

WHAT OPPORTUNITIES EXIST TO GROW MARKETS FOR PULSES AND THEIR PRODUCTS

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What Are Pulses?

Pulses are a group of 11 crops

- **Dry beans** (*Phaseolus* spp. including several species now in *Vigna*)
- Dry broad beans (*Vicia faba*)
- **Dry peas** (*Pisum* spp.)
- Chickpea, garbanzo, Bengal gram (*Cicer arietinum*)
- **Dry cowpea, black-eyed pea, blackeye bean** (*Vigna unguiculata*)
- Pigeon pea, Arhar/Toor, cajan pea, Congo bean, gandules (*Cajanus cajan*)
- Lentil (*Lens culinaris*)
- **Bambara groundnut**, earth pea (*Vigna subterranea*)
- Vetch, common vetch (*Vicia sativa*)
- Lupins (*Lupinus* spp.)
- Minor pulses



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Why are Pulses important?

Sustainable crop with a high water use efficiency.

- It takes \pm 50 litres of water to produce 1 kg of pulses, compared with 25 litres for soybeans and 428 litres for peanuts.
- Also contribute to soil quality by fixing nitrogen in the soil.

Popular crop in the developing world.

- Massive gap in productivity inside and outside the developing world
- Improved varieties and promotion of better management techniques essential to enhance production.

Up to 25% of pulses are used as feedstuff.

- Steady source of nutrition, feed for animals and soil sustainability
- Play a major role in food security, a role which will only grow in the future.



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PRODUCTION OF PULSES

	2012			
		WORLD	AFRICA	% of WORLD
Millet	29.00%	24,665,238	10,308,956	41.80%
Dry Beans	21.25%	18,073,132	5,135,169	28.41%
Chick Peas	12.35%	10,503,568	566,322	5.39%
Dry Peas	9.92%	8,435,883	411,583	4.88%
Cow Peas	9.34%	7,943,713	7,694,846	96.87%
Pigeon Peas	9.32%	7,929,170	1,264,650	15.95%
Lentils	4.76%	4,051,884	175,361	4.33%
Broad Beans	2.41%	2,050,912	1,232,670	60.10%
Lupins	1.48%	1,257,010	1,551	0.12%
Bambara beans	0.16%	132,575	132,575	100.00%
	100.00%	85,043,085	26,923,683	31.66%



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EXTRACT FROM FAO DATA

WHAT OPPORTUNITIES EXIST TO
GROW MARKETS
FOR PULSES AND THEIR PRODUCTS?

