

# **CURRENT TRENDS OF GLOBAL SUNOIL AND MEAL MARKETS**

**&**

## **2016/2017 NEW-SEASON PROSPECTS**

**Vegoils & Meals - 2016**

**June 2-3, 2016, Rotterdam-Holland**



# SUNSEEDMAN

*Your Sunflower Market Eye*

## AGENDA

- 1-THE ROLE OF SUNOIL GLOBALLY**
- 2 - THE ROLE OF SUNMEAL GLOBALLY**
- 3 - 2016/2017 NEW-SEASON PROSPECTS**
- 4- PRESENTATION SUMMARY**



**SUNSEEDMAN**

*Your Sunflower Market Eye*

# **THE ROLE OF SUNOIL GLOBALLY**

IN CURRENT **2015/16 SEASON**;

**WORLD OILSEEDS PRODUCTION IS  
AROUND**

**515 MLN T**

**SUNSEED IS**

**THE 3RD BIGGEST OILSEED FOLLOWING  
SOYBEAN AND RAPESEED**

**WITH 8.2% ( 42.0 MLN T ) SHARE.**

IN CURRENT **2015/16 SEASON**;

**WORLD VEGOILS PRODUCTION IS  
AROUND**

**180.0 MLN T**

**SUNOIL IS**

**THE 4TH BIGGEST VEGOIL FOLLOWING  
PALMOIL, SOYOIL AND RAPEOIL**

**WITH 8.75% ( 15.75 MLN T ) SHARE.**

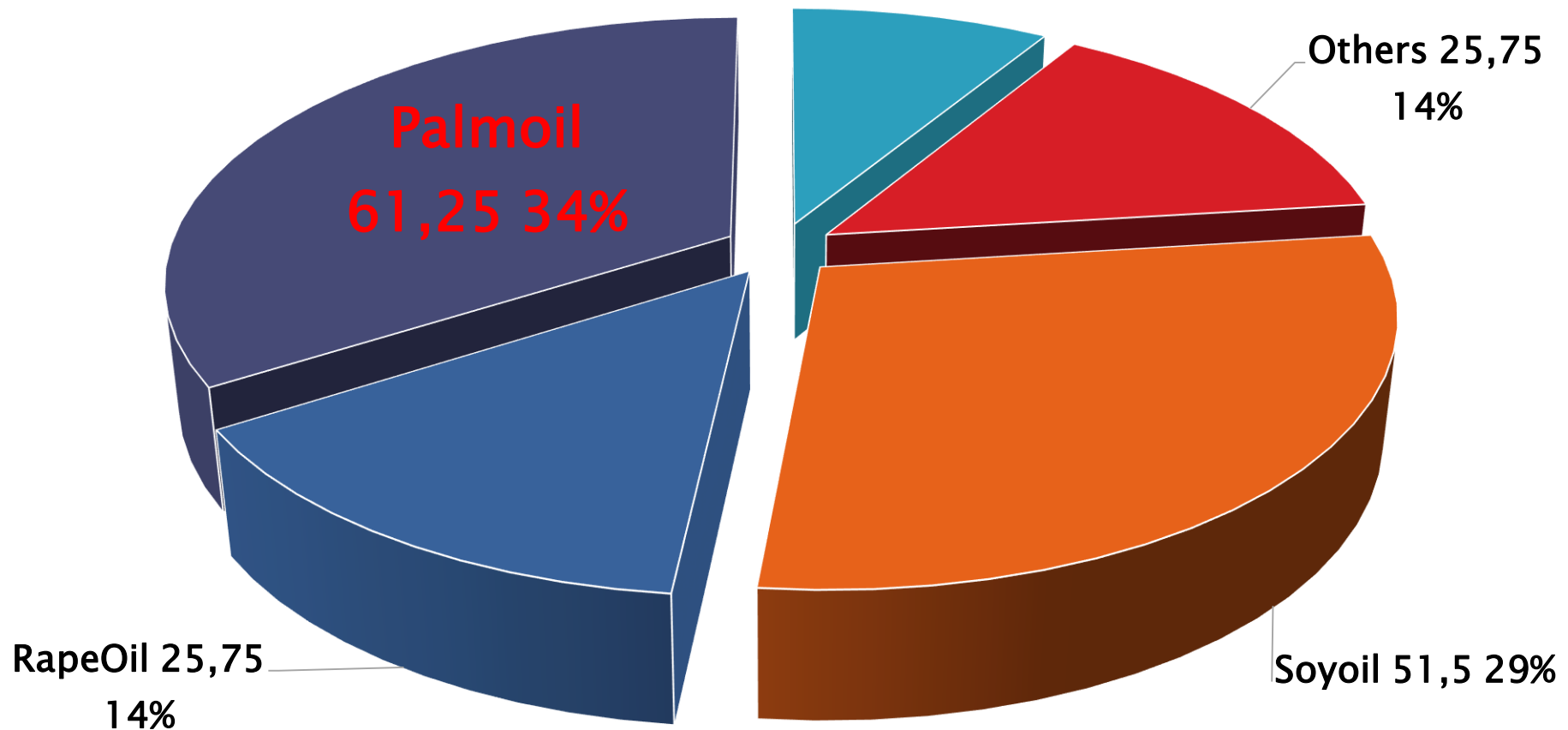


**SUNSEEDMAN**  
*Your Sunflower Market Eye*

# GLOBAL VEGOILS PRODUCTION ( MLN T )

Sunoil 15,75 9%

2015/16 Season, 180 Mln T total



Source: SUNSEEDMAN, OIL WORLD, USDA

IN CURRENT **2015/16 SEASON**;

