

FROM THE DESK OF THE CEO

“Earth provides enough to satisfy every man’s needs, but not every man’s greed.”
(Mahatma Gandhi)

INDIA: BIG CONVERSATIONS, BIG OPPORTUNITIES

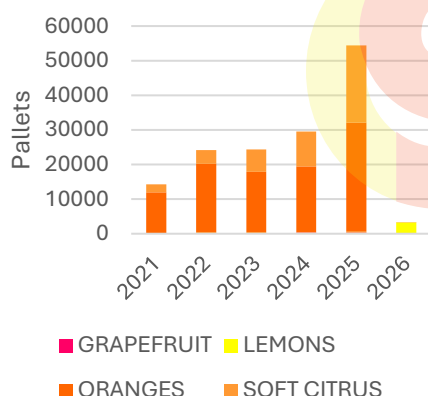
This week, we write from India as part of FruitSA’s annual mission to grow market access in this part of the world. We continue to receive support from the South African High Commission and it’s a pleasure to be back in New Delhi and it was wonderful to be part of an early celebration of South Africa’s Freedom Day.

We were warmly hosted by H.E. Prof. Anil Sooklal and his team and met also with representatives from India’s Ministries of Agriculture and Commerce. Discussions were encouraging and focused on making progress and finding opportunities to work on matters of joint interest for South Africa and India.

India’s BRICS Chairmanship this year, together with the upcoming Africa-India Forum Summit, creates momentum and opportunities for some quick yet significant wins on trade.

India is one of the few Asian markets showing positive growth in SA export volumes, partly due to market development investments by the CGA. With the world’s largest population and a growing middle class willing to pay for premium produce, India aligns perfectly with our campaign message: “Beautiful Country, Beautiful Fruit, Exceptional Taste.”

We also congratulate Sweet C on recently winning Fresh Produce India’s market campaign award for mandarins. Brand-specific initiatives like this play an important role in building awareness of South African citrus and expanding consumer appetite across the category.



The growth of our citrus exports to India increased by nearly 85% in 2025 compared with 2024, despite all 2025's trade turmoil. Importers remain optimistic, particularly for mandarins, with steadier gains expected for oranges. This momentum is especially important at a time when conflict in the Middle East — a market typically absorbing around 19% of our exports — continues to disrupt global trade flows. The market seems to continue to find ways and means, as the shipments have started arriving in the Middle East — a positive development that avoids displacements to other markets.

We are projecting exports of up to 215 million cartons this season, up from 203.9 million cartons last year. Strong growing conditions and new orchards coming into production are driving this increase, backed by the hard work of growers and their teams nationwide. While intermittent rainfall has delayed harvesting in some northern regions, fruit quality remains excellent.

INTERESTING FACTS

India is one of the world’s largest citrus producers, yet most of its fruit is consumed domestically by a population of more than 1.47 billion. Citrus also carries cultural meaning — symbolising prosperity and freshness and featuring prominently in celebrations and weddings. Iconic local varieties include the famed Nagpur orange.

PACKED AND SHIPPED VOLUMES

End of week 16 million 15 kg cartons	Packed	Packed	Packed	Shipped	Shipped	Original Estimate	Latest Prediction	Final Packed	Vision 260
SOURCE: PPECB/AGRIHUB	2024	2025	2026	2025	2026	2026	2026	2025	2026
Grapefruit	3.2 m	3.4 m	3.1 m	2 m	1.3 m	17.8 m	17.8 m	15.3 m	15.5 m
Lemons	5.3 m	7 m	8.9 m	6.4 m	5.4 m	45.9 m	45.9 m	41.6 m	43.4 m
Mandarins	2.1 m	1.5 m	2.7 m	0.8 m	1.3 m	52.7 m	52.7 m	53.5 m	50 m
Navels	0.1 m	0.1 m	0.1 m	-	-	30 m	30 m	31.6 m	32.3 m
Valencia	-	-	-	-	-	63 m	63 m	62 m	67.8 m
Total	10.7 m	12 m	14.8 m	9.2 m	8 m	209.4 m	209.4 m	204 m	209 m