HEINRICH SCHULTZ

Managing Director – OrganiMark Group

Chairman – Textile Exchange Europe

Executive Manager – Sustainable Cotton Cluster
THE RETAIL CHALLENGE

Lowest-cost global sourcing have begun to show diminishing marginal returns and high sustainability risks.

Next Frontier: Innovative Business Model that effectively enable Quick Response and Sustainable Sourcing.
THE SOUTH AFRICAN CHALLENGE

Import orientation fragmented the industry and resulted in divestment and a total lack of united strategic leadership.

Cotton Industry at a point of total collapse and in desperate need for revival.
VISION:
Southern Africa is a preferred International sourcing destination for Sustainable Textile & Apparel Products

# Leapfrog to Global Best Practice
CREATE A CLUSTER TEAM

INDUSTRY
- Cotton SA
- Cotton Producers
- Cotton Ginners
- Textile Manufacturers
- Garment Manufacturers
- Retail Brands
- Consumer Council
- Organised Labour
- Government

Cluster Manager

Sustainable Cotton Cluster

OrganiMark
ACHIEVEMENTS SINCE 2014

- 669% Sustainable Cotton Production
- Local Beneficiation from 7% to 42%
- 7,000 Jobs created
- 1,300 Small Enterprises established
- 1,600 Farmers trained
- 2,300 Industry Stakeholders trained
- R640 million Capital Investment
- R120 million Supply Chain Finance
KEY ENABLING FACTORS

- Demand-driven Integrated Supply Chain Programmes
- Supply Chain Traceability Platform
- Off-Balance Sheet Supply Chain Finance Instruments
- Supply Chain Insurance Cell Captives
TRACEABILITY PLATFORM
WAY FORWARD

- System Demonstrator Implementation
- Commercialisation
- Cluster Initiatives identified for Turkey, India, West Africa, etc.