WORLD VEGOILS TRADE IS AROUND

**80.0 MLN T**

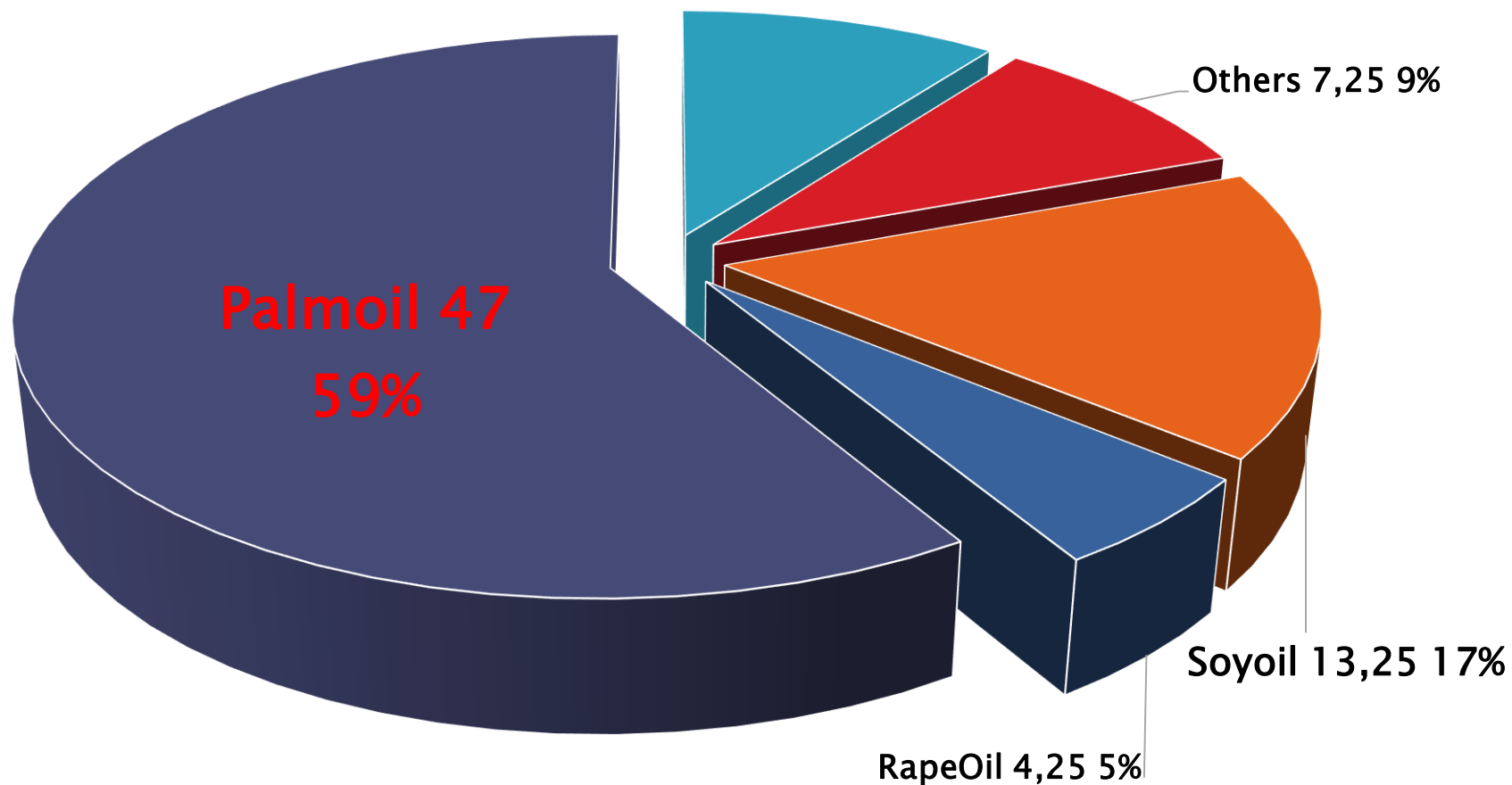
**SUNOIL IS THE 3RD BIGGEST VEGOIL**  
**FOLLOWING PALMOIL AND SOYOIL**

**WITH 10.3% ( 8.25 MLN T ) SHARE.**

# GLOBAL VEGOILS TRADE ( MLN T )

Sunoil 8,25 10%

2015/16 Season, 80 Mln T total



Source: SUNSEEDMAN, OIL WORLD, USDA



**AFTER BRIEF GLOBAL OUTLOOK,**

**LET'S LOOK AT  
THE MAJOR PLAYER  
COUNTRIES IN  
SUNOIL PRODUCTION  
AND TRADE.**



**SUNSEEDMAN**

*Your Sunflower Market Eye*

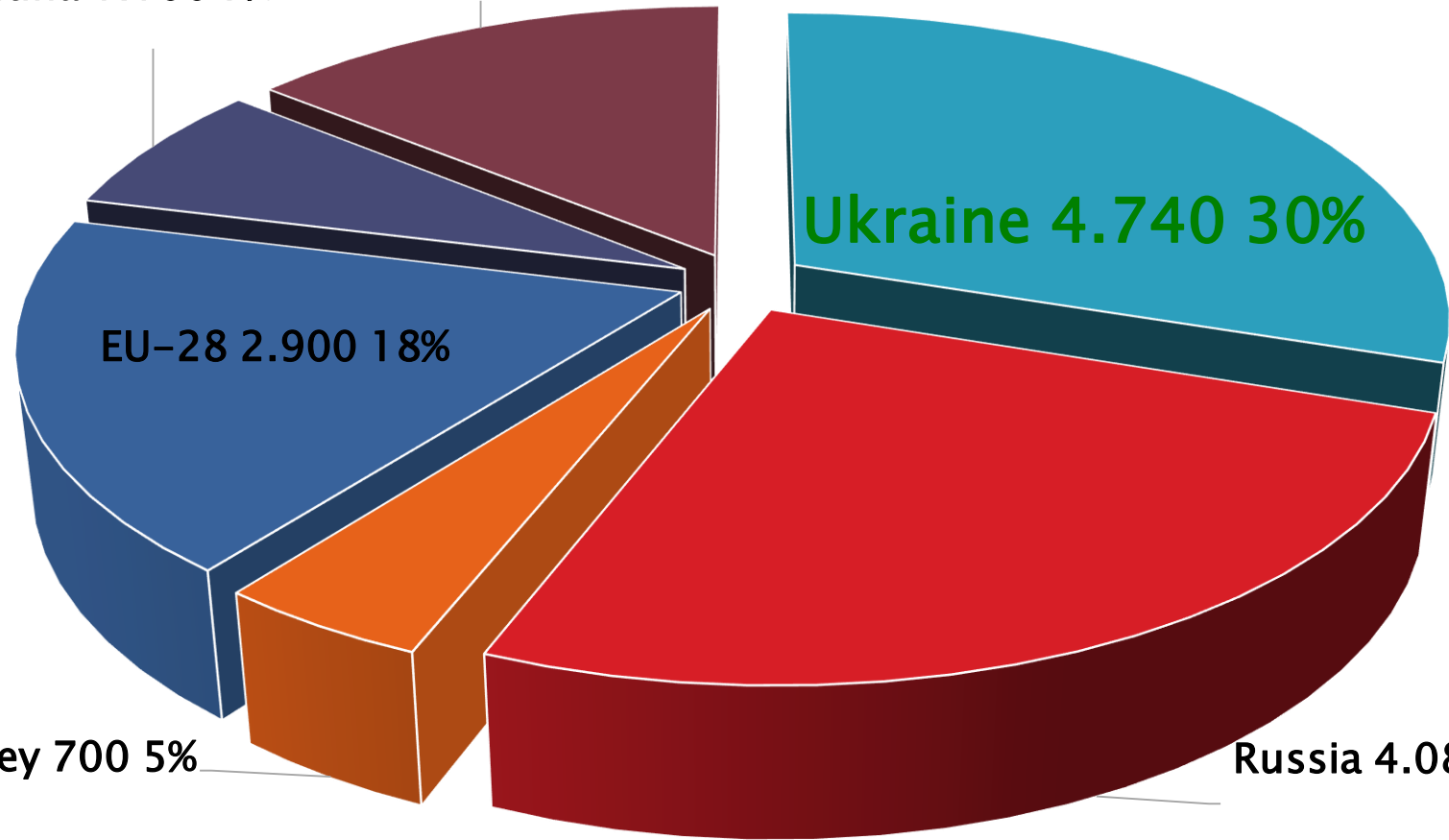
**BLACK SEA BASIN IS THE  
HEART OF GLOBAL SUN  
COMPLEX PRODUCTION  
AND TRADE. MORE THAN  
HALF HAS BEEN  
PERFORMED BY UKRAINE  
AND RUSSIA**

