

## **Report on the South African Customs Union (SACU)<sup>1</sup> Dairy Intra Trade exports from South Africa to the BeLN\* countries in the first quarter of 2025, compared with the same period in 2024.**

*\*Botswana, eSwatini, Lesotho, Namibia.*

### **Synopsis:**

- **On a mass basis, the intra dairy exports to the BeLN countries for the first quarter of 2025 were 10.09% higher than in the same period in 2024. On a mass basis, intra dairy exports for three of the tariff headings (04.01) Milk and cream, unsweetened, (04.03) Buttermilk powder, yoghurt and (04.06) Cheese and curd increased, while (04.02) Milk, concentrate, (04.04) Whey, whey powder and (04.05) Butter, butter spreads and butter oil decreased. Milk, concentrate registered a strong decrease of 82.62%**
- **The average free-on-board (F.O.B.) price for intra dairy exports to the BeLN countries during the first quarter of 2025 for (04.02) Milk, concentrate increased most significantly by 390.44%. Of the remaining five tariff headings the average F.O.B. price of only Milk and cream, unsweetened (04.01) and Cheese and curd (04.06) decreased. The average F.O.B. prices that increased, all increased with more than the South African producer price index (PPI) for dairy products (0.90%).**
- **The total value of intra dairy exports for the first quarter of 2025 increased by 14.26%, with the value for Milk and cream (04.01) increasing the most (33.47%), in line with the mass of intra dairy exports that increased by 59.71%. The sales value for Milk, concentrate (04.02) decreased the most by 14.77%.**

This report was compiled by the Economic Desk of the MPO as part of the Economies and Markets project of Milk SA. A market economy is dependent on reliable information, evenly distributed between role players that enables the “invisible hand” to optimally distribute production factors. The objective of Milk SA and the Economic Desk of the MPO is to provide market signals and market trends to the dairy industry, organised agriculture and policymakers, to enhance the functioning of the value chain – with a strong scientific approach.

The Economic Desk of the MPO produces several reports some as part of the Economies and Markets project of Milk SA and others as an independent market contributor focusing on supply and demand variables and dynamics, both within the international and domestic ambit.

The outputs and deliberations of the Desk assist role players in the value chain to follow market developments and empower role players to engage at a higher level. This information should not be regarded as financial advice. While this report is compiled from sources that are deemed reliable, Milk SA and the MPO cannot take responsibility for any decisions based on the information in this report.

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<sup>1</sup> SACU is a customs union comprising Botswana, Eswatini, Lesotho, Namibia and South Africa.

## Background

1. Typically, 75% of the combined categories, namely sales to BeLN countries together with exports, manifests as sales to the BeLN countries every year.
2. The source of the document is the South African Revue Services.
3. The report is produced quarterly with a once-off calendar year amalgamation of all the quarters.

### 1. Intra Dairy Exports from South Africa to the BeLN countries

This section will analyse intra dairy exports per tariff heading on a quarterly basis.

**Table 1: The mass (kg) of intra dairy exports for the period January to March 2025, per tariff heading, is compared to the same period in 2024.**

Tariff Heading	Description	Jan - March 2025	Jan - March 2024	% change
04.01	Milk and cream, unsweetened	24 699 778	15 465 047	59.71
04.02	Milk, concentrated	1 336 542	7 690 494	-82.62
04.03	Buttermilk powder, yoghurt	5 651 475	5 434 821	3.99
04.04	Whey, whey powder, etc	564 172	716 564	-21.27
04.05	Butter, butter spreads and butter oil	352 789	389 126	-9.34
04.06	Cheese and curd	1 678 645	1 446 149	16.08
	<b>Total</b>	<b>34 283 402</b>	<b>31 142 201</b>	<b>10.09</b>

On a mass basis, the total intra dairy exports to BeLN countries for the first quarter of 2025 were 10.09% higher than in the same period in 2024.

- On a mass basis, intra dairy exports for only three of the six tariff headings (04.01 Milk and cream, unsweetened; 04.03 Buttermilk powder, yoghurt and 04.06 Cheese and curd) increased, while 04.02 milk, concentrate decreasing the most with 82.62%.
- The mass of intra dairy exports of 04.03 Buttermilk powder, yoghurt varied the least between the two quarters.