WITH REFERENCE TO
DRY BEANS IN SOUTH AFRICA
AS EXAMPLE

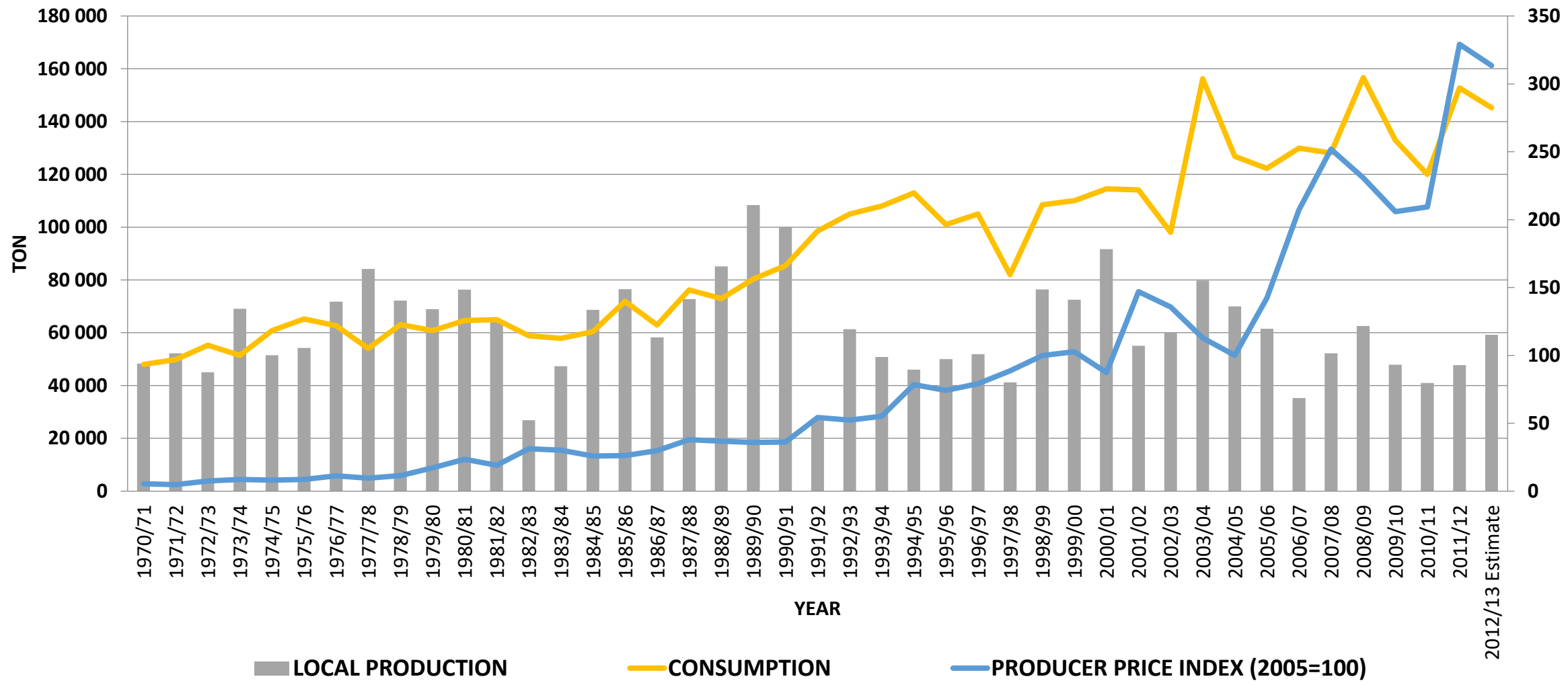


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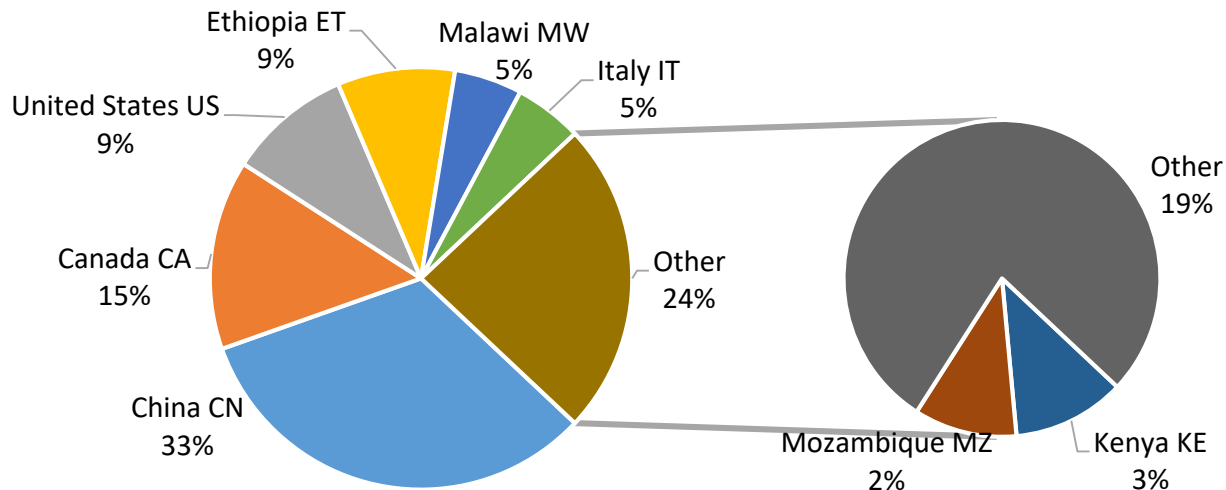
DO WE HAVE THE ABILITY?

