



KOSHER SA

A Division of the UOS

Kosher Certification

2025



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Kosher SA

Who we are and what is Kosher?



Kosher SA

- Our aim is for people to eat more Kosher more often
- We certify over 1 300 South African & African food companies
Over 50 000 products, going down to every sub ingredient,
Inspecting every producing facility, on average, 2 times a year
- We travel the equivalent of the equatorial circumference of earth every 4 months
- AKO accredited and preferred OU partner



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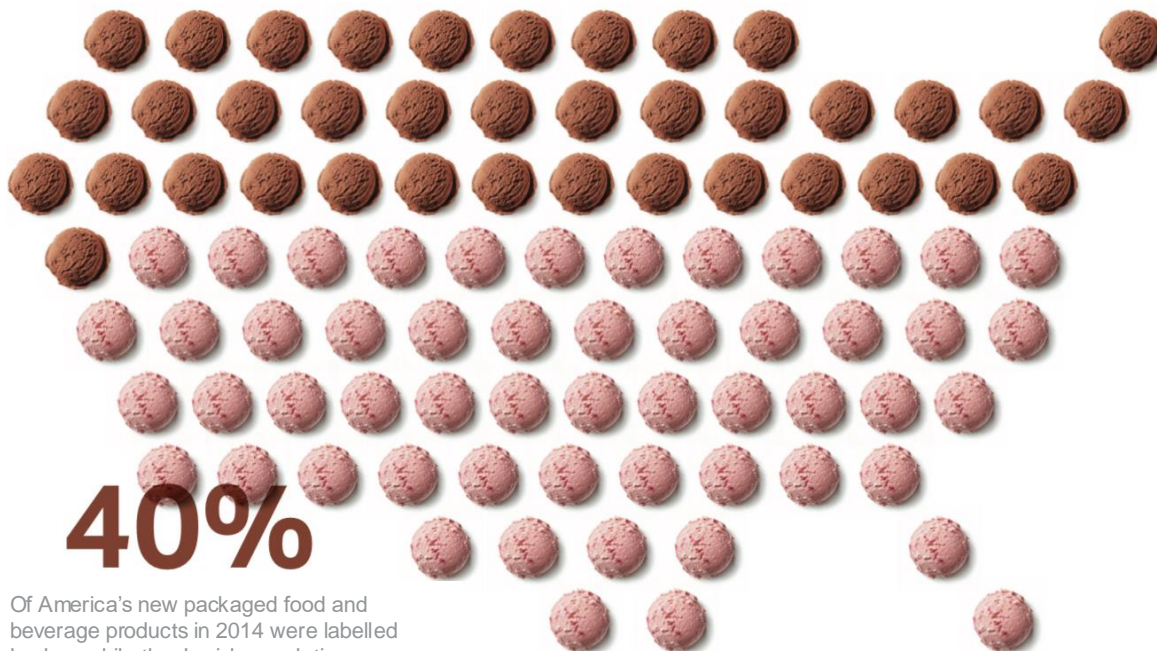
Who eats Kosher?

A Quick Look into the Market

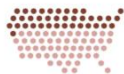


“The global kosher food market is expected to grow at a CAGR of around 4% during 2021-2026.”

According to the latest report by IMARC Group, titled "Kosher Food Market: Global Industry Trends, Share, Size, Growth, Opportunity and Forecast 2021-2026,"



Of America's new packaged food and beverage products in 2014 were labelled kosher, while the Jewish population was probably around 0,5%



According to a study in 2014 by market research firm Mintel

Why people buy Kosher?



62%
look to
kosher
products for
food quality



51%
look to kosher
products
for general
healthiness



34%
consider it a
much safer
option than
the alternative



Driving Factors

- The consumer preference rapidly shifting toward allergen-free & clean label
- Transparency & Trust
- Vegetarians
- Dairy & Gluten intolerance



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What is Kosher?

The Basic Principles



A Rabbi's Blessing. Has nothing to do with it.

Contrary to one oddly persistent misconception, kosher food is not food that has been blessed by a rabbi. Rather it is food that adheres to Jewish law in terms of its ingredients, processing and preparation.

There are three categories of kosher food: meat, dairy and parev (neither meat, nor milk)

Meat

This includes all kosher animals and fowl slaughtered in the prescribed manner, as well as their derivative products. The following stipulations apply:

- Kosher animals are those that both chew their cud (generally cattle and sheep) and have split hooves.
- Kosher fowl are identified by a universally accepted tradition and include domestic birds such as chicken, conish hen, ducks, geese and turkey. Birds of prey are not kosher.
- Animal and fowl must be slaughtered and examined in strict accordance with a very specific set of guidelines by a specialized and highly trained shochet.
- Permissible portions of the animal and fowl (ie excluding the hind quarter and sciatic nerve) are thoroughly soaked in koshering salt by the shochet to remove any trace of blood.
- Even a minute amount of meat (or meat derivatives) in a product lends that product “meat” status.



