



KOSHER SA

A Division of the UOS

2026

KOSHER SA CORPORATE PROPOSAL

**MORE PEOPLE,
EATING KOSHER,
MORE OFTEN.**



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KOSHER SA

A Division of the UOS

PART 1: WHO WE ARE



ABOUT US

Kosher SA, a division of the Union of Orthodox Synagogues (UOS), is South Africa's leading kosher certification agency.

With offices in both Johannesburg and Cape Town, we uphold the highest kosher standards across food manufacturing, food services, and shechita (kosher slaughter). Our organisation is over 90 years old and is a registered Non-Profit Organisation (NPO). We are a strategic partner of the largest kosher agency - the OU (Orthodox Union) and a member of AKO (Association of Kosher Organisations).

Our team of over 45 highly skilled individuals includes:

- Dayanim (Jewish Judges of the Beth Din)
- Rabbinic Coordinators (RCs)
- Rabbinic Field Representatives (RFRs)
- Food technologists and data analysts
- Communication & support staff
- Admin and finance staff

We also certify and oversee more than 120 mashgichim (kosher supervisors) and maintain a cutting-edge Kosher Internal Management System called KIMS that tracks certifications across 1,000+ companies and tens of thousands of products. Kosher SA operates under the halachic oversight of the Beth Din of South Africa.

We are the diamond standard in kosher certification.

When you see the Kosher SA symbol on a product you can trust that every ingredient and process has been meticulously reviewed and audited to meet our kosher compliance standards.



PART 1: WHO WE ARE

BRANDS WE CERTIFY

Kosher SA is proud to certify many of South Africa's leading and most trusted companies and brands.



KOSHER BY THE NUMBERS



1,059

TOTAL COMPANIES
CERTIFIED



128

TOTAL FOOD
SERVICES CERTIFIED



64,401

WHATSAPPS
RECEIVED *



66,600

WEBSITE
VISITS *



59,647

TOTAL
PRODUCTS



322,546

SOCIAL MEDIA
REACH *



2

OFFICES
JOHANNESBURG
& CAPE TOWN



616

TOTAL FUNCTIONS
CERTIFIED *



17,736

KOSHER BEEF
PROCESSED *



12,968

KOSHER LAMB
PROCESSED *



517,100

KOSHER
CHICKENS
PROCESSED *



117,392.64

KM TRAVELLED FOR
INSPECTIONS *



4,458

KOSHER INSPECTIONS
COMPLETED *



1,827

NEW CONSUMER
PRODUCTS CERTIFIED *



3,158

NEW COMMERCIAL
INGREDIENTS
CERTIFIED *

*JANUARY 2025 - DECEMBER 2025



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PART 2: A CASE FOR KOSHER



WHY GET CERTIFIED?

According to Allied Market Research, the global Kosher market is projected to grow from \$19.1 billion in 2018 to an estimated \$25.6 billion by 2026.

Kosher certification is more than a religious requirement — it's a mark of quality, healthiness, and safety.



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**

Benefits of Certification:

- Unlock access to a global kosher market
- Build trust with customers seeking traceable and clean labelling
- Boost your brand's local and export potential

PART 2: A CASE FOR KOSHER

In a recent article published by INC, they stated that



Using kosher-certified chemicals in the manufacturing process ensures good quality control of the final product because the certification process is so stringent. This improves the perceived product value by the end user. Additionally, kosher chemicals can also be used in non-kosher applications while still enhancing the overall quality of the product.

This has led to many other groups of people outside of the Jewish faith being willing to pay more for a kosher product than a non-kosher one. There is a rising demand for kosher chemicals and, therefore, an exponential increase in the number of kosher product offerings.



In an article written by The Food Institute in September 2024, it states that:



More than 41% of U.S. food processors and manufacturers rely on kosher certification to help them reach a wider audience of consumers, reaching far beyond followers of observant Judaism. Research shows that manufacturers whose products carry a kosher supervision symbol obtain more favorable shelf space in supermarkets and outsell non-certified items of the same type by 20%. In short, manufacturers find it easier to get wholesalers and distributors to carry their products, while retailers find it easier to sell them.*



To further the point, in 2023 research report from SkyQuest estimated the **kosher industry to be worth around \$41.2 billion in 2021**. With an annual growth rate expected of around 6.4% this will lead to a **market worth \$67.7 in 2030**.