LOCAL PRODUCTION AND CONSUMPTION OF DRY BEANS IN SOUTH AFRICA



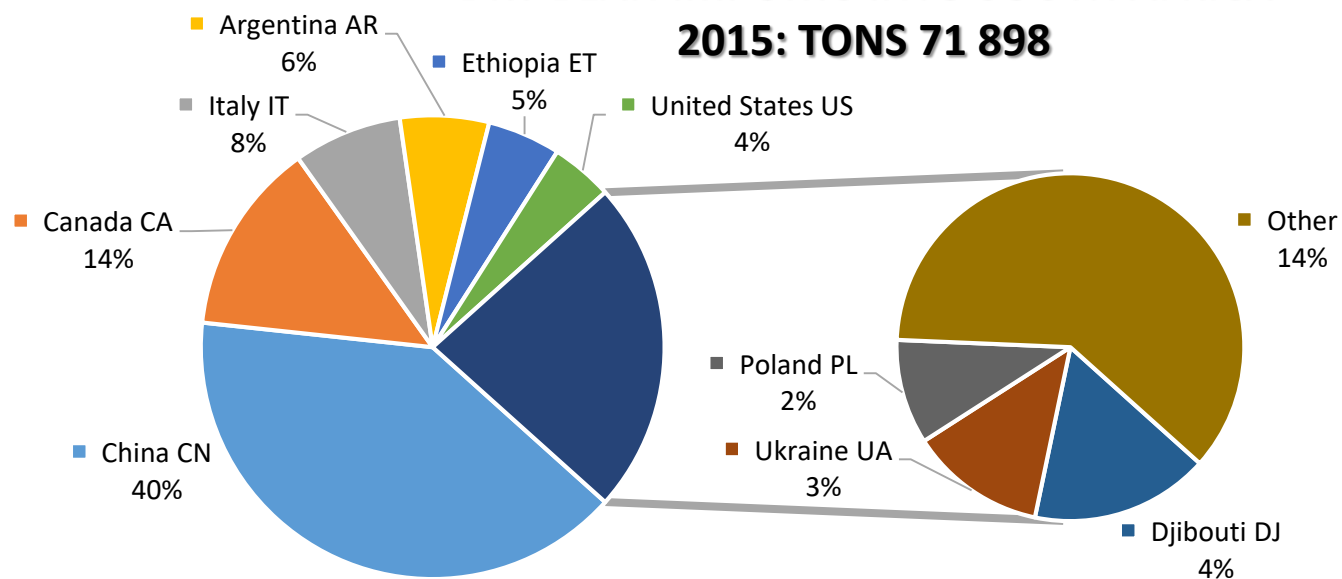


DRY BEAN IMPORTS INTO SOUTH AFRICA 2014: TONS 82 185



- China CN
- Canada CA
- United States US
- Ethiopia ET
- Malawi MW
- Italy IT
- Kenya KE
- Mozambique MZ
- OTHER

