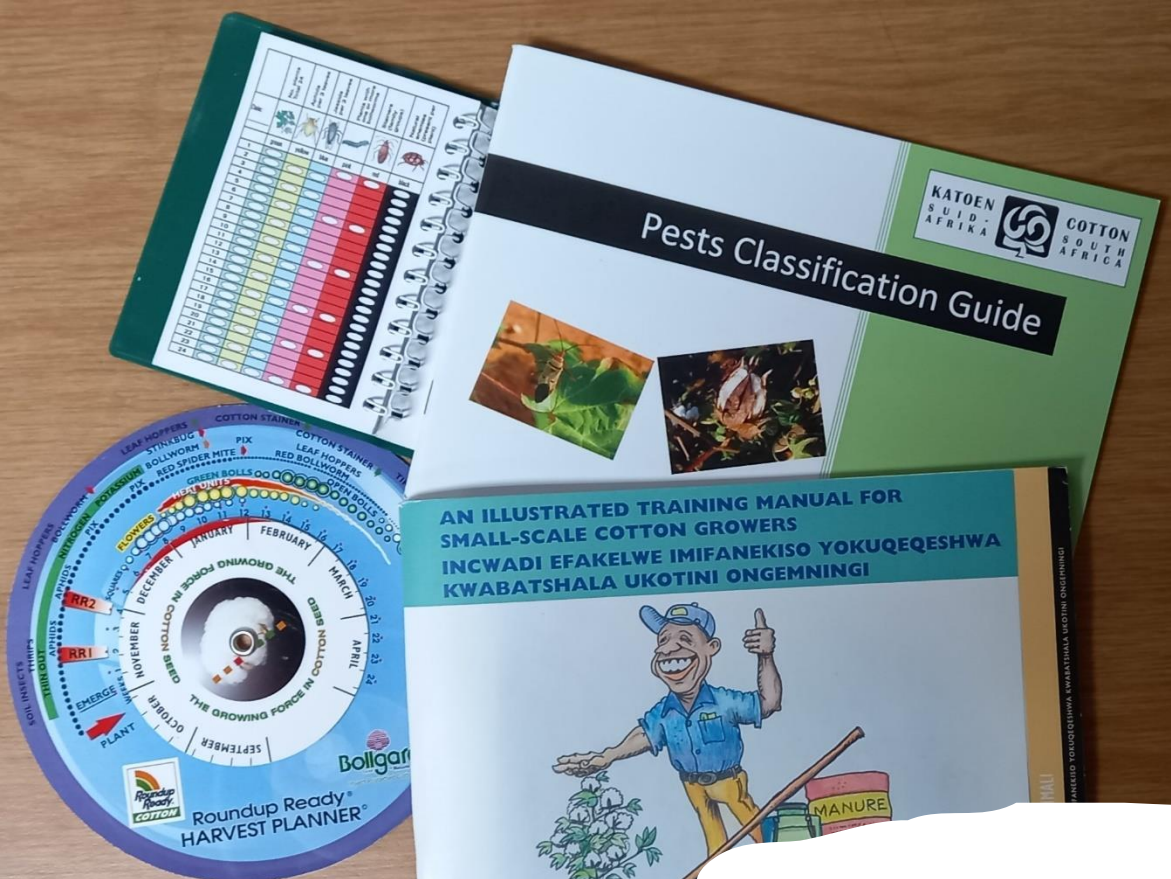
By **2030**: Cotton SA's strategy is to produce 20% of the national crop from SH, currently, potentially 7-8%

- RSA 18 385 ha (2023/2024) ;
- 90 118 bales lint (18 023 ton lint)
- RSA: 2384 kg seed cotton/ha
- RSA Smallholder farmers: ave 700 kg seed cotton/ha
- SH cotton potential jobs = 37,192,5
- SH ideal ha / farmer = 50 ha (dryland production)
- SH ideal ha / farmer = 10 ha (irrigated production)

Smallholder Cotton Farmer Production: PARTNERSHIPS



- DALRRD & TIA (2024): (Nkomazi MP, Makhathini, KZN; Nokaneng, MP; Matlerekeng, LIM)
- PRIVATE JV's : (Mkhuze, Magudu & Zululand – Senagri & SAB Foundation, KZN)
- Ginneries :
 - Ubongwa Cotton Gin, KZN
 - Great North Cotton Gin, LP - (Matlerekeng, Nokaneng, Dichoeung)
 - Cotton SA (LP, KZN, MP)



- ☐ Skills training programme
- ☐ Sustainable Production Programme - Training

Training



AgriSETA accredited training programme

- Extension training (NQF 4) – presented by Cotton SA. Total:128
- Quality training course, at ginneries. Total:19
- Informal quality information days
- Collaboration with Provincial departments/municipalities/private companies/ginneries

Skills programme – NQF 1

- Funding: provincial governments & AgriSETA
- Total no. of smallholder farmers trained: 2001-2024. Total: 1242 farmers

South African Sustainable Mark
– Sustainable training, 2025 –
approx. 100 farmers.

Online Training:

AgriCollege – 2024/2025 (in process)

SOUTH AFRICAN COTTON

THE SUSTAINABLE COTTON MARK



Products associated
with this mark
support South African
grown cotton

Can't STOP COTTON
THE COMPLETE FIBRE

VERSATILE

NATURAL

RENEWABLE

BIODEGRADABLE

Registered TM,
brought to you by:



Smallholder Development

- Funding
- Access to a gin
- Partnerships
- Volume lint
- Employment



A photograph of a vast cotton field with rows of white cotton plants stretching towards a distant treeline under a hazy sky. A small tractor is visible in the middle ground.

Thank you!