The kosher food market **encompasses almost every segment of the food and drink industry**, from ingredients including chemicals, baking products, e.g., preservatives, raising agents, to processed food & beverages and food packaging.

Kosher certification can **support changes and trends** in the food and drinks industry, particularly the **continued demand for clean and clear labelling and greater transparency**.

*<https://foodindustryexecutive.com/2025/10/to-reach-health-conscious-consumers-brands-look-out-data-driven-kosher-certification/>

THE GLOBAL VALUE OF DATA-DRIVEN KOSHER CERTIFICATION

A recent article by Rabbi Moshe Elefant, COO of OU Kosher (USA), highlighted the growing global trend towards data-driven kosher certification as a key driver of market growth and consumer trust.

“To Reach Health-Conscious Consumers, Brands Seek Out Data-Driven Kosher Certification.”

Key insights from Rabbi Elefant’s article include:

Agility and market growth through digital systems:

Advanced ingredient databases now allow manufacturers to instantly verify or update kosher status.

This agility enables rapid recipe adaptation in line with evolving consumer trends such as vegan, vegetarian, and clean-label preferences — while maintaining full compliance.

Expanded appeal to health-focused consumers:

Kosher certification has evolved from a niche religious designation to a broader mark of quality and transparency. Products bearing reliable kosher certification increasingly attract consumers seeking options free from meat, dairy, allergens, and synthetic additives — contributing to an average 20% sales uplift compared to non-certified products.

Resilience in a changing global market:

In a world of fluctuating supply chains, tariffs, and health regulations, real-time kosher ingredient data supports manufacturers in navigating change efficiently, preserving both certification integrity and consumer trust.

WHO ELSE EATS KOSHER?

Kosher isn't only for the Jewish community. People buy kosher because it means clean labels, clear ingredients, allergen safety, ethical practices, and respect for cultural preferences — all adding up to food they can trust.

Your product will appeal to:



VEGETARIANS
Who trust the parev symbol



LACTOSE-INTOLERANT CONSUMERS
Clear dairy designations



HEALTH-CONSCIOUS SHOPPERS
Clean label, quality control



HALAL CONSUMERS
Most kosher standards are
accepted by Halal consumers



**SEVENTH DAY
ADVENTISTS**



EXPORT ADVANTAGE

Kosher SA is a recognized partner of the Orthodox Union (OU), streamlining international certification and enabling export growth with global recognition.

Kosher SA is proud to maintain a close and enduring partnership with the OU, the world's largest and most widely recognised kosher certifying body.

This collaboration brings together Kosher SA's deep local African expertise with the OU's unparalleled global reach, ensuring that every certification issued in South Africa is aligned with the highest international standards.

For our clients, this partnership delivers tangible benefits. Products certified by Kosher SA are often seamlessly recognised by the OU.

This streamlined process reduces time-to-market and lowers administrative costs. In addition, OU recognition opens direct access to key export markets such as the United States, Europe, and Israel, where the OU symbol carries significant weight with retailers and consumers alike.

Together, Kosher SA and the OU provide South African manufacturers with more than certification: they provide credibility, efficiency, and a clear gateway to global opportunity.



LET'S TALK ABOUT THE KOSHER LOGO



Having a kosher logo on your packaging for others means...

- The kosher logo is an easy way to **identify the absence of certain ingredients**, for example, meat, fish, and dairy, which is important for those with allergies or following a particular diet e.g., vegetarian, lactose intolerant.
- Reassure consumers about the **safety and manufacturing processes**, as it highlights that the product has been independently checked by a reputable organisation.
- Highlights ingredient **transparency and traceability**. The kosher logo is a guarantee of “what’s on the label is in the bottle”.

Confidentiality

Our experienced staff manages the raw materials and ingredients of some of the world’s most well-known companies with utmost confidentiality and professionalism.

