



# SUNSEEDMAN

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**DAILY CANOLA & ALTERNATIVE OILSEEDS &  
VEGOILS & PALM OIL PANORAMA**

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**PAGE 2 – RAPE/CANOLA/COLZA COMPLEX MARKETS**

**PAGE 3 – ALTERNATIVE OILSEEDS/VEGOILS MARKETS**

**PAGE 4 – PALM OIL MARKETS**

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# RAPE/CANOLA COMPLEX MARKETS

## A) THE ROLE OF RAPESEED/CANOLA/COLZA IN TURKISH AND GLOBAL OILSEEDS:

- In, **2021/22 season**, the second after Soybean with **67.5 Mln T** of global Oilseeds output of **590 Mln T**.
- One of the most-oil-content Oilseeds with **40-45%**.
- Albeit huge supports and efforts, local output could not be accelerated in **Turkey**.
- **No import-duty till 31 Dec 2022**.
- **French MATIF Bourse** for Rapeseed and **Rotterdam** for Rapeoil markets are so important.

## B) 2022/23 SEASON THE FIRST NEW-CROP FORECASTS FOR MAJOR GLOBAL PRODUCERS:

- **EU-27, 18.5 Mln T** ( 2021/22, **17.25** & 2020/21, **16.75** & 2019/20, **15.5** ),
- **Canada, 19.5 Mln T** ( 2021/22, **13.0** & 2020/21, **19.5** & 2019/20, **19.5** ),
- **India, 10.5 Mln T** ( 2021/22, **10.5** & 2020/21, **8.5** & 2019/20, **7.5** ),
- **China, 9.0 Mln T** ( 2021/22, **8.5** & 2020/21, **8.25** & 2019/20, **8.0** ),
- **Australia, 6.5 Mln T** ( 2021/22, **6.75** & 2020/21, **4.5** & 2019/20, **2.35** ),
- **WORLD, 76.5 Mln T** ( 2021/22, **67.5** & 2020/21, **68.5** & 2019/20, **64.75** ).

## C) THE LATEST MATIF/ROTTERDAM PRICE MOVEMENTS:

- **MATIF** Rapeseed was **TUMBLING** at **605.00 €/mt** ( **↓ 11.50** ) as **Nov22** delivery, **AND Rotterdam** Rapeoil was also **NOSEDIVED** ( **Sep22, 1420 €/mt, ↓ 50** ).
- **ALBEIT RUSSIAN/UKRAINIAN TENSION, weather troubles, EU biodiesel-supported 2030 program, and global weather risks as well as weaker EUR/USD parity before closure;**
- **PROFIT-TAKINGS, underway harvestings in EU/World and RECORD new-crop potential globally, VIRUS angst/havoc, trade wars ( US/China ), so-called resumed trade in btw China and Canada, global abundance and EU allowances for ARG biodiesel ( less Rapeoil demand in EU ) as well as weaker Petrol, Palmoil, Soyoil and Soybean before closure**  
**RESULTED IN SIGNIFICANT LOSSES.**

## D) LOCAL RAPESEED ACREAGE/OUTPUT/HARVESTINGS:

- **Fall19** plantings were with lower acreages of only **45 kha** ( **Fall18, 70** ) including **25 kha** ( **Fall18, 45** ) of **Thrace** and **20 kha** ( **Fall18, 25** ) of **Anatolia**. Therefore, **100 kmt** max of old-crop size ( **19/20, record 225** and **18/19, 115** ) including **55 – 60 kmt** of **Thrace** ( **19/20, 150** and **18/19, 90** ) and **40 – 45 kmt** of **Anatolia** ( **19/20, 75** and **18/19, 25** ). **Fall20** plantings were also around **50 kha** with **125 kmt** of old-crop size.
- **2022/23 new-season prospects of 65 kha/150 kmt.**

## E) TURKISH FOREIGN TRADE:

- In **21/22 season**, by **Jul21/Jun22**, **9.5 kmt** being from **Moldova, Kazakhstan and Bosnia**.
- In **20/21 season**, by **Jul20/Jun21**, **12.5 kmt** being from **Bosnia, UK and Kazakhstan**.
- In **19/20 season**, by **Jul19/Jun20**, only **36.0 kmt** ( **transshipment ???** ) being mainly from **Russia**.
- In **18/19 season**, by **July18/June19**, only **15.5 kmt** ( **but some of them were re-exported** ) of Rapeseed imports were performed from **Bosnia, Serbia, Russia and Ukraine**.
- **0% import-duty** may appeal **Rapeseed** imports, **but no July/Sep22 imports yet**.