**Table 2: The average F.O.B. (ZAR) price for the period January to March 2025, per tariff heading, is compared to the same period in 2024.**

Tariff Heading	Description	Jan - March 2025	Jan - March 2024	% change
04.01	Milk and cream, unsweetened	10.15	12.15	-16.43
04.02	Milk, concentrated	64.54	13.16	390.44
04.03	Buttermilk powder, yoghurt	23.00	20.78	10.66
04.04	Whey, whey powder, etc	16.30	14.00	16.39
04.05	Butter, butter spreads and butter oil	61.42	46.39	32.39
04.06	Cheese and curd	73.53	78.57	-6.41

- The average free-on-board (F.O.B.) price for sales to the BeLN countries during the first quarter of 2025 for Milk, concentrate (04.02), increased the most with 390.44%.
- Of the six tariff headings the average F.O.B. price of Milk and cream, unsweetened (04.01) decreased the most.
- The average F.O.B. prices that increased, all increased with more than the producer price index (PPI) for Dairy products (0.9%).

**Table 3: Value of sales (R) to BeLN countries per tariff heading: The value of the sales for the period January to March 2025, is compared to the same period in 2024.**

Tariff Heading	Description	Jan - March 2025	Jan - March 2024	% change
04.01	Milk and cream, sweetened	250 808 811	187 913 332	33.47
04.02	Milk, concentrated	86 265 230	101 210 350	-14.77
04.03	Buttermilk powder, yoghurt	129 971 919	112 948 392	15.07
04.04	Whey, whey powder, etc	9 194 143	10 033 349	-8.36
04.05	Butter, butter spreads and butter oil	21 668 817	18 052 985	20.03
04.06	Cheese and curd	123 426 657	113 617 965	8.63
	<b>Total</b>	<b>621 335 577</b>	<b>543 776 373</b>	<b>14.26</b>

- The total value of the sales for the first quarter of 2025 increased by 14.26%, with the value of milk and cream, unsweetened (04.01) increasing the most (33.47%), in line with the mass of sales that increased by 59.71%.
- The value of milk, concentrate (04.02) decreased the most by 14.77%.

**Sections 2 to 7 will analyse sales per tariff heading to BeLN countries.**

## **2. Sales of tariff heading 04.01 to the BeLN countries: Milk and cream, unsweetened.**

**Table 4: Sales for tariff heading 0401: Milk and cream, unsweetened.**

**The mass (kg) of sales for the period January to March 2025, is compared to the same period in 2024, on a per BeLN country basis.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	13,834,817	6,435,257	114.98
Eswatini	3,567,294	2,922,641	22.06
Lesotho	3,164,386	2,545,160	24.33
Namibia	4,133,281	3,561,989	16.04
<b>Total</b>	<b>24,699,778</b>	<b>15,465,047</b>	<b>59.71</b>

**Table 5: Average F.O.B. (ZAR) price for tariff heading 0401: The average F.O.B. price for sales for the period January to March 2025, is compared to the same period in 2024.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	6.65	8.78	-24.28
Eswatini	11.92	11.97	-0.41
Lesotho	19.07	16.85	13.15
Namibia	13.54	15.04	-9.96
<b>Average</b>	<b>10.15</b>	<b>12.15</b>	<b>-16.43</b>

**Table 6: Value of sales (R) for tariff heading 0401: The value of sales for the period January to March 2025, is compared to the same period in 2024.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	91,978,573	56,479,827	62.85
Eswatini	42,525,848	34,977,499	21.58
Lesotho	60,332,423	42,873,435	40.72
Namibia	55,971,967	53,582,571	4.46
<b>Total</b>	<b>250,808,811</b>	<b>187,913,332</b>	<b>33.47</b>

- The mass of total sales for the first quarter of 2025 of milk and cream unsweetened (04.01) to the BeLN countries increased by 59.71%, the average F.O.B. price decreased by 16.43% but the value of sales increased by 33.47%.
- The mass of sales to the BeLN countries increased the most for Botswana up by 114.98% while the average F.O.B price decreased the most by 24.28%.
- The value of sales to Namibia remained the most stable with the mass of sales up by 16.04% but the F.O.B price down by 9.96 producing a stable sales value.