Dairy

This includes milk, as well as its derivatives such as butter, yoghurt, cream and cheese. The following stipulations apply:

- All Kosher dairy products must come from a kosher animal.
- All ingredients must be kosher and free of meat derivatives
- Even a minute amount of dairy lends that product "dairy" status.
- There is a sub category of Kosher dairy called, Chalav Yisroel. The law requires that in the production of dairy products, a mashgiach or Jewish supervisor must be present from the beginning of the milking to the end of processing



Parev

Any food that isn't meat or dairy is classified "parev" The following stipulations apply:

- Foods may lose their parev status if processed on meat or dairy equipment or when meat/dairy derivatives are used.
- Certain fruits, vegetables and grains must be checked for the presence of small insects and larvae, which are not kosher.
- Fish, though animals, are classified as parev.
- Eggs are also classified as parev, but they must come from a kosher bird and be checked for blood spots which render them non-kosher.





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How to become Kosher

An overview of the process

What do we look at for Kosher?



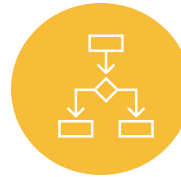
Raw Materials

Does it have a reputable kosher certificate?
If not, what is it made of?
Where and by who is it made?
How is it made?



Formulation

No milk and meat together
Parev or Parev Mehadrin
Kosher for Passover



Process

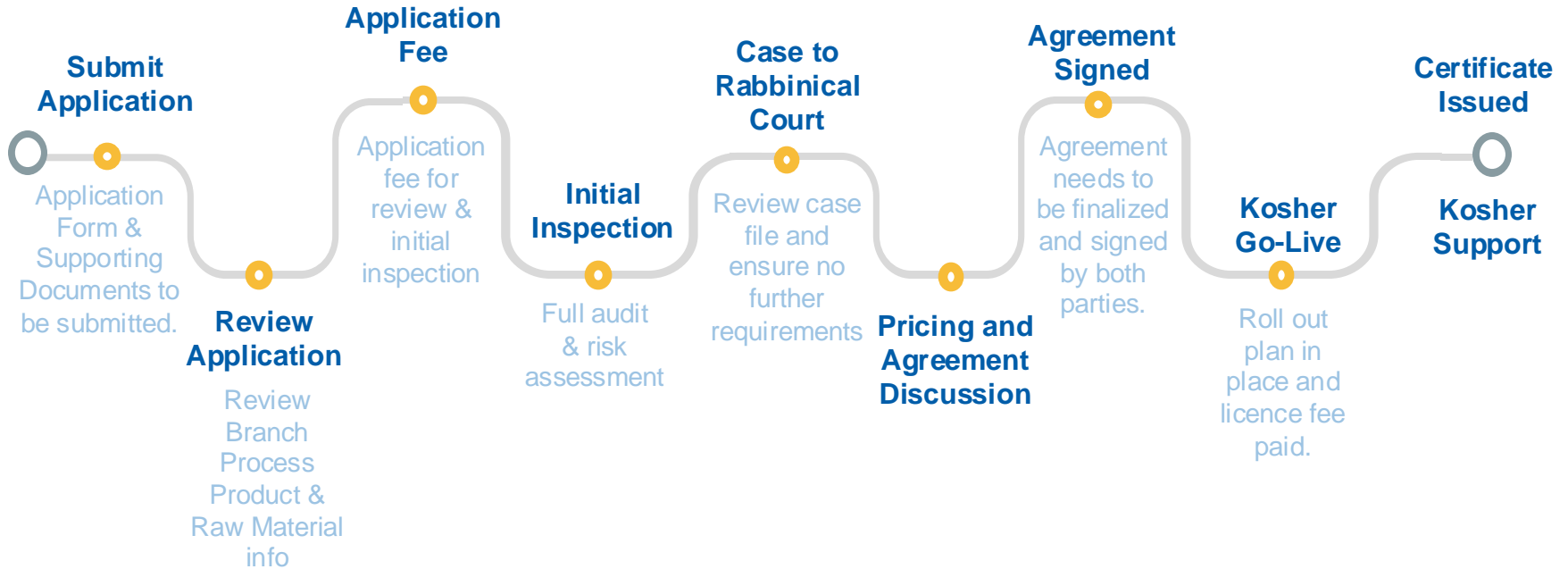
Heat Processes
Liquid or Dry
Cross Contamination
CIP & Kashering required
Complexity



