



Retailers' perspective on changing MRL regulations in UK/EU



Navigating Change

How South African Growers Can Win
with Retailers

South Africa 2025

Where is the change coming from

PAN'S HIGHLY HAZARDOUS PESTICIDE (HHP) LIST

Mission – advocating for reduced
Pesticide use and greater transparency



CRITERIA



Pose acute or chronic health risks – operators, applicators, consumers



Particularly toxic to children(ARfD), pollinators, aquatic life and environment



Banned or restricted in many countries, but still in use in others



LEGAL OR NOT

It is not legally binding but.....



Why the list matters

RETAILER INFLUENCE



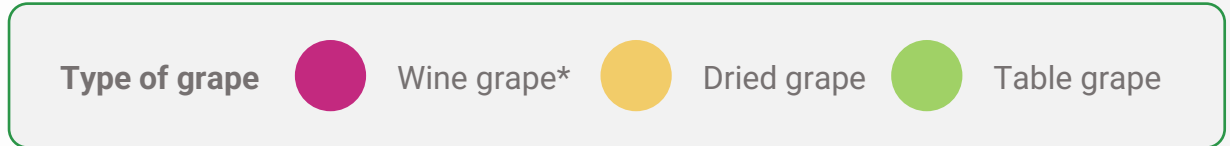
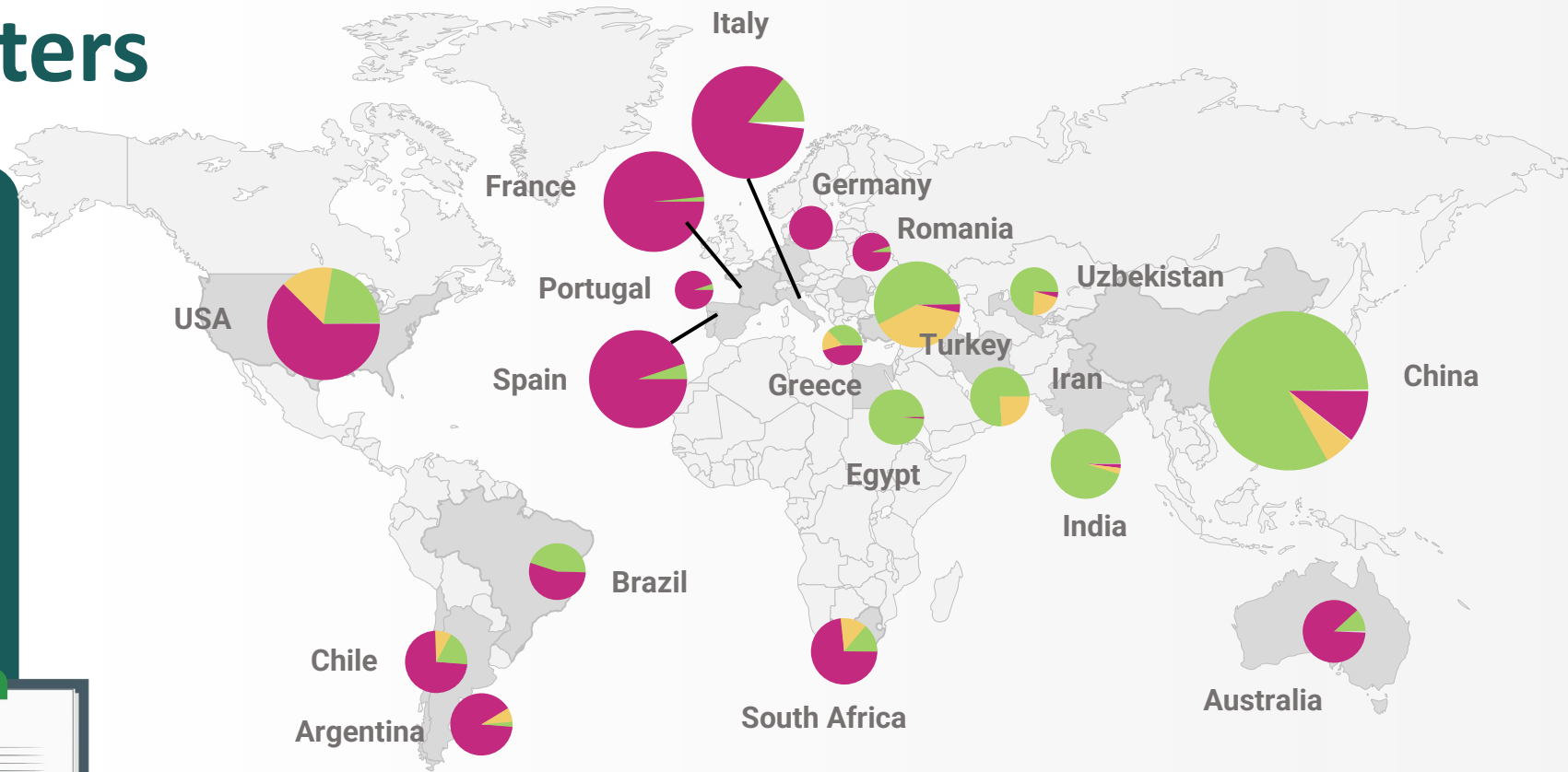
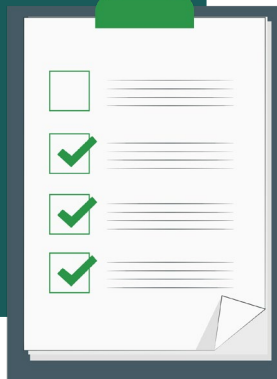
Specific Pesticide Policies