### 3. Sales of tariff heading 04.02 to the BeLN countries: Milk concentrated.

**Table 7: Sales for tariff heading 0402: Milk, concentrated.**

**The mass (kg) of sales for the period January to March 2025, is compared to the same period in 2024, on a per BeLN country basis.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	524,236	6,986,217	-92.50
Eswatini	217,823	197,775	10.14
Lesotho	62,939	37,128	69.52
Namibia	531,544	469,374	13.25
<b>Total</b>	<b>1,336,542</b>	<b>7,690,494</b>	<b>-82.62</b>

**Table 8: Average F.O.B. (ZAR) price for tariff heading 0402: The average F.O.B. price for sales for the period January to March 2025, is compared to the same period in 2024.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	49.68	7.84	533.38
Eswatini	97.77	81.10	20.55
Lesotho	115.04	154.51	-25.55
Namibia	59.61	52.49	13.57
<b>Average</b>	<b>64.54</b>	<b>13.16</b>	<b>390.44</b>

**Table 9: Value of sales (R) for tariff heading 0402: The value of sales for the period January to March 2025, is compared to the same period in 2024.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	26,043,904	54,796,928	-52.47
Eswatini	21,296,006	16,039,777	32.77
Lesotho	7,240,228	5,736,729	26.21
Namibia	31,685,092	24,636,916	28.61
<b>Total</b>	<b>86,265,230</b>	<b>101,210,350</b>	<b>-14.77</b>

- The total mass of sales for the first quarter of 2025 for concentrated milk (04.02) products to the SACU countries decreased by 82.62%. The reduced mass of sales occurred in Botswana while sales to the BeLN countries increased.
- The average F.O.B price for sales to the BeLN countries increased by 390.44%, with the high increase for Botswana (533.38%).
- The value of sales of concentrated milk (04.02) products on average decreased by 14.77% with Botswana registering the largest decrease (52.47%) in conjunction with the fall in mass of sales to Botswana.

#### **4. Sales of tariff heading 04.03 to the BeLN countries: Buttermilk powder and yoghurt.**

**Table 10: Sales for tariff heading 0403: Buttermilk powder, yoghurt.**

**The mass (kg) of sales for the period January to March 2025, is compared to the same period in 2024, on a per BeLN country basis.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	3,017,236	2,814,960	7.19
Eswatini	1,143,776	1,126,842	1.50
Lesotho	411,319	537,720	-23.51
Namibia	1,079,145	955,299	12.96
<b>Total</b>	<b>5,651,475</b>	<b>5,434,821</b>	<b>3.99</b>

**Table 11: Average F.O.B. (ZAR) price for tariff heading 0403: The average F.O.B. price for sales for the period January to March 2025, is compared to the same period in 2024.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	21.27	20.32	4.67
Eswatini	20.34	19.11	6.42
Lesotho	39.38	23.19	69.80
Namibia	24.41	22.76	7.26
<b>Average</b>	<b>23.00</b>	<b>20.78</b>	<b>10.66</b>

**Table 12: Value of sales (R) for tariff heading 0403: The value of sales for the period January to March 2025, is compared to the same period in 2024.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	64,172,005	57,206,187	12.18
Eswatini	23,260,154	21,532,788	8.02
Lesotho	16,196,282	12,469,714	29.88
Namibia	26,343,478	21,739,703	21.18
<b>Total</b>	<b>129,971,919</b>	<b>112,948,392</b>	<b>15.07</b>

- The total mass of sales for the first quarter of 2025 for buttermilk powder and yoghurt to the BeLN countries increased by 3.99%.
- The average F.O.B price for sales to the BeLN countries increased by 10.66% with the highest price increase in Lesotho at 69.80%.
- The value of sales of buttermilk and yoghurt (04.03) to the BeLN countries on average increased by 15.07% with Lesotho registering the highest increase of 29.88% driven by the high increase in the F.O.B. price.

##### **5. Sales of tariff heading 04.04 to the BeLN countries: Whey and whey powder etc.**

**Table 13: Sales for tariff heading 0404: Whey, whey powder, etc.**

**The mass (kg) of sales for the period January to March 2025, is compared to the same period in 2024, on a per BeLN country basis.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	105,961	80,609	31.45
Eswatini	145,888	187,588	-22.23
Lesotho	171,239	275,661	-37.88
Namibia	141,085	172,706	-18.31
<b>Total</b>	<b>564,172</b>	<b>716,564</b>	<b>-21.27</b>

**Table 14: Average F.O.B. (ZAR) price for tariff heading 0404: The average F.O.B. price for sales for the period January to March 2025, is compared to the same period in 2024.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	22.04	22.64	-2.64
Eswatini	15.32	8.79	74.22
Lesotho	17.50	17.38	0.71
Namibia	11.53	10.23	12.63
<b>Average</b>	<b>16.30</b>	<b>14.00</b>	<b>16.39</b>

**Table 15: Value of sales (R) for tariff heading 0404: The value of sales for the period January to March 2025, is compared to the same period in 2024.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	2,335,774	1,825,190	27.97
Eswatini	2,234,666	1,649,346	35.49
Lesotho	2,997,415	4,791,204	-37.44
Namibia	1,626,288	1,767,609	-8.00
<b>Total</b>	<b>9,194,143</b>	<b>10,033,349</b>	<b>-8.36</b>

- The total mass of sales for the first quarter of 2025 for whey, whey powder etc. (04.04) to the BeLN countries decreased by 21.27% subsequent to decreased sales to all the BeLN countries albeit Botswana increasing by 31.45%.
- The average F.O.B. price for sales to the BeLN countries increased by 16.39% with the highest price increase in Eswatini at 74.22%.
- The value of sales of whey, whey powder etc. (04.04) to the BeLN countries on average decreased by 8.36% with Lesotho registering the highest decrease of 37.44%.