Packaging

Mislabeling
No misleading names

Certification Process





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Kosher Pricing

Kosher Certification Pricing Model



Certification Package

- **BD Symbol Trademark Rights** – the diamond symbol is globally recognized and provides assurance necessary to zero in on target market
- **Clear Guidance & Support** – with almost 100 years' experience in the food industry and understanding of what is required for kosher compliance, manufacturers are guided through the process of certification
- **Confidentiality** - BD experienced staff manage the raw material load of some of the world's most well-known companies with utmost confidentiality and professionalism
- **On-Site Audits** - our expert inspectors have the experience necessary to design and maintain customized systems in keeping with the highest possible standards of Kosher
- **Ongoing Personalized Service** - A Rabbinic Coordinator is allocated to each manufacturer to look after any queries or support required at any stage of certification.
- **Customer Advocacy** - We support our customers' continued growth in the kosher market via our KosherDesk Facebook page, email marketing campaigns, our weekly newsletter, Jewish Tradition magazine, KosherFest trade show and various other media resources. We go the extra mile to share and help popularize newly certified BD Kosher products.



How we determine Fees

As a non-profit organization, our fees are structured to cover the cost of putting forth the best kosher certification available, while keeping the expense to the customer affordable. Our pricing structure is designed to allow us to best service our customers' needs while supporting their continued growth. We factor in the necessary components of each certification:

- A base administrative cost needed for timely and professional service from top-caliber professionals at our offices.
- The frequency and cost of conducting customized inspections to each facility location being supervised. Location plays a part in this calculation.
- The number of products required to be certified.
- The number of facilities producing kosher products.
- Whether products will be exported

Fees are not tied to a given company's sales or production output, unless it is a start-up organization, we believe that we need to invest in their development and break down barriers to enter the market.

Packages

GREEN LIST MANUFACTURER

Criteria

- Companies who produce products that are very low risk or complexity
- Not VAT registered with revenue less than R1M
- Limited to 1 manufacturing/processing plant

Includes

- Initial Inspection and Application Fee
- Technical Support
- 1 Inspection per year
- 5 Products certified
- License to use BD Logo

Price

From R567 per month or R6 800 per annum

MICRO ENTERPRISE

Criteria

- Companies trading less than 1 year
- No VAT registered with revenue less than R1M
- A niche product specifically produced for the Jewish market
- Limited to 1 manufacturing/processing plant

Includes

- Technical Support
- 2 Inspection per year
- 15 Products certified
- License to use BD Logo

Price

From R1 916 per month or R23 000 per annum

THIRD PARTY

Criteria

Companies not producing any of their own products or have no production or re-packing facility, these include distributors

Includes

- Technical Support
- License to use BD Logo

Price

R25 500 per annum

PROCESSOR OR MANUFACTURER

Criteria

Companies with processing, manufacturing or re-packing activities (where the Kosher chain needs to be verified) producing either retail or industrial products

Includes

- Technical Support
- 1 Inspection per year
- License to use BD Logo

Price

From R41 250 per annum

Pricing Model

| 2024 | Green List Manufacturers Ex VAT | Micro Enterprises Ex VAT | Third Parties Ex VAT | Processors or Manufacturers Ex VAT |
|---|---------------------------------------|--|----------------------------|--|
| Kosher Application – Non-refundable once off fee Technical and Administrative Support Due diligence (ingredient, supplier, traceability and process) Initial factory visit and inspection | - | R12 100,00 (Local) R23 540,00 (Regional) | - | R12 100,00 (Local) R23 540,00 (Regional) |
| Base Rate (Local) Technical Support Administrative tasks Due diligence (ingredient, supplier, traceability and process) Factory visits and inspection Issuing of certificate | R6 800,00 | R23 000,00 | R25 500,00 | R41 250,00 |
| Regional | R1 920,00 | R1 920,00 | - | R4 100,00 |
| Africa | - | - | - | \$3500 - \$5000 |
| International | - | - | - | \$3500 - \$5000 |
| Price per product certified | - | 0 up to 15 products Thereafter R155,00 per product | - | 1 – 99 @ R155,00 per product 100-500 @ R102,00 per product > 500 @ R52,00 product |
| Additional Factory | - | - | - | R41 250,00 |
| Additional Inspections required | - | R1 800,00 | - | R3 400,00 |
| Export | - | 25% | - | 25% |



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We look forward to welcoming you to the world of Kosher!