# WORLD SUNOIL PRODUCTION ( 1000 TONS )

Others 2.225 14%

2015/16 Season, 15.75 Mln T Total

Argentina 1.100 7%



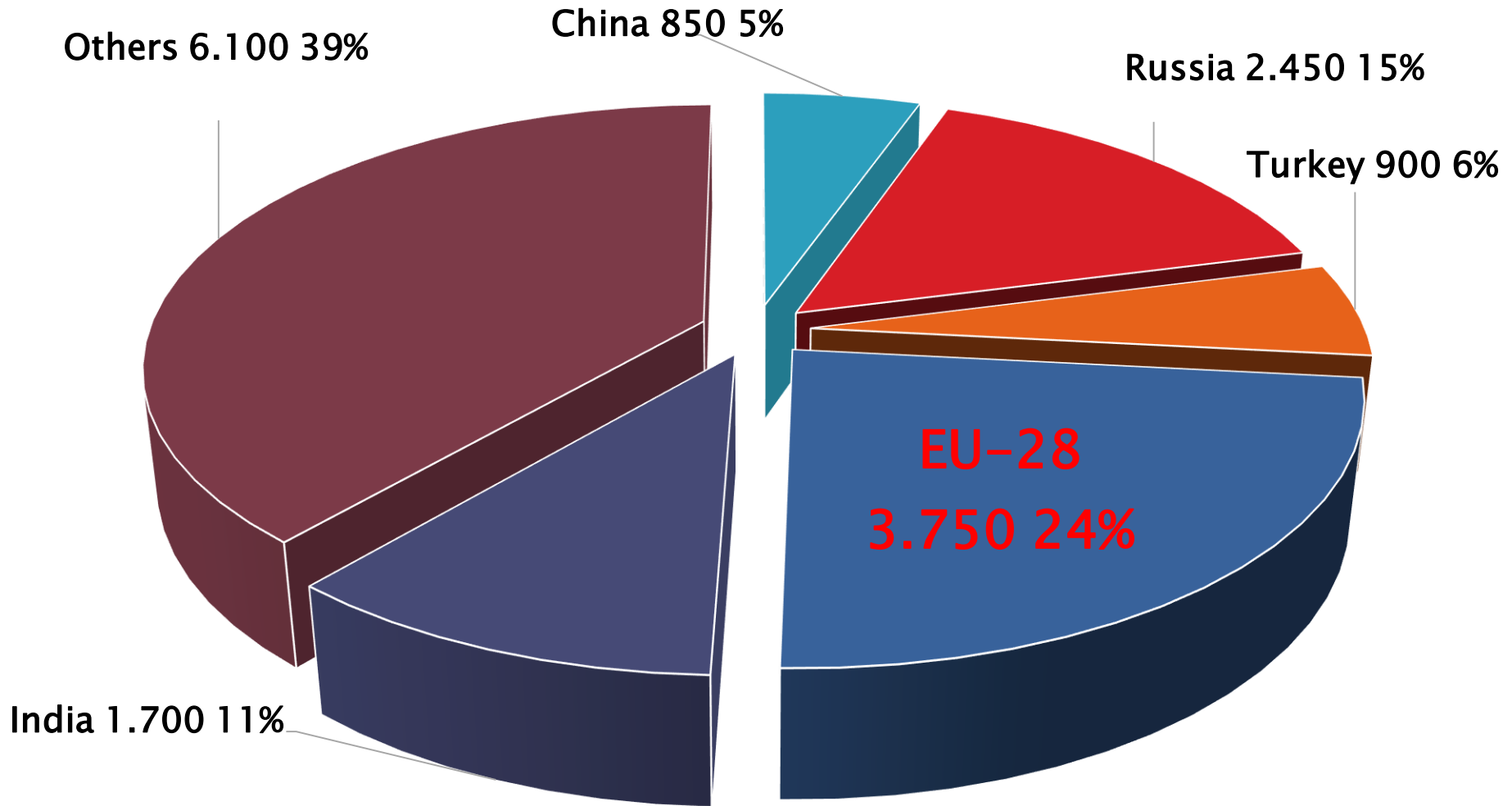
Turkey 700 5%

Russia 4.085 26%

Source: SUNSEEDMAN, OIL WORLD, USDA

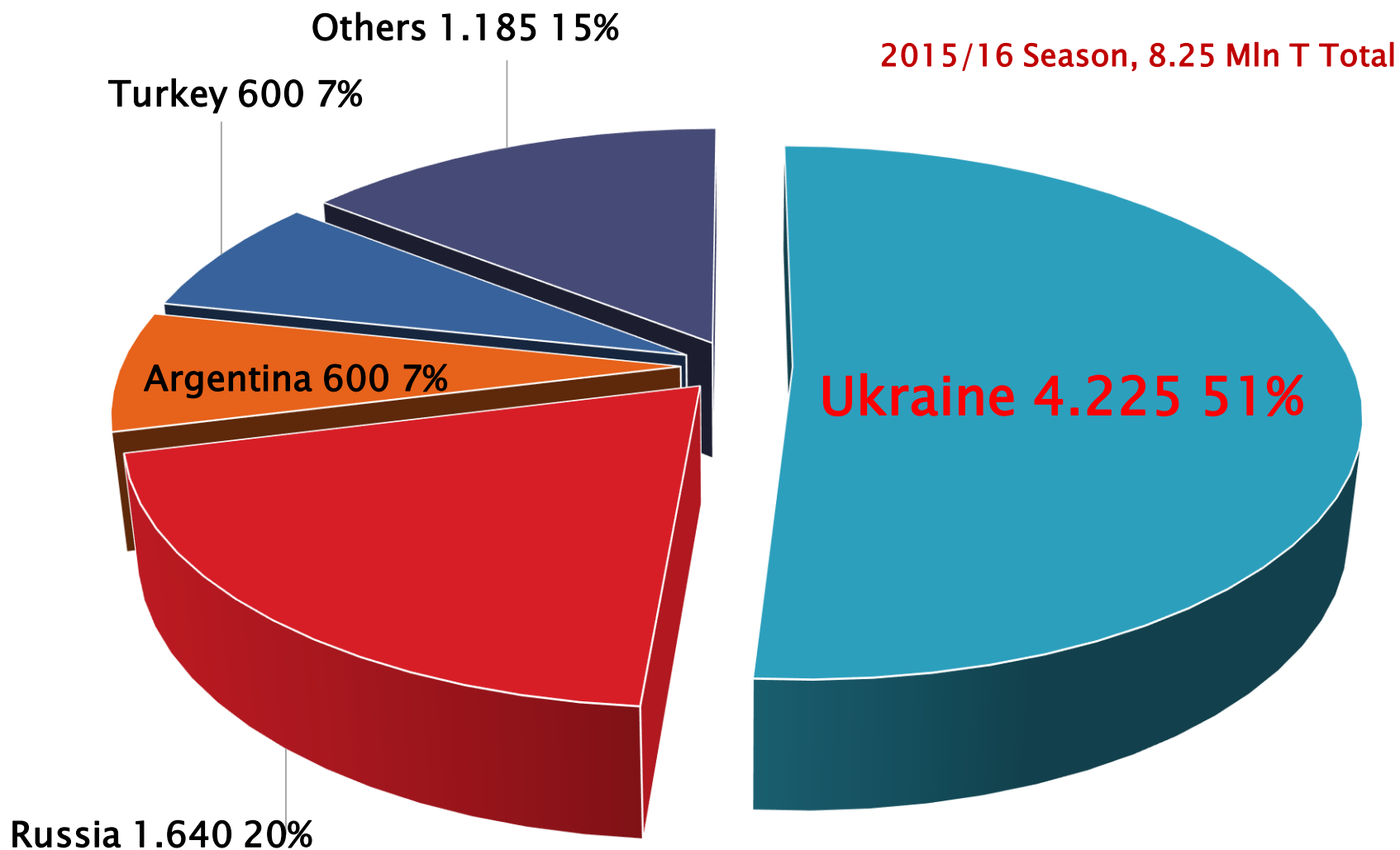
# WORLD SUNOIL CONSUMPTION ( 1000 TONS )