## F) EXW/FOB/CIF PRICES & PROJECTIONS:

- **TOTALLY OVER LOCAL HARVESTINGS ( 13000 +/- 250 TL/mt 40 basis )**. We hear the theo. offer prices ( **as Oct22 shipment** ) of around **600 - 625 \$/mt** vs almost nil of bids of CIF Marmara ( **non-workable with GMO troubles, maybe as re-export** ).
- Locally, EXW Thrace/Anatolia **Crude Rapeoil** is around **27500 +/- 500 TL/mt**.
- Locally, EXW Thrace/Anatolia **Rapemeal** is around **300 +/- 10 \$/mt**.

# ALTERNATIVE OILSEEDS/VEGOILS MARKETS

## A) THE ROLE OF SAFFLOWERSEED IN TURKISH AND GLOBAL OILSEEDS:

- In, **2021/22 season**, one of minor Oilseeds with only **500 kmt** of global Oilseeds output of **590 Mln T**.
- Only among middle-oil-content Oilseeds with **25 - 30%**.
- **Kazakhstan** and **Russia** are the main producers.
- Albeit huge supports and efforts, local output could not be accelerated in **Turkey** ( **only 15 kmt by 20/21 and 19/20 seasons, 25 kmt of 18/19 and 30 kmt of 17/18** ). **10-15 kmt max for 21/22 as well**.
- **No import-duty till 31 December 2022**.

## B) FOREIGN TRADE AND PRICES:

- Due to higher Reference Price and Import-duty, only **41.5 kmt** of Safseed imports by **Aug19/Jul20** being mainly from **Russia** vs **24.5 kmt** by **Aug19/July20**, **7.0 kmt** by **Aug18/July19**, **47.0 kmt** by **Aug17/July18** as well as **124.5 kmt** by **Aug16/July17**. **Aug21/Jun22, 51.0 KMT FROM RUSSIA MAINLY**.
- Some so-called theo. prices at **575 - 600 \$/mt** around of CIF Marmara.
- In local markets, also theoretically ( **limited supplies due to limited vessel arrivals recently** ), **24000 +/- 500 TL/mt** for **Crude Safoil** and **3000 +/- 50 TL/mt** for **Safmeal** are pronounced.

## C) THE ROLE OF LINSEED IN TURKISH AND GLOBAL OILSEEDS:

- In **2021/22 season**, **3.0 Mln T** share of **590 Mln T** of global Oilseeds output.
- One of higher-oil-content Oilseeds with **40%** around.
- Almost nil production in **Turkey**.
- **Russia, Kazakhstan** and **Canada** are the main producers.
- **10%** Import-duty and **1200 \$/mt** Reference Price (  $1.200 \times 0.10 = 120 \text{ \$/mt}$  ).

## D) FOREIGN TRADE AND PRICES:

- Only **5.0 kmt** of imports by **Aug20/Jul21** being mainly from **Kazakhstan, Russia and Ukraine** versus **12 kmt** of imports by **Aug19/July20**, **29 kmt** of imports by **Aug18/July19**, **64.5 kmt** of imports by **Aug17/July18** and **214 kmt** of imports by **Aug16/July17**. **23.0 kmt** of imports by **Aug21/Jun22**.
- Linseed prices indicatively appear with theo. **625 - 650 \$/mt** of CIF Marmara, but theoretically **Crude Linoil** and **Linmeal** local prices are around **1550 +/- 50 \$/mt** of **specific alternative demands** and **325 +/- 10 \$/mt** respectively.

## E) THE ROLE OF COTTONSEED IN TURKISH AND GLOBAL OILSEEDS:

- In **2021/22 season**, the 4<sup>th</sup> rank after Soybean, Rapeseed, Sunseed with **42.0 Mln T** of global Oilseeds output of **590 Mln T**.
- Among lower-oil-content Oilseeds with only **15-20%**.
- **India** and **China** are the main producers.
- Albeit some setbacks in recent years, we notice some recoveries again in the last 1-2 years since Turkish output was around **1.15 Mln T** in **2019/20 season** ( **only 0.95 around by 20/21 due to lower acreage** ). **21/22 crop with 1.25 Mln T**.
- **10%** of Import-duty ( **No Reference Price** ).