#### **6. Sales of tariff heading 04.05 to the BeLN countries: Butter, butter spreads and butter oil.**

**Table 16: Sales for tariff heading 0405: Butter, butter spreads and butter oil.**

**The mass (kg) of sales for the period January to March 2025, is compared to the same period in 2024, on a per BeLN country basis.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	123,700	119,224	3.75
Eswatini	8,281	12,501	-33.76
Lesotho	81,796	48,917	67.21
Namibia	139,012	208,484	-33.32
<b>Total</b>	<b>352,789</b>	<b>389,126</b>	<b>-9.34</b>

**Table 17: Average F.O.B. (ZAR) price for tariff heading 0405: The average F.O.B. price for sales for the period January to March 2025, is compared to the same period in 2024.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	53.36	51.22	4.18
Eswatini	91.87	42.55	115.93
Lesotho	48.35	28.15	71.79
Namibia	74.47	48.15	54.67
<b>Average</b>	<b>61.42</b>	<b>46.39</b>	<b>32.39</b>

**Table 18: Value of sales (R) for tariff heading 0405: The value of sales for the period January to March 2025, is compared to the same period in 2024.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	6,600,472	6,106,165	8.10
Eswatini	760,782	531,880	43.04
Lesotho	3,955,132	1,376,878	187.25
Namibia	10,352,431	10,038,062	3.13
<b>Total</b>	<b>21,668,817</b>	<b>18,052,985</b>	<b>20.03</b>

- The total mass of sales for the first quarter of 2025 for butter, butter spreads and butter oil (04.05) to the BeLN countries decreased by 9.34% driven by decreased sales to Eswatini 33.76% and Namibia of 33.32%.
- The average F.O.B price for sales to the BeLN countries increased by 32.39% with the highest price increase in Eswatini of 115.93%.
- The value of sales of butter, butter spreads and butter oil (04.05) to the BeLN countries on average increased by 20.03.

## 7. Sales of tariff heading 04.06 to the BeLN countries: Cheese and curd.

**Table 19: Sales for tariff heading 0406: Cheese and curd.**

**The mass (kg) of sales for the period January to March 2025, is compared to the same period in 2024, on a per BeLN country basis.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	580,888	452,235	28.45
Eswatini	187,910	167,716	12.04
Lesotho	173,010	102,385	68.98
Namibia	736,837	723,813	1.80
<b>Total</b>	<b>1,678,645</b>	<b>1,446,149</b>	<b>16.08</b>

**Table 20: Average F.O.B. (ZAR) price for tariff heading 0406: The average F.O.B. price for sales for the period January to March 2025, is compared to the same period in 2024.**

	Jan - March 2025	Jan - March 2024	% change
Botswana	59.07	68.98	-14.36
Eswatini	77.32	81.27	-4.86
Lesotho	56.61	64.97	-12.87
Namibia	87.93	85.85	2.42
<b>Average</b>	<b>73.53</b>	<b>78.57</b>	<b>-6.41</b>



**Table 21: Value of sales (R) for tariff heading 0406: The value of sales for the period January to March 2025, is compared to the same period in 2024.**

	<b>Jan - March 2025</b>	<b>Jan - March 2024</b>	<b>% change</b>
Botswana	34,315,218	31,194,632	10.00
Eswatini	14,529,169	13,630,581	6.59
Lesotho	9,794,191	6,652,388	47.23
Namibia	64,788,079	62,140,364	4.26
<b>Total</b>	<b>123,426,657</b>	<b>113,617,965</b>	<b>8.63</b>

- The total mass of sales for the first quarter of 2025 of cheese and curd (04.06) to the BeLN countries increased by 16.08%. The mass of sales to Botswana and Lesotho increased the most by 28.45% and 68.98% respectively.
- The average F.O.B price for sales to the BeLN countries decreased by 6.41%.
- The value of sales to the BeLN countries on average increased by 8.63%.

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