2015/16 Season, 15.75 Mln T Total



Source: SUNSEEDMAN, OIL WORLD, USDA

# WORLD SUNOIL EXPORT ( 1000 TONS )

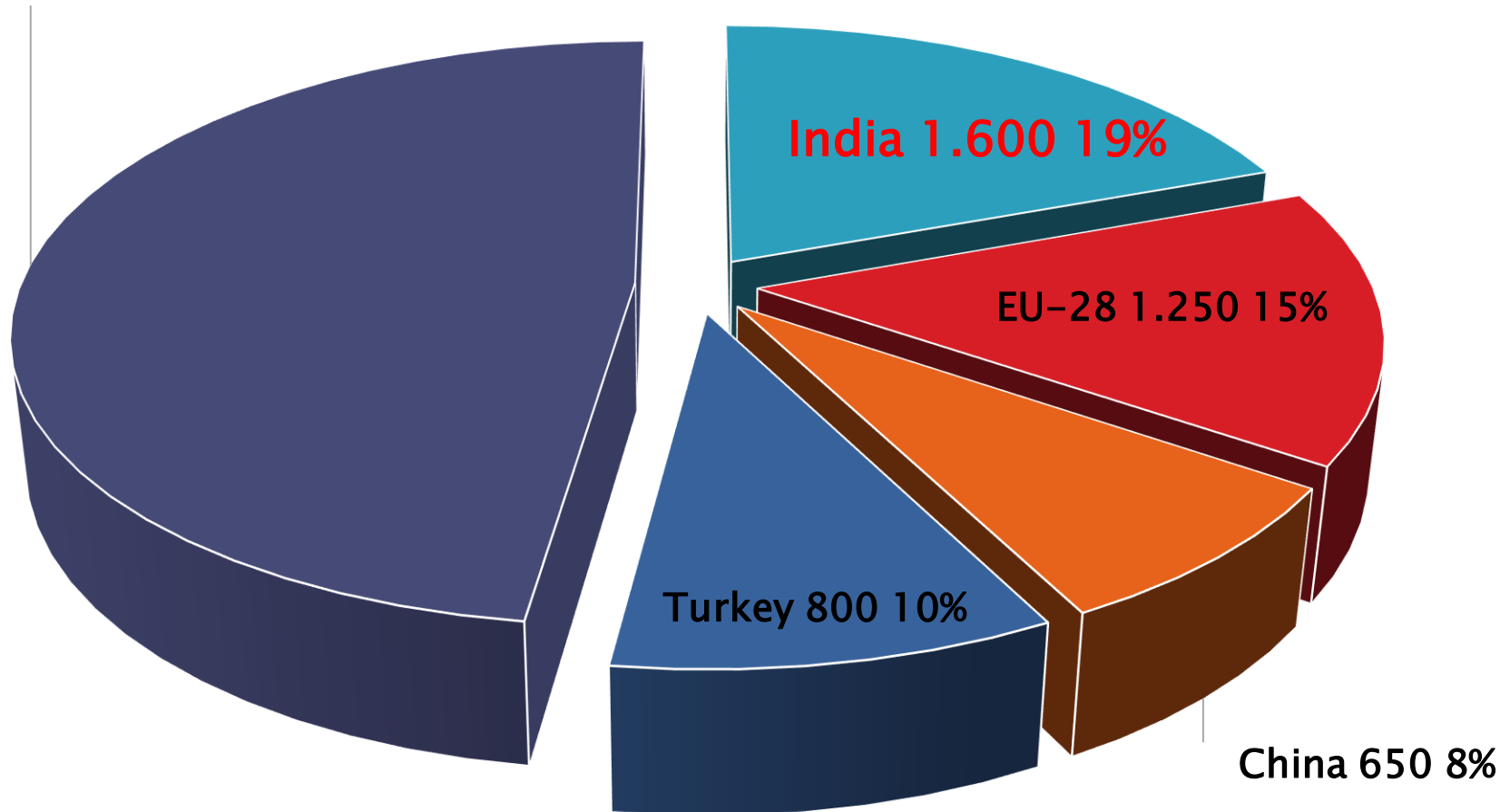


Source: SUNSEEDMAN, OIL WORLD, USDA

# WORLD SUNOIL IMPORT ( 1000 TONS )

2015/16 Season, 8.25 Mln T Total

Others 3.950 48%



Source: SUNSEEDMAN, OIL WORLD, USDA

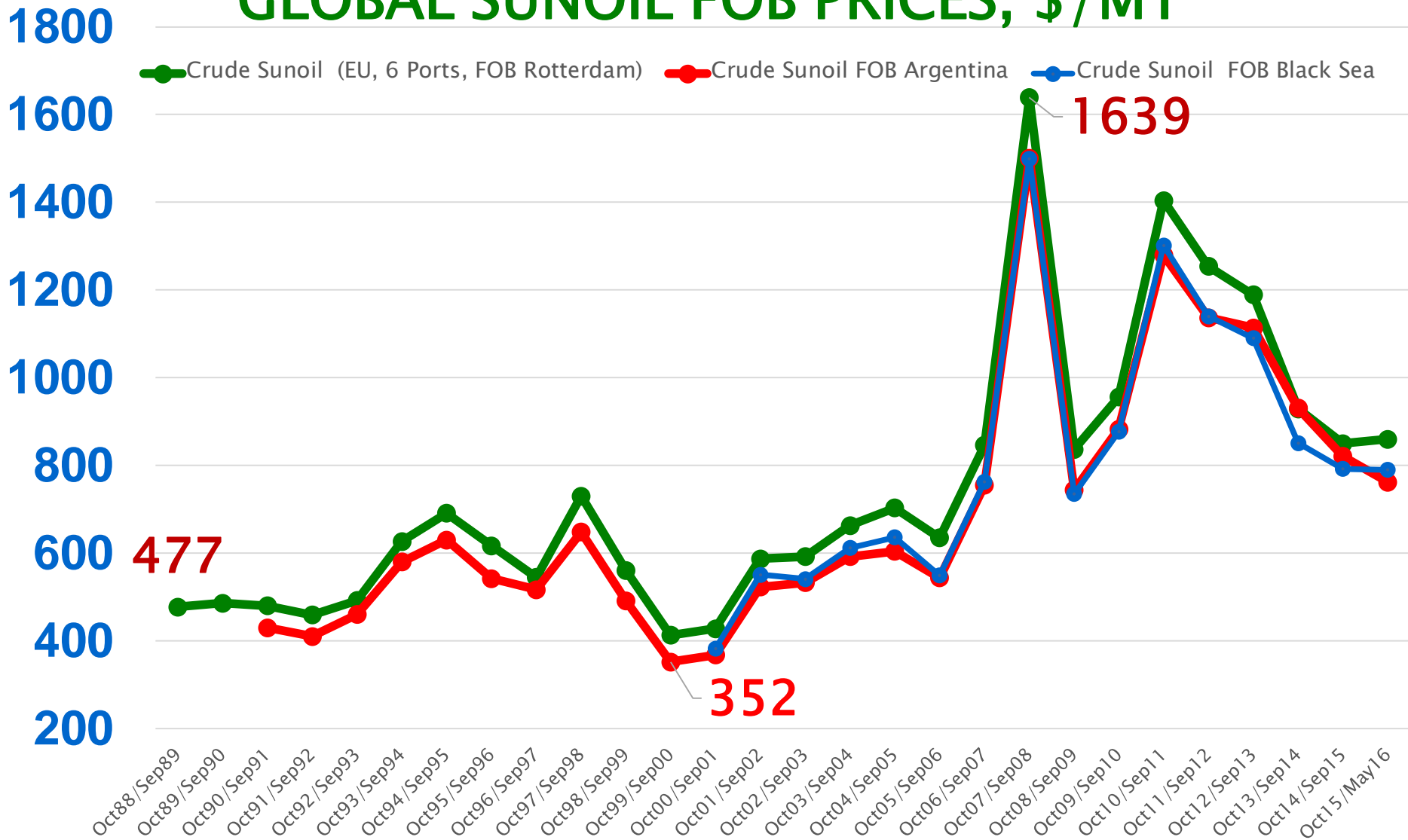
**FOLLOWING MAJOR GLOBAL PLAYERS,**

**NOW, LET'S BE  
FOCUSED ON GLOBAL  
PRICES OF SUNOIL IN  
RECENT YEARS AND  
LET'S COMPARE TO  
OTHER VEGOILS  
PRICES.**

**FIRST, LET'S LOOK AT  
CRUDE SUNOIL FOB  
PRICES AS PER  
ROTTERDAM ( 6 PORTS ),  
ARGENTINA AND BLACK  
SEA  
SINCE 1988/1999 SEASON**