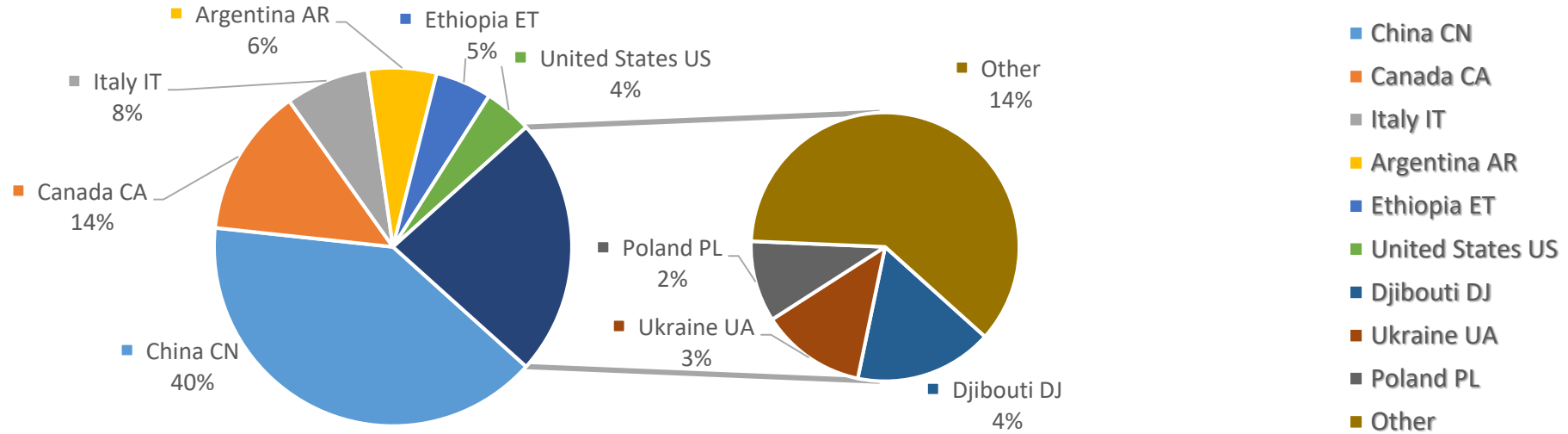
DRY BEAN IMPORTS INTO SOUTH AFRICA 2015: TONS 71 898



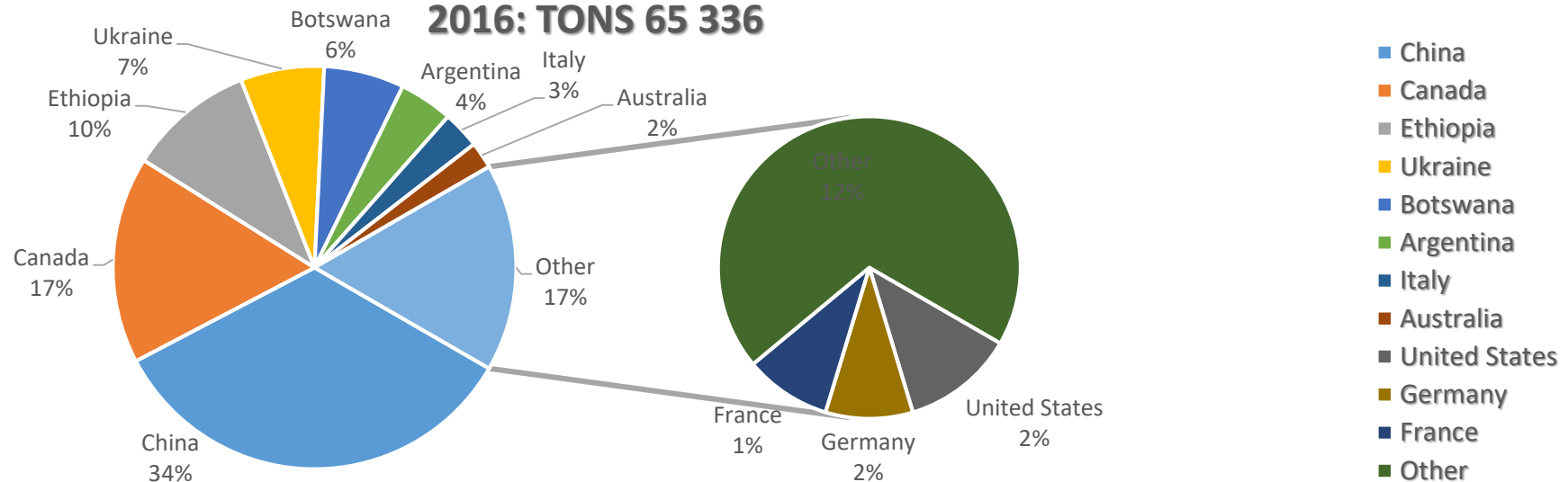
- China CN
- Canada CA
- Italy IT
- Argentina AR
- Ethiopia ET
- United States US
- Djibouti DJ
- Ukraine UA
- Poland PL
- Other