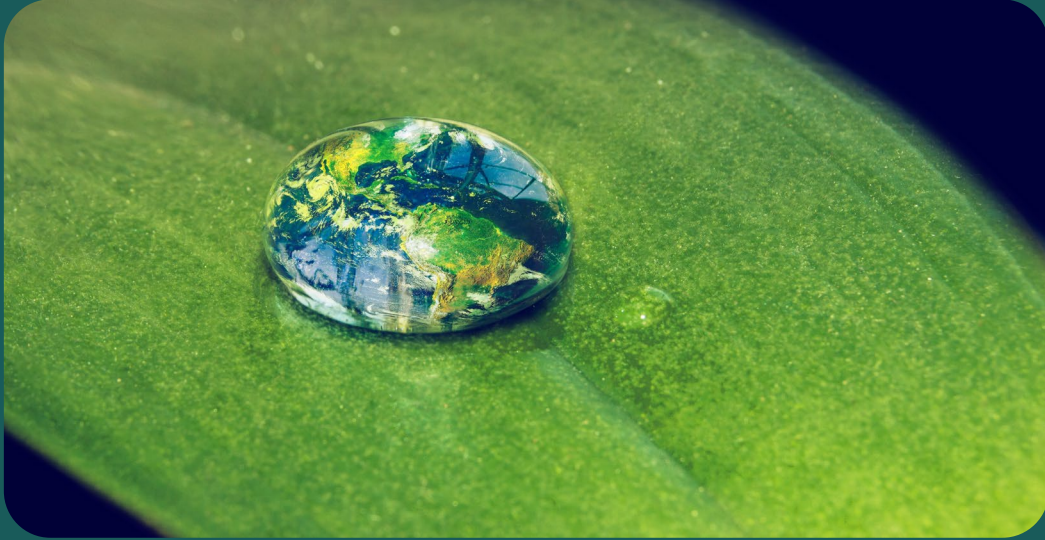
Environmental, Social and Governance commitments



Risk Resilient Sourcing strategies



*included musts & juices



Media and NGO's



Media pressure on brands



NGO campaigns – Friends of the Earth, Green Peace

Voluntary certification

Spring, Rainforest, Leaf



GREENPEACE

Friends of the Earth

Brand

RETAILERS DON'T JUST SELL GRAPES – THEY SELL TRUST

- A single food safety issue can damage consumer trust to the entire brand
- Demonstrating control, traceability and integrity
- Go beyond the legal limit

Retailers need to **showcase clean, ethical supply chains**.
Producers who enable that become **reputation enhancers**,
not liabilities.