Kosher SA is committed to upholding the highest standards of confidentiality throughout the certification process. We recognise that our clients entrust us with sensitive and proprietary information - including ingredients, formulations, equipment details, and production processes. This information is required to ensure full kosher compliance and we treat it with absolute discretion.

Kosher SA assures all manufacturers that any information shared with us will remain strictly confidential. Our confidentiality commitment is embedded in our certification agreements, ensuring that your trade secrets are fully protected at every stage of the certification process.



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PART 3: WHAT IS KOSHER?



A CRASH COURSE IN KOSHER

Contrary to popular belief, kosher food is not "blessed by a rabbi." Rather, it complies with **Jewish dietary law regarding ingredients, preparation, and process.**

MEAT

This includes all kosher animals and fowl slaughtered in the prescribed manner, as well as their derivative products.



The following requirements apply:

- Kosher animals are those that both chew the cud and have split hooves (generally cattle and sheep).
- Kosher fowl are identified by a universally accepted tradition and include domestic birds such as chicken, cornish hen, ducks, geese and turkey. Birds of prey are generally not kosher.
- Animals and fowl must be slaughtered and examined in strict accordance with a very specific set of guidelines by a specialized and highly trained rabbi (shochet).
- Only permissible portions of the animal (eg. excluding the hind quarter, sciatic nerve, and certain fats) and fowl may be consumed.
- These portions then go through a soaking and salting process (with kosher salt) to remove any trace of blood.
- Even a minute amount of meat (or meat derivatives) in a product lends that product "meat" status.
- Any utensils (such as ovens, pots and production lines) that are used in the meat production would render their status as meat.
- Meat and Dairy cannot be mixed together.

PART 3: WHAT IS KOSHER?

DAIRY

This includes milk, as well as its derivatives such as butter, yoghurt, cream, and cheese.



The following requirements apply:

- All Kosher dairy products must come from a kosher animal.
- Even a minute amount of dairy lends that product "dairy" status.
- Any utensils (such as ovens, pots and production lines) that are used in the dairy production would render their status as dairy.
- Meat and Dairy cannot be mixed together.
- There is a subcategory of dairy called Chalav Yisrael. The requirement is that a mashgiach (Jewish supervisor) must be present from the beginning of the milking to the end of processing.

PAREV

Parev means neutral (neither meat nor dairy) this includes any food that isn't meat or dairy.



The following requirements apply:

- Any foods that come from the ground (such as fruits, vegetables, grains, water) are neither dairy or meat.
- Parev items may be eaten with either meat or milk.
- Foods may lose their parev status if processed on meat or dairy equipment.
- Certain fruits, vegetables, and grains must be checked for the presence of insects and larvae, which are not kosher.
- Fish are classified as parev and must have both fins and scales to be considered kosher.
- Eggs are classified as parev and must come from a kosher bird and be checked for blood spots, which would render them non-kosher.

ADDITIONAL KOSHER GUIDELINES



GRAPE PRODUCTS

The requirement is that a mashgiach (kosher supervisor) must be exclusively involved and present from the beginning of the harvest to the end of bottling.



PASSOVER

Prohibits Chametz which includes grains (such as wheat, barley, rye, oats, and spelt) and various legumes. Passover also requires separate certification and equipment.



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PART 4: THE CERTIFICATION PROCESS & PRICING

CERTIFICATION PACKAGE

Kosher SA Diamond Symbol Trademark Rights

The diamond symbol is globally recognised and provides the assurance necessary to cater to our target market.

On-Site Audits

Our expert inspectors have the experience necessary to design and maintain customised systems in keeping with the highest standards of kosher.

Clear Guidance and Support

With over 90 years' experience in the food industry and understanding of what is required for kosher compliance, manufacturers are guided through the process of submitting raw material, product, and label data for their products.

Ongoing Personalised 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 KosherSA social media pages, email marketing campaigns, monthly newsletter, trade shows and various other media channels. We go the extra mile to share and help publicise newly certified kosher products.

CERTIFICATION PROCESS

Timeline dependent on kosher risk, complexity of ingredients and manufacturing process.