DRY BEAN IMPORTS INTO SOUTH AFRICA 2015: TONS 71 898



DRY BEAN IMPORTS INTO SOUTH AFRICA 2016: TONS 65 336





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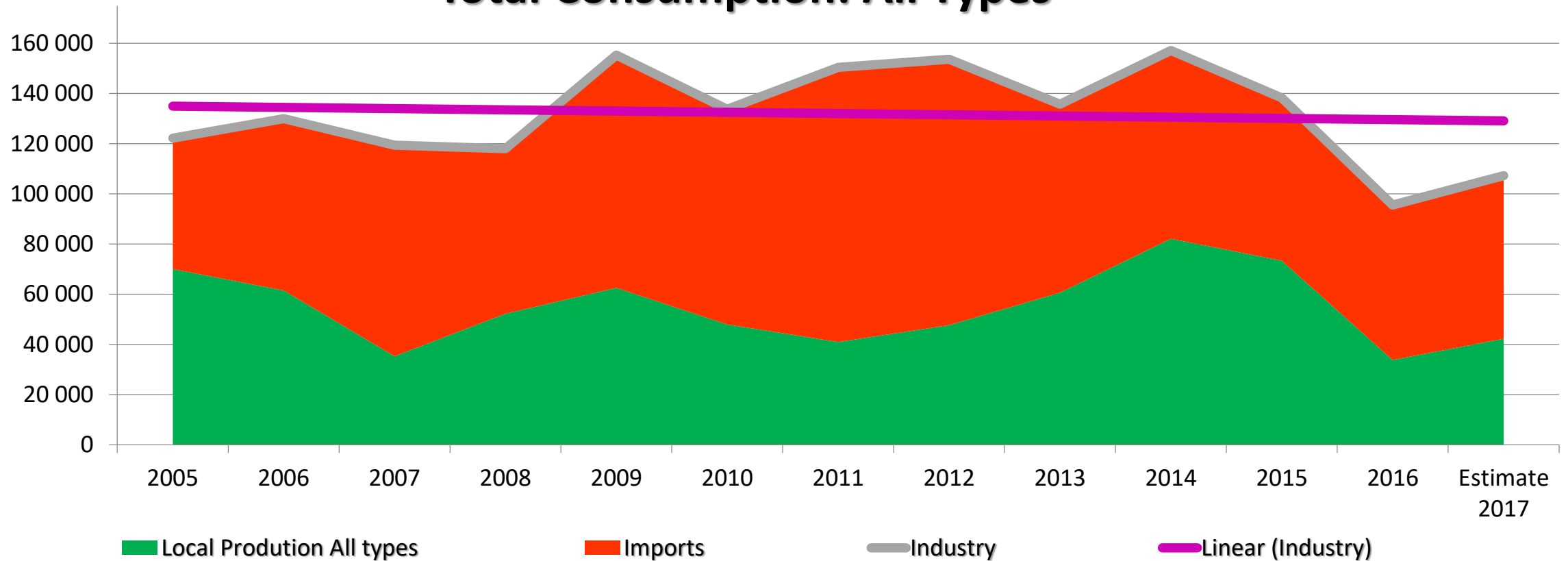
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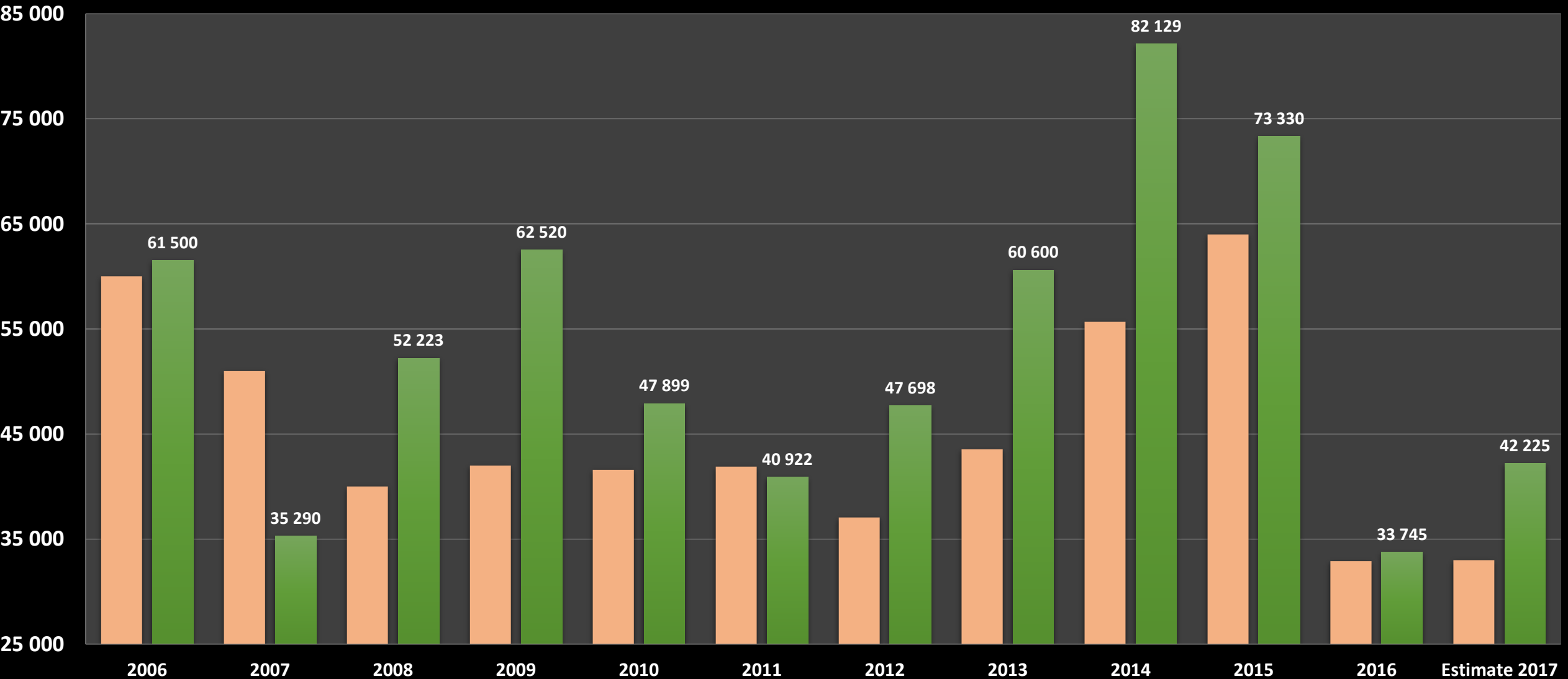
VALTRAC