Brand

***NEW RETAIL SOURCING BEHAVIOR –
STRATEGIC RATHER THAN
TRANSACTIONAL***



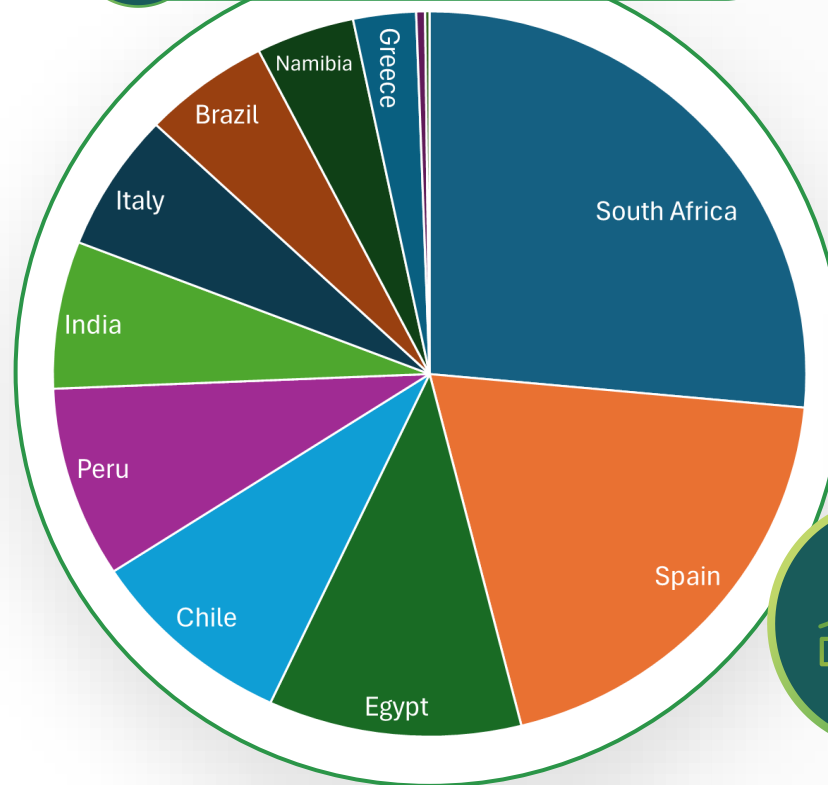
Not just Grape

- Deliver on sustainability targets***
- Transparent and pro active***
- Good partner for the brand***

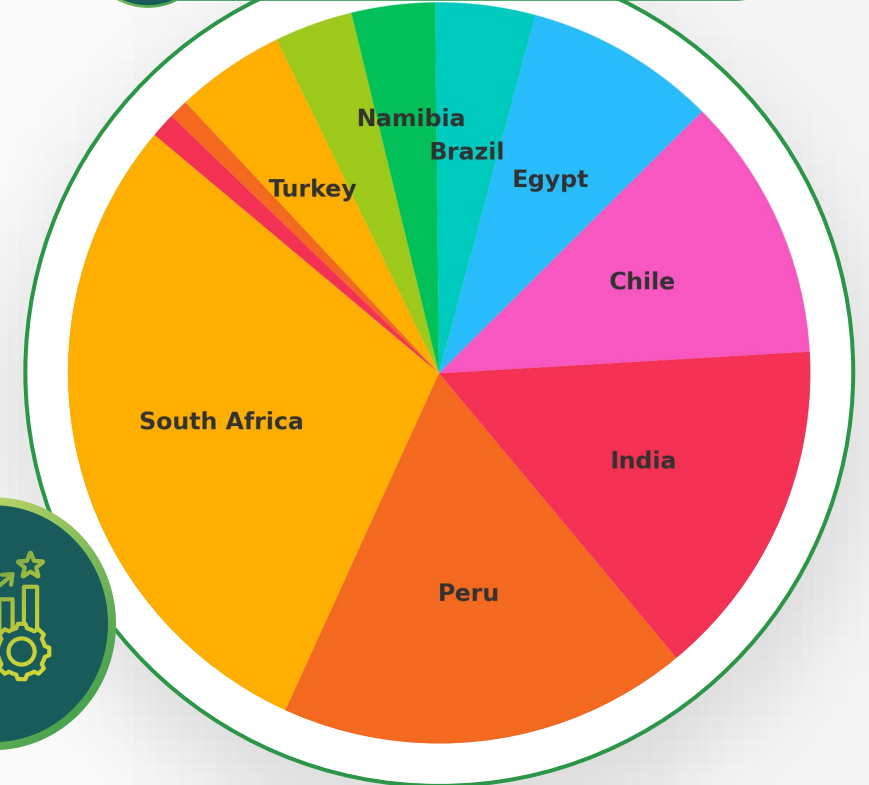


South Africa's significance and advantage in EU and UK – Import Volume

 UK Table Grape Imports by
Country (2019-2024 Average)



 EU Table Grape Imports by
Country (2019-2023 Average)



Turning the challenge into Opportunity



TRYING TO UNDERSTAND
SOME LISTS IS LIKE
TRYING TO UNDERSTAND
THE SMELL OF THE COLOUR 9



Get ahead of the game – it is not stopping

Understand and get to know
the phase out list

- ✓ Identify easy wins
- ✓ Create expectations with the retailers

Turning the challenge into Opportunity

ALTERNATIVE CHEMISTRY OR BIOLOGICAL TRIALS

Engagement

-  Agrochemical companies
-  Research bodies
-  Exporters
-  Importers
-  Retailers

Data set approach

-  Effectiveness
-  Total Cost



Turning the challenge into Opportunity

LOOKING FURTHER



Genetic companies are actively growing disease resistant varieties or varieties that does not need much PGRs

-  Cost benefit on Spray programs
-  Automatic cut on chemistry
-  Less possibility of actives detected

Turning the challenge into Opportunity

ARFD – PLAN AS IF IT IS LIMIT

**Understand the ARfD
approach from retailers**



It is becoming relevant



Plan according to ARfD



ARfD values are starting to play a big part in supplier performance monitoring & protecting consumer health. Producers are expected to follow Good Agricultural Practices and reduce the use of actives with low ARfD's , where possible.

Turning the challenge into Opportunity

KEEP THEM INFORMED



Grower conferences

A lot of retailers are engaging with producers with these conferences – a good platform for raising concerns



Use your Industry bodies rather than being individuals

An industry approach is stronger



Thank You