# GLOBAL SUNOIL FOB PRICES, \$/MT



Source: SUNSEEDMAN, OIL WORLD

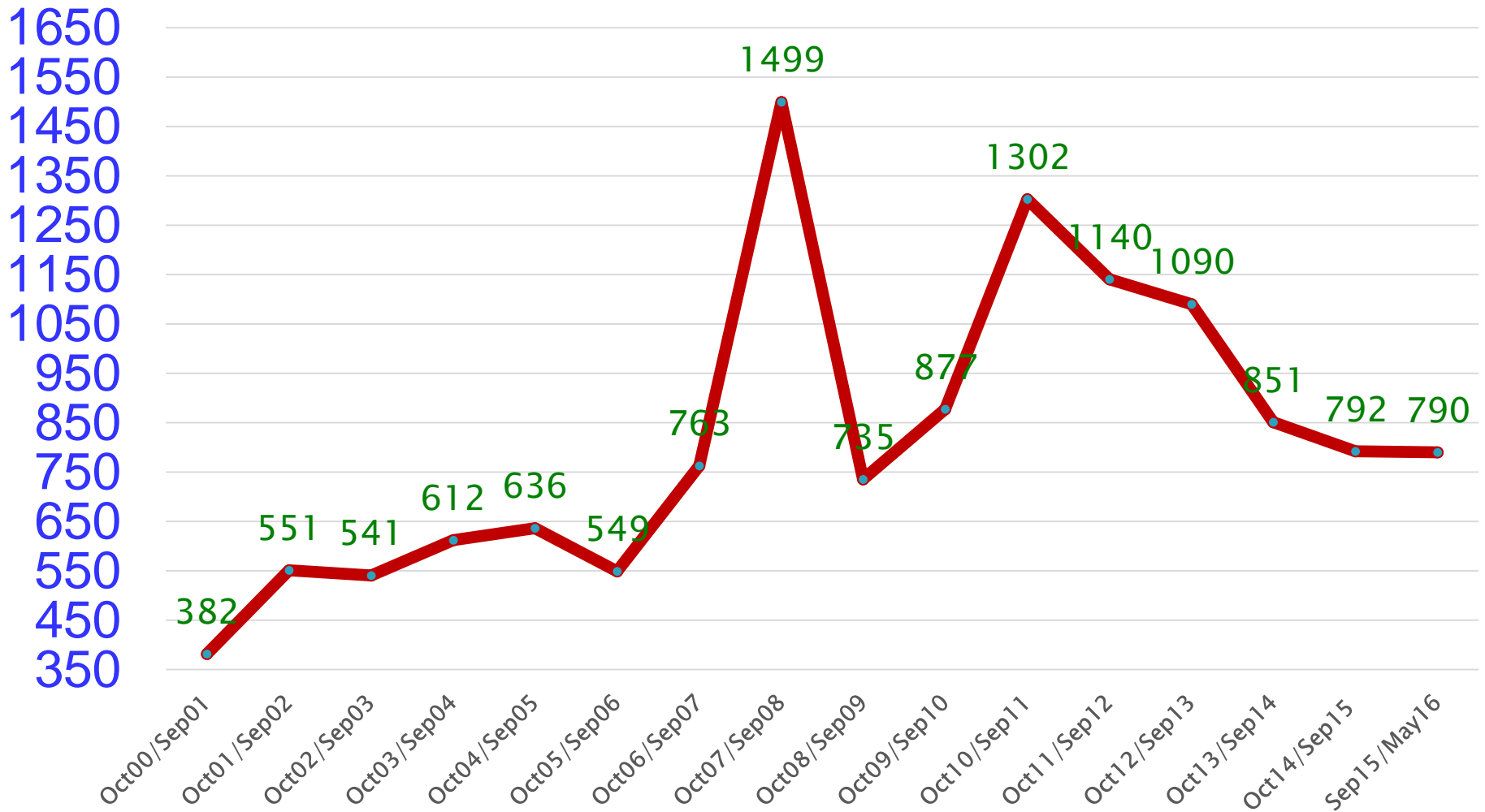
**AS YOU SEE;**  
**1999/2000 SEASON IS THE**  
**BOTTOM WITH 352 AND 413**  
**\$/MT FOR **ARGENTINA** AND**  
****ROTTERDAM** RESPECTIVELY.**  
**IN **OCT 2000**, **ARGIE** AND**  
****ROTTERDAM** FOB PRICES**  
**WERE EVEN 294 AND 340**  
**\$/MT RESPECTIVELY.**

**AS YOU SEE ALSO;**  
**2007/2008 SEASON** IS THE PEAK  
WITH 1.499, 1.501 AND 1.639  
\$/MT FOR **BLACK SEA,**  
**ARGENTINA AND ROTTERDAM**  
**RESPECTIVELY.**

**IN JUNE 2008,** **BLACK SEA,**  
**ARGIE AND ROTTERDAM FOB**  
**PRICES WERE EVEN** 1.774, 1.849  
AND 2.045 \$/MT **RESPECTIVELY.**

**SECOND, LET'S LOOK AT  
CRUDE SUNOIL FOB  
BLACK SEA PRICES SINCE  
2000/2001 SEASON WHEN  
UKRAINE STARTED TO BE  
ONE OF THE MAJOR  
GLOBAL EXPORTERS.**

# CRUDE SUNOIL FOB BLACK SEA PRICES, \$/MT



Source: SUNSEEDMAN, OIL WORLD

# AS YOU SEE;

**2000/2001 SEASON** WAS THE BOTTOM WITH 382 \$/MT.

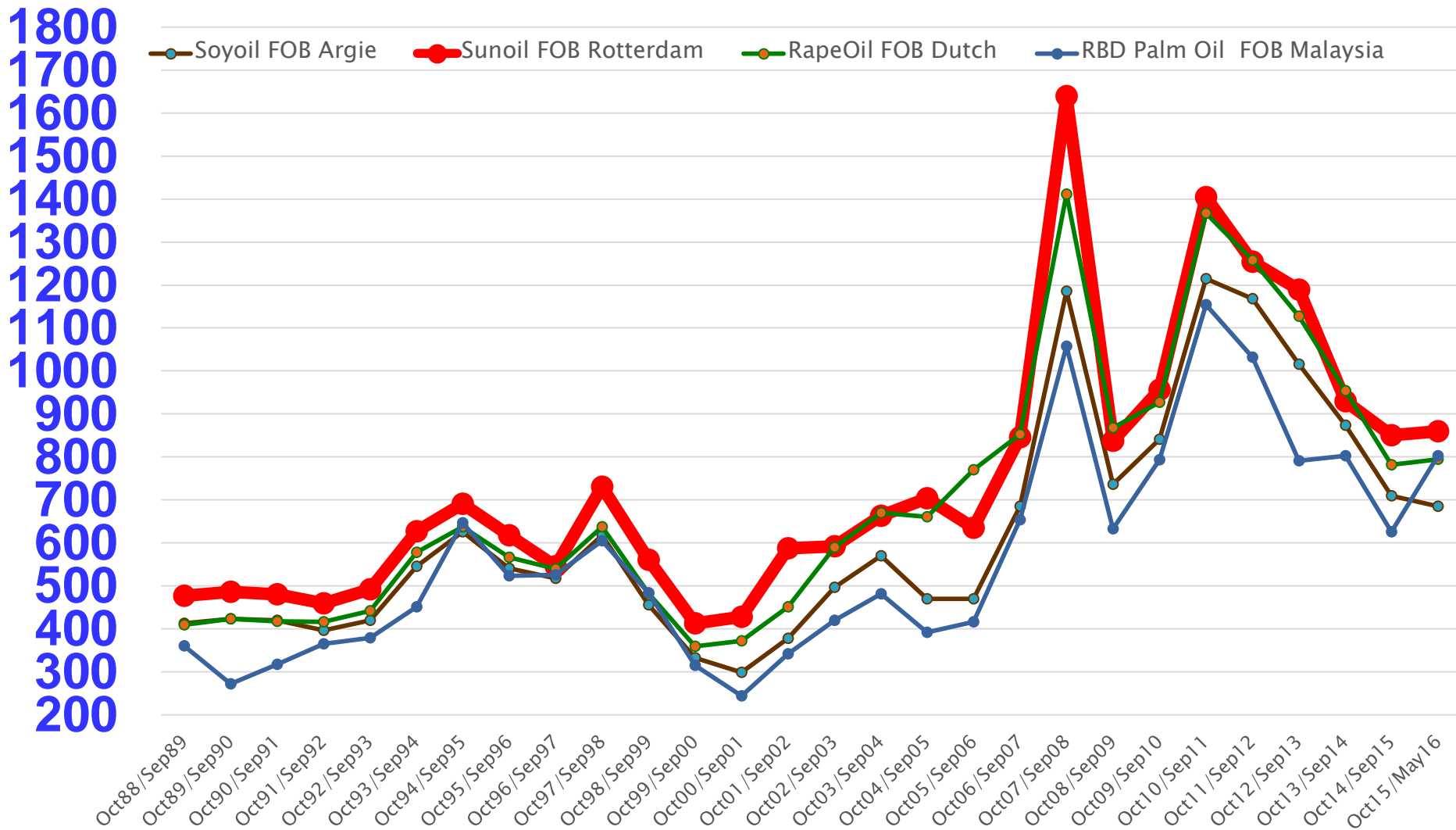
IN **OCT 2000**, 299 \$/MT OF THE LOWEST MONTHLY LEVEL WAS SEEN.

IN **JUNE 2008**, 1.774 \$/MT OF THE HIGHEST MONTHLY LEVEL WAS SEEN.

HOWEVER, WE EVEN EXPERIENCED AROUND 1.900 \$/MT BY **MID-JUNE 2008.**

**NOW, LET'S LOOK  
AT ROTTERDAM  
SUNOIL AND OTHER  
VEGOILS PRICES  
SINCE 1988/1999  
SEASON**

# SUNOIL AND OTHER VEGOILS PRICES, \$/MT



Source: SUNSEEDMAN, OIL WORLD



**EXCEPT SOME  
EXTREME SEASONS,  
ROTTERDAM SUNOIL  
WAS ALMOST THE  
MOST HIGH-PRICED  
VEGOIL.**



**SUNSEEDMAN**

*Your Sunflower Market Eye*

# **THE ROLE OF SUNMEAL GLOBALLY**

IN CURRENT **2015/16 SEASON**;

**WORLD OILMEALS PRODUCTION IS  
AROUND**

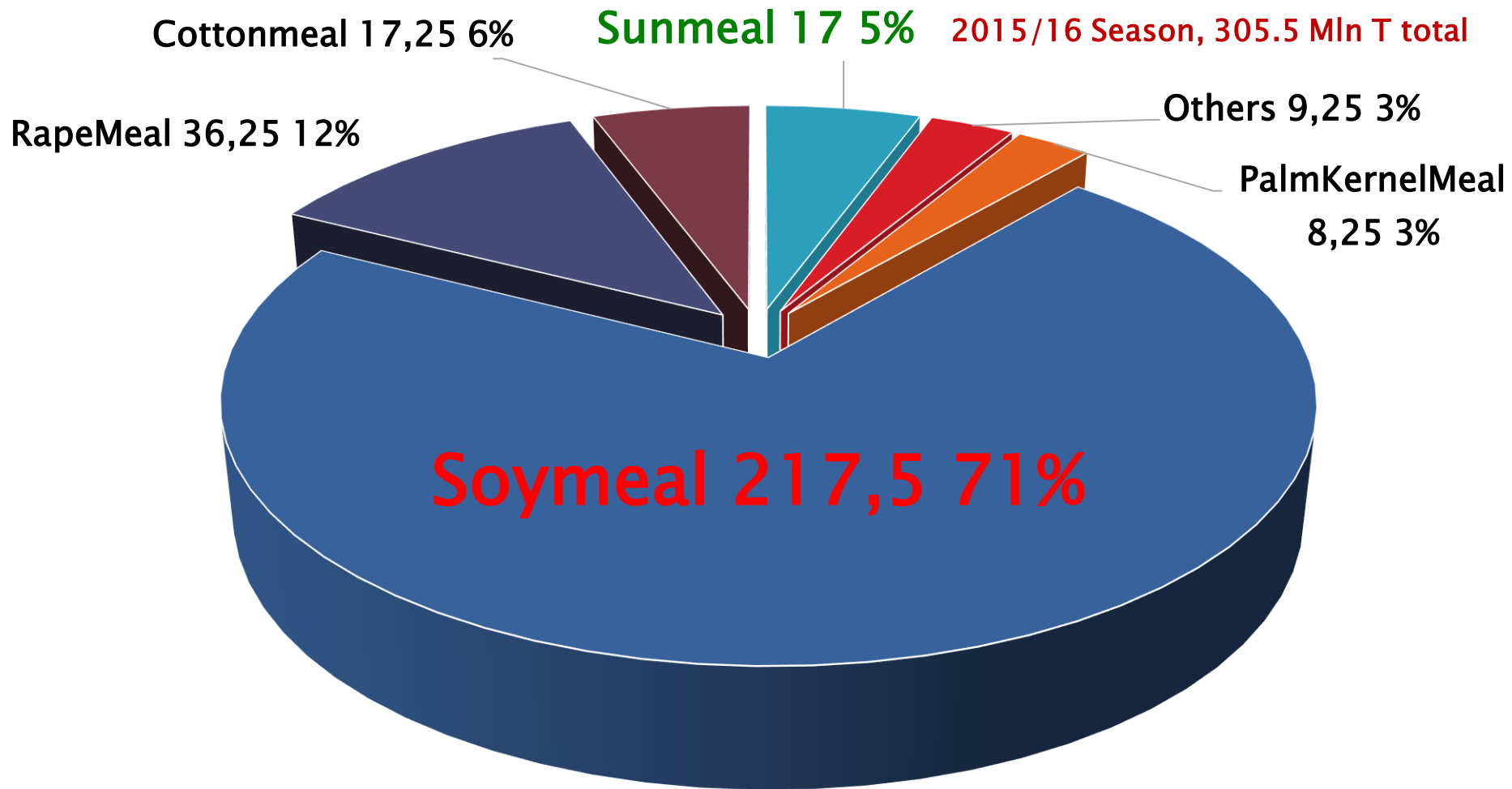
**305.5 MLN T**

**SUNMEAL IS**

**THE 4TH BIGGEST OILMEAL FOLLOWING  
SOYMEAL, RAPEMEAL AND COTTONMEAL**

**WITH 5.6% ( 17.0 MLN T ) SHARE.**

# GLOBAL OILMEALS PRODUCTION ( MLN T )



Source: SUNSEEDMAN, OIL WORLD, USDA

IN CURRENT **2015/16 SEASON;**

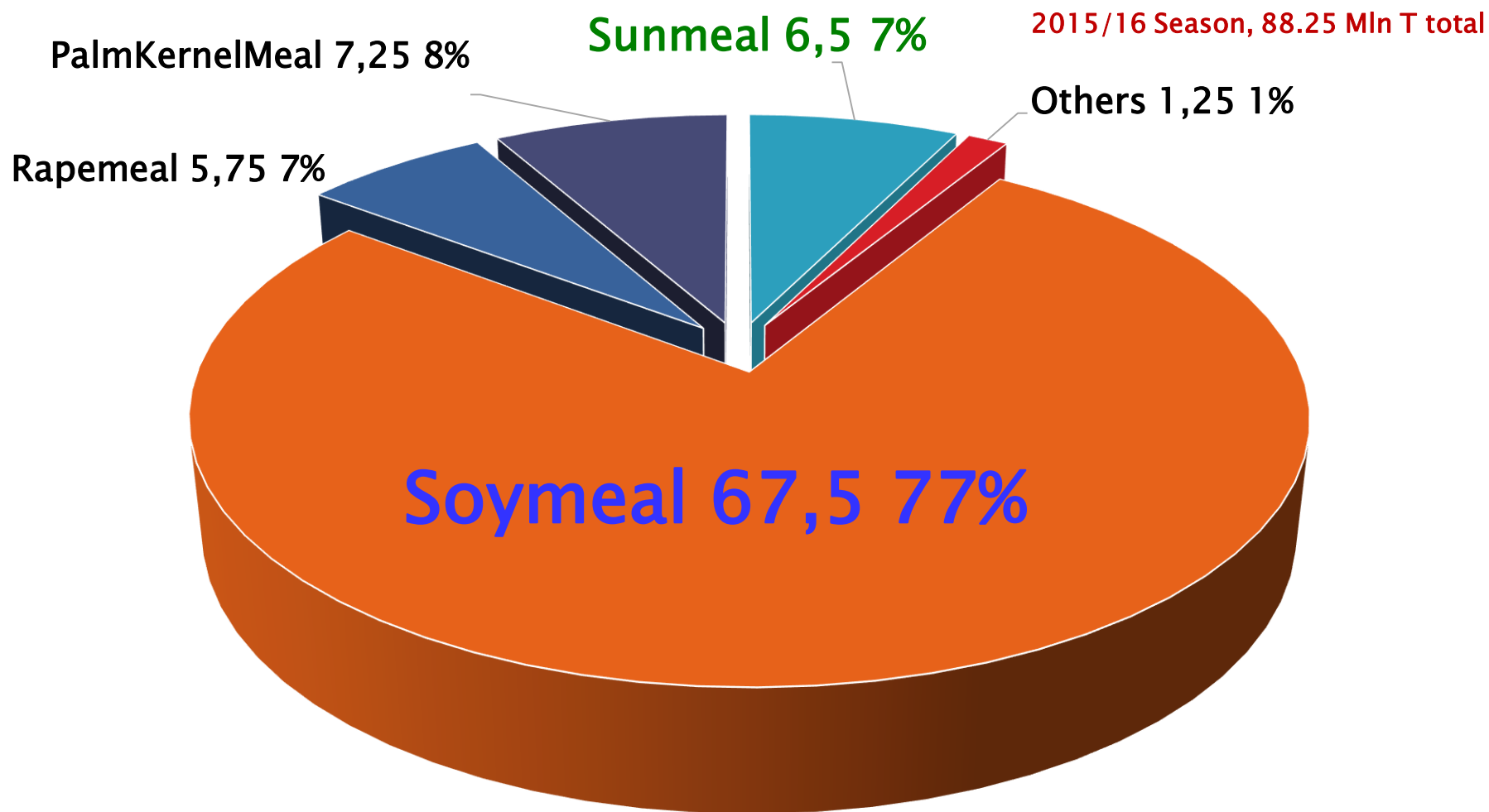
WORLD OILMEALS TRADE IS AROUND

**88.25 MLN T**

**SUNMEAL IS THE 3RD BIGGEST**  
**OILMEAL FOLLOWING SOYMEAL**  
**AND PALM KERNEL MEAL**

**WITH 7.0% ( 6.5 MLN T ) SHARE.**

# GLOBAL OILMEALS TRADE ( MLN T )



Source: SUNSEEDMAN, OIL WORLD, USDA

**AFTER BRIEF GLOBAL OUTLOOK,**

**LET'S LOOK AT  
THE MAJOR PLAYER  
COUNTRIES IN  
SUNMEAL  
PRODUCTION AND  
TRADE.**



**SUNSEEDMAN**

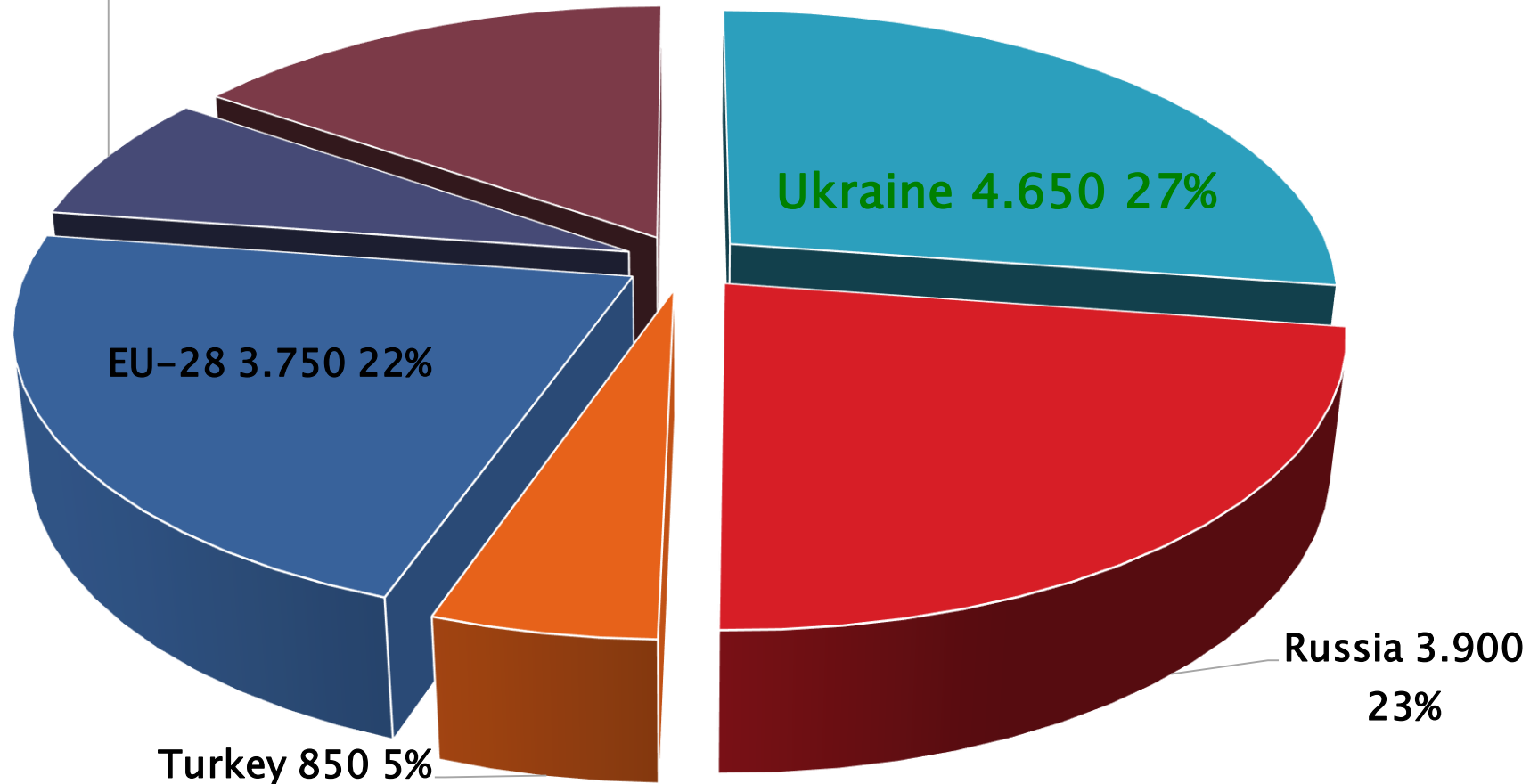
*Your Sunflower Market Eye*

# WORLD SUNMEAL PRODUCTION ( 1000 TONS )

2015/16 Season, 17.0 Mln T Total

Argentina 1.250 8%

Others 2.600 15%

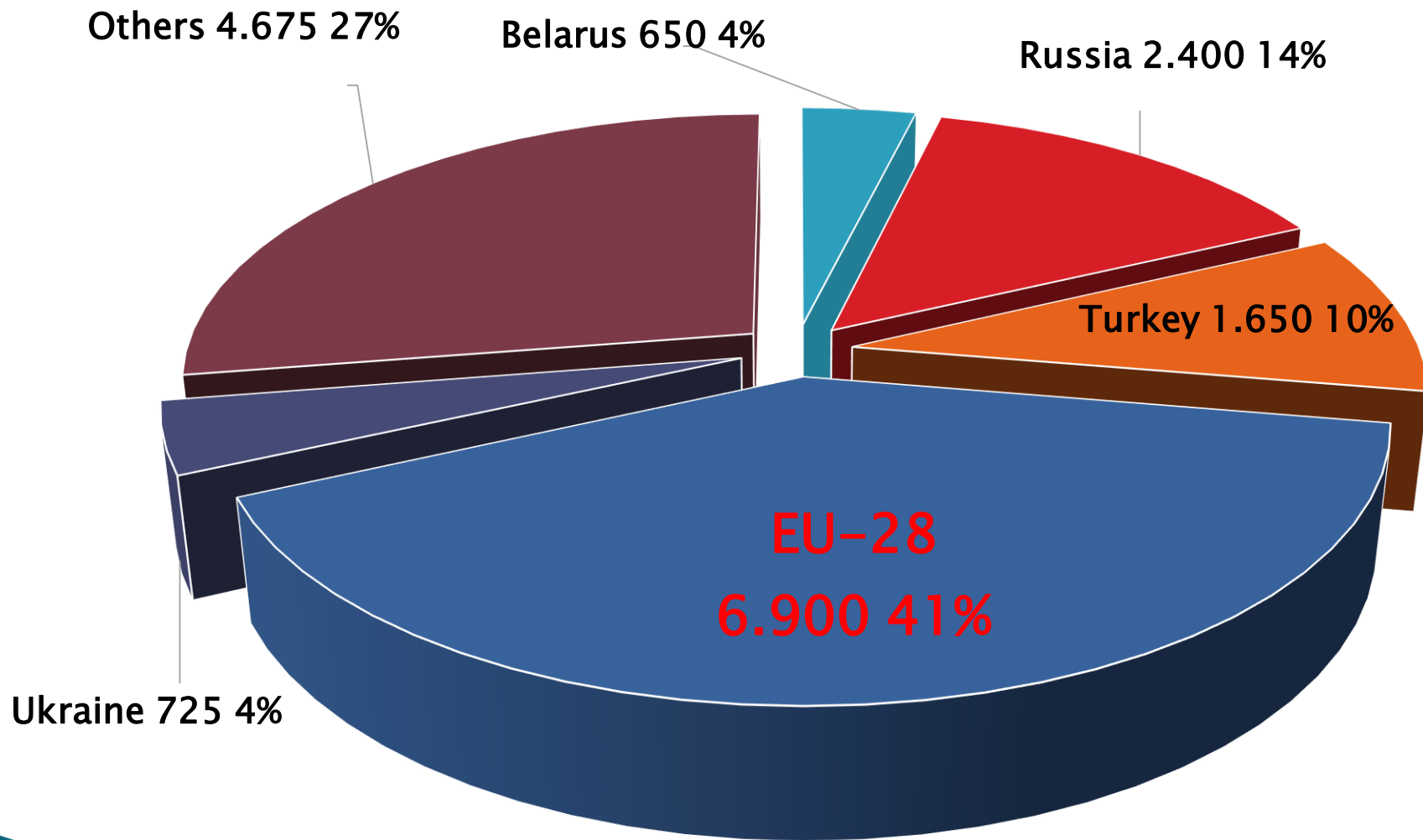


Source: SUNSEEDMAN, OIL WORLD, USDA



# WORLD SUNMEAL CONSUMPTION ( 1000 TONS )

2015/16 Season, 17.00 Mln T Total



Source: SUNSEEDMAN, OIL WORLD, USDA

# WORLD SUNMEAL EXPORT ( 1000 TONS )

Argentina 550 8%

Others 500 8%

2015/16 Season, 6.5 Mln T Total

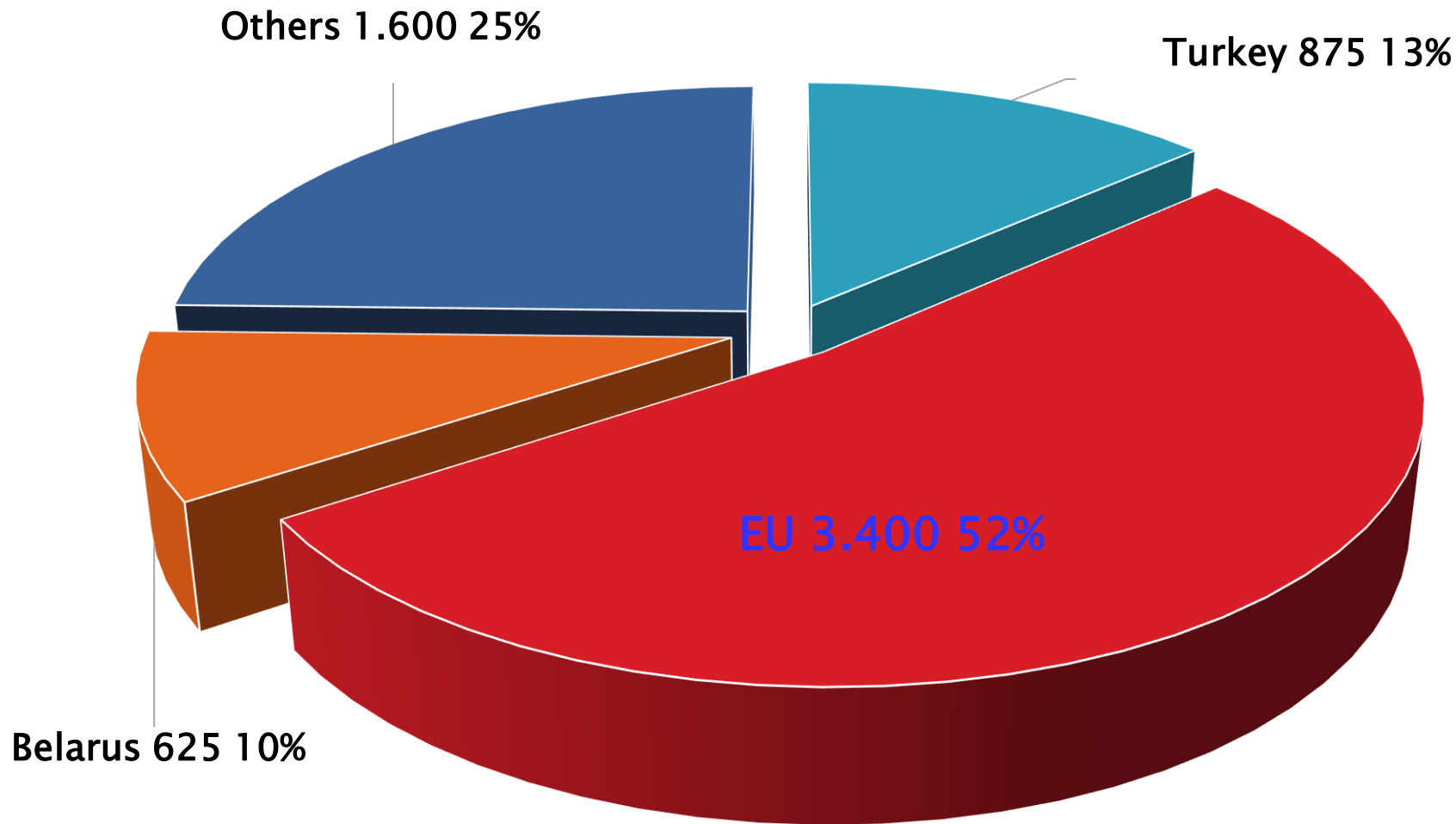
Ukraine 3.950 61%

Russia 1.500 23%

Source: SUNSEEDMAN, OIL WORLD, USDA

# WORLD SUNMEAL IMPORT ( 1000 TONS )

2015/16 Season, 6.5 Mln T Total



Source: SUNSEEDMAN, OIL WORLD, USDA

**FOLLOWING MAJOR GLOBAL PLAYERS,**