Total Consumption: All Types



PRODUCTION OF DRY BEANS IN SOUTH AFRICA

Production (t) vs. Hectares





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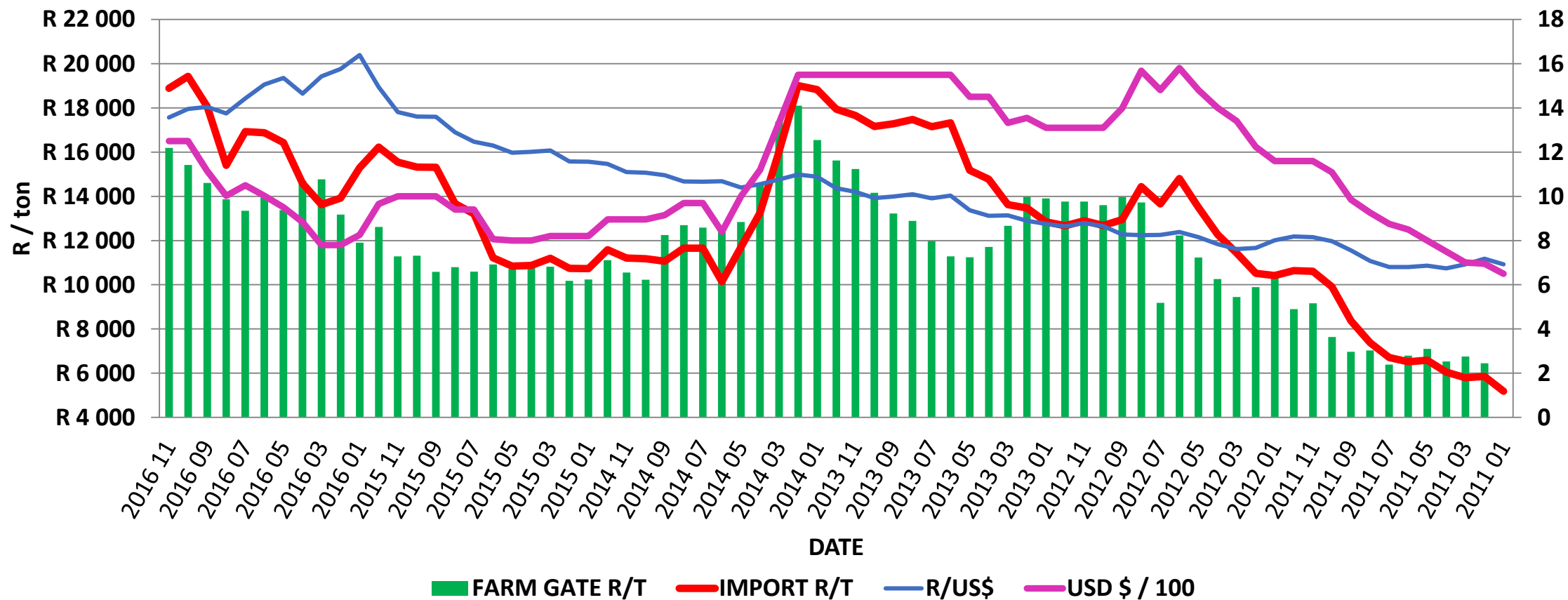
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PRICE DETERMINED IN WORLD MARKET

