



innovate agriculture

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Reg. No.  
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An Authorised  
Financial Service  
Provider

FSB licence 1185

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*Private and confidential*

17 July 2023

Dear Adv. Maré

**RE: GRIEKWALAND WES KORPORATIEF LIMITED (“ Company” o r “ G  
WK ” ); REQUEST FOR INFORMATION RELATING TO THE FRESH  
PRODUCE MARKET INQUIRY (CASE NUMBER: 2022APR0051)**

1. We refer to the Competition Commission's (the “**Commission**”) letter of 20 June 2023, which sets out a follow-up information request (“**RFI**”) from the Commission regarding the Fresh Produce Market Inquiry (“**FPMI**”).
2. The responses contained herein are responses prepared by GWK, and as requested, are limited to only the commodities relevant to the FPMI, which for GWK is only potato seeds.
3. The contents of the questions are repeated herein for ease of reference and thereafter the answer to the question is provided.

**BACKGROUND AND BUSINESS ACTIVITIES**

**4. Para 1: We note at paragraph 4.1.7. of your submission, that most of the farmers that GWK has a business relationship with are GWK shareholders. In this regard, kindly provide the following information:**

**4.1 The percentage shareholding that these farmers hold in GWK;**

4.1.1

**4.2 Indicate whether any of these farmers (who are also GWK shareholders) are small scale farmers and/or members of historically disadvantaged persons (“HDPs”);**

4.2.1 GWK sells potato seed to commercial farmers on a basis of orders and payment/credit. GWK does not differentiate between commercial farmers, small scale farmers and/or members of historically disadvantage persons on its shareholder register, as GWK currently has more than 4'200 shareholders (not all being potato farmers). Therefore, we have no further information in this regard on the owners/shareholders and clients (potato farmers) of any of the clients to which GWK sells seed potatoes.

**4.3 Apart from the support (funding for input costs and infrastructure) that these farmers receive from GWK, indicate whether there are any benefits that they receive such as discounts or superior commercial terms.**

4.3.1 Prices are based on the seed potatoes that are for sale and on annual fixed prices and cash payment discounts on orders placed directly with GWK are available to all customers without differentiation.

**5. Para 2: In paragraph 39.1.3 of your submission, it is stated that a subsidiary of GWK, Agriqua Holdings participates in transformation projects focused on supporting emerging black farmers. Indicate whether these emerging black farmers exclusively produce potato seeds for GWK or they are able to also sell their harvest (seeds or potato produce) to other customers. In addition, indicate your policy on farm-saved seed (i.e., farmers holding back a certain portion of their harvest for re-planting as a next generation).**

5.1 The Agriqua project does not produce potatoes, but rather maize, cotton, wheat and barley.

5.2 Furthermore, farmers typically do not retain potato seeds on farms, as potato seed should be stored in cold storage and managed carefully to be ready for new season plantings.

**6. Para 3: In relation to the farmers that GWK has a business relationship with (outside of the Taung project), indicate whether these farmers work exclusively with GWK and sell all their produce to GWK.**

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6.1 GWK has relationships with a large number of other farmers which typically do not sell exclusively to GWK, as farmers are free to contract with whom they prefer.

7. **Para 4: Kindly provide us with at least 10 copies of contracts/ agreements GWK has entered into with farmers who are also shareholders in GWK. Separately, kindly also provide at least 10 copies of the agreements with black emerging farmers. If template agreements are used, kindly provide the latest version(s) of these template agreements.**

7.1



Yours faithfully

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Llewellyn Brooks  
Managing Director  
Griekwaland Wes Korporatief Limited

**GWK**

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