## F) FOREIGN TRADE AND PRICES:

- No Turkish Cottonseed imports. Rarely in small sizes, Cottonoil and Cottonmeal are exported.
- Local **Neutralized Cotton Oil** and **Cotton Meal** prices are also around **27500 +/- 500 TL/mt** and **270 +/- 10 \$/mt** ( **different prices as per process and quality** ) respectively!

# PALM OIL MARKETS

## A) THE ROLE OF PALM OIL IN GLOBAL VEGOILS:

- In **2021/22 season**, the leader with approx. **78 Mln T** of global Vegoils output of **215 Mln T**.
- Moreover, **Palm Kernel Oil** has also around **8 Mln T** output.
- **Indonesia** and **Malaysia** are the main producers by performing **85 %** share.
- **India**, **EU** and **China** are the main importers.
- No output in **Turkey**.
- **31.2 %** of Import-duty for Palmoil, but as per bilateral agreements, **Malaysian** origin has been granted as **21.8 %**. **But no import-duty till 31 December 2022**.
- While **Indonesia** has normally double output of **Malaysia**, **Bursa Malaysia** is rather respected for **Palmoil** markets.

## B) THE LATEST MALAYSIAN BOURSE/FOB PRICES:

- Malaysian Palmoil Bourse/Bursa Malaysia was **143 basis points LOWER** for **Sep22 ( 3981 )**.
  - **ALBEIT Partly solid alternative vegoils and esp. Petrol recently as well Russian/Ukrainian tension,**
  - **Weaker Ringgit,**
  - **Recovered exports ( Aug22, ITS, 1% ↑ ),**
  - **Indian Palmoil import-duty cuts,**
  - **Weather/output/quarantina risks/losses in major production areas of Indonesia and Malaysia,**
  - **Biodiesel mandates and efforts in Indonesia and Malaysia,**
  - **Still somehow lingering El-Nino effects/anxieties**
  - **PROFIT-TAKINGS,**
  - **Confusing/easing/aggressive new Indonesian export legislation,**
  - **Sluggish exports ( Aug22, AMSPEC, 2% ↓ ),**
  - **Underway 8% export tax by Aug22,**
  - **Rebounced stocks ( End-Jul22, 1.77 Mln T ),**
  - **Trade/politics troubles in btw India and Malaysia as well as virus outbreak in China and globally,**
  - **Carcinogen accusations and biodiesel bans ( also US tax for Indonesian biodiesel ) in Europe,**
  - **Trade wars and economic/consumption ( HORECA!!! ) anxieties globally**
  - **Resulted in SOME LOSSES.**
- **RBD Palmoil FOB Malaysia** seller prices comprised as **985 \$/mt ( ↓ 10 )** for **Oct22**, **990 \$/mt** for **Nov/Dec22** and **995 \$/mt** for **Jan/Mar23**.
- **RBD Palm Olein FOB Malaysia** seller prices also comprised as **995 \$/mt ( ↓ 10 )** for **Oct22**, **1000 \$/mt** for **Nov/Dec22** and **1005 \$/mt** for **Jan/Mar23**.

## C) TURKISH FOREIGN TRADE:

- **Turkey** is also one of the most important Palmoil importers and lower-duty **Malaysian Palmoil** is mostly preferred.
- By **Jan/Jan22**, officially, **335.0 kmt ( Malaysia, 324.5 )** of **Palmoil** and **37.0 kmt ( Malaysia, 30.5 )** of **Palm Kernel Oil** imports.
- By **Jan/Dec21**, officially, **662.0 kmt ( Malaysia, 643.0 )** of **Palmoil** and **104.5 kmt ( Malaysia, 94.0 )** of **Palm Kernel Oil** imports.
- By **Jan/Dec20**, officially, **611.0 kmt ( Malaysia, 578 )** of **Palmoil** and **96.0 kmt ( Malaysia, 79.5 )** of **Palm Kernel Oil** imports.
- By **Jan/Dec19**, officially, **638.0 kmt ( Malaysia, 615 )** of **Palmoil** and **91.5 kmt ( Malaysia, 79.5 )** of **Palm Kernel Oil** imports.

## D) TODAY/PROJECTION:

- Malaysian Palmoil Bourse is **once WEAKER**. **960 - 970 \$/mt** of **RBD Palmoil and Palm Olein FOB** prices of **Sep22** existed as well.
- In near-term, **910- 1010 \$/mt FOB Malaysia** range is likely.