KOSHER ENQUIRY

01

Initial Contact

Business Development Manager engages with the company to introduce ourselves and discuss the process.

02

Submit Application

Company to submit online application form, ingredient forms and supporting documents.

03

Pay Application Fee

Pay the once-off application fee to kick start the certification process.

06

Case to Kosher Compliance Committee

The compliance committee reviews all documentation and initial inspection report for approval.

05

Initial Inspection

An initial inspection is conducted. Ingredients, products and processing is reviewed and kosher risks are identified.

04

Review Application

We review all the processing, product and ingredient info and correspond with the company if needed.

07

Pricing and Agreement

A pricing proposal is sent and once approved the agreement is finalised. Once completed it is signed by both parties and annual fee is paid.

08

Ongoing Kosher Support

Team assigned for any future queries and support. Marketing to be discussed if required.

09

Certification Issued

Certificate sent to the company and artwork approved.

Please note that Third Party's have an expedited process that omit the following steps 4 & 5.

DETERMINATION OF FEES

How Our Fees Are Determined

Kosher SA (a division of the UOS) is a non-profit organization. Our fees are designed to be accessible while maintaining the integrity and quality of our work.

Factors Considered:

- Administrative and travel costs
- Factory complexity
- Inspection frequency / location
- Number of products / facilities
- Export certification

We support SMMEs and startups by offering tailored pricing to lower the barrier of entry into the kosher market.

PART 4: THE CERTIFICATION PROCESS & PRICING

PACKAGES & PRICING OVERVIEW

	GREEN LIST MANUFACTURER	MICRO ENTERPRISE	THIRD PARTY	PROCESSOR OR 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.	- Companies trading less than 1 year. - Not VAT registered with revenue less than R1M. - A niche product specifically produced for the Jewish market. - Limited to 1 manufacturing / processing plant.	Companies not producing any of their own products or have no production or re-packing facility; includes distributors.	Companies with processing, manufacturing, or re-packing activities (where the Kosher chain needs to be verified), producing retail or industrial products.
INCLUDES	- Initial Inspection and Application Fee. - Technical Support, 1 Inspection per year. 5 Products certified. - License to use BD Logo.	- Technical Support. 2 Inspections per year. 15 Products certified. - License to use BD Logo.	- Technical Support. - License to use BD Logo.	- Technical Support. 1 Inspection per year. - License to use BD Logo.
PRICE	From R600 per month or R7 200 per annum.	From R2 033 per month or R24 400 per annum.	R27 000 per annum.	From R43 725 per annum.

PART 4: THE CERTIFICATION PROCESS & PRICING

PRICING MODEL MATRIX

2026	GREEN LIST (EX VAT)	MICRO ENTERPRISES (EX VAT)	THIRD PARTIES (EX VAT)	PROCESSORS OR MANUFACTURERS (EX VAT)
KOSHER APPLICATION: NON-REFUNDABLE ONCE-OFF FEE Includes: • Technical and Administrative Support • Due diligence (ingredient, supplier, traceability and process) • Initial factory visit and inspection		R12 820,00 (Local) R24 950,00 (Regional)		R12 820,00 (Local) R24 950,00 (Regional)
BASE RATE (LOCAL) Includes: • Technical Support • Administrative tasks • Due diligence (ingredient, supplier, traceability and process) • Factory visits and inspection • Issuing of certificate	R7 200,00	R24 400,00	R27 000,00	R43 725,00
REGIONAL	R2 050,00	R2 050,00		R4 350,00
AFRICA / INTERNATIONAL				\$3500 – \$5000
PRICE PER PRODUCT CERTIFIED		0 up to 15 products included. Thereafter R165,00 per product.		1 – 99 @ R165,00 per product 100-500 @ R108,00 per product > 500 @ R55,00 per product
ADDITIONAL FACTORY				R43 725,00
ADDITIONAL INSPECTIONS REQUIRED		R1 900,00		R3 600,00
EXPORT			25% of total fee.	25% of total fee.



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THANK YOU

READY TO BECOME KOSHER CERTIFIED?

LET'S TALK.

BUSINESS DEVELOPMENT MANAGER

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