syngenta

VALTRAC

RED SPECKLED BEANS IMPORT PARITY FROM CHINA TO DURBAN



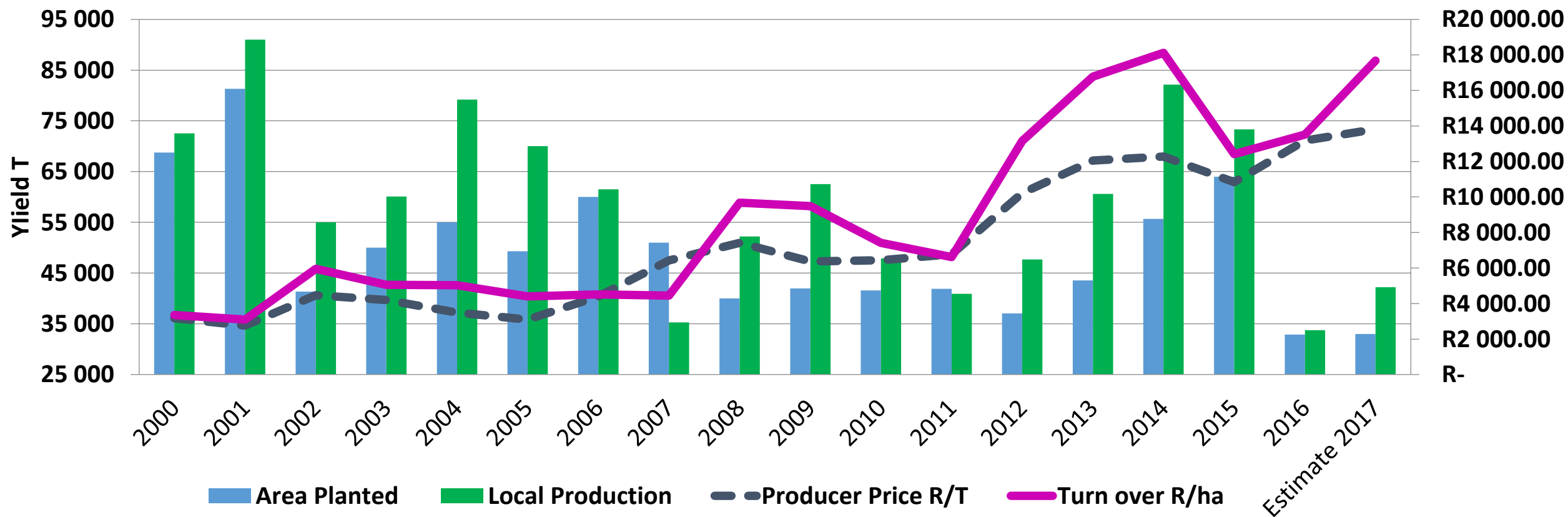


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COMPETITION WITH OTHER CROPS / PROFITABILITY

Relationship between area, yield, price per ton and turnover per hectare



CHINA

LOW CAPITAL COST, HIGH YIELD POTENTIAL, MINIMAL REGULATION, EXTREMELY EFFICIENT IN PROCESSING



HIGH CAPITAL COST, CLIMATE RISK, HIGHLY REGULATED



WHAT OPPORTUNITIES EXIST TO GROW MARKETS FOR PULSES AND THEIR PRODUCTS?

Markets (Demand) Exist

Pulses Aligned to Water "Scarce" Climatic Conditions

Understand Factors that Limit Production

Increase Efficiency of Production (Varieties, Agricultural Practices, Productivity)

- **Research**

Continue Dialogue in Chain from Producer to Consumer – Align Needs and Expectations

Ensure Regulatory Environment is Aligned to Enable the Market to be Competitive

- **Discrepancies Between Imported Product and Local Requirements (Moisture, Allergens)**



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WHAT OPPORTUNITIES EXIST TO GROW MARKETS FOR PULSES AND THEIR PRODUCTS?

Need to have sufficient information to plan in advance

- **Production planning in terms of seed volumes, varieties etc.**
- **Needs a forecast**
- **Window of 3-5 years**

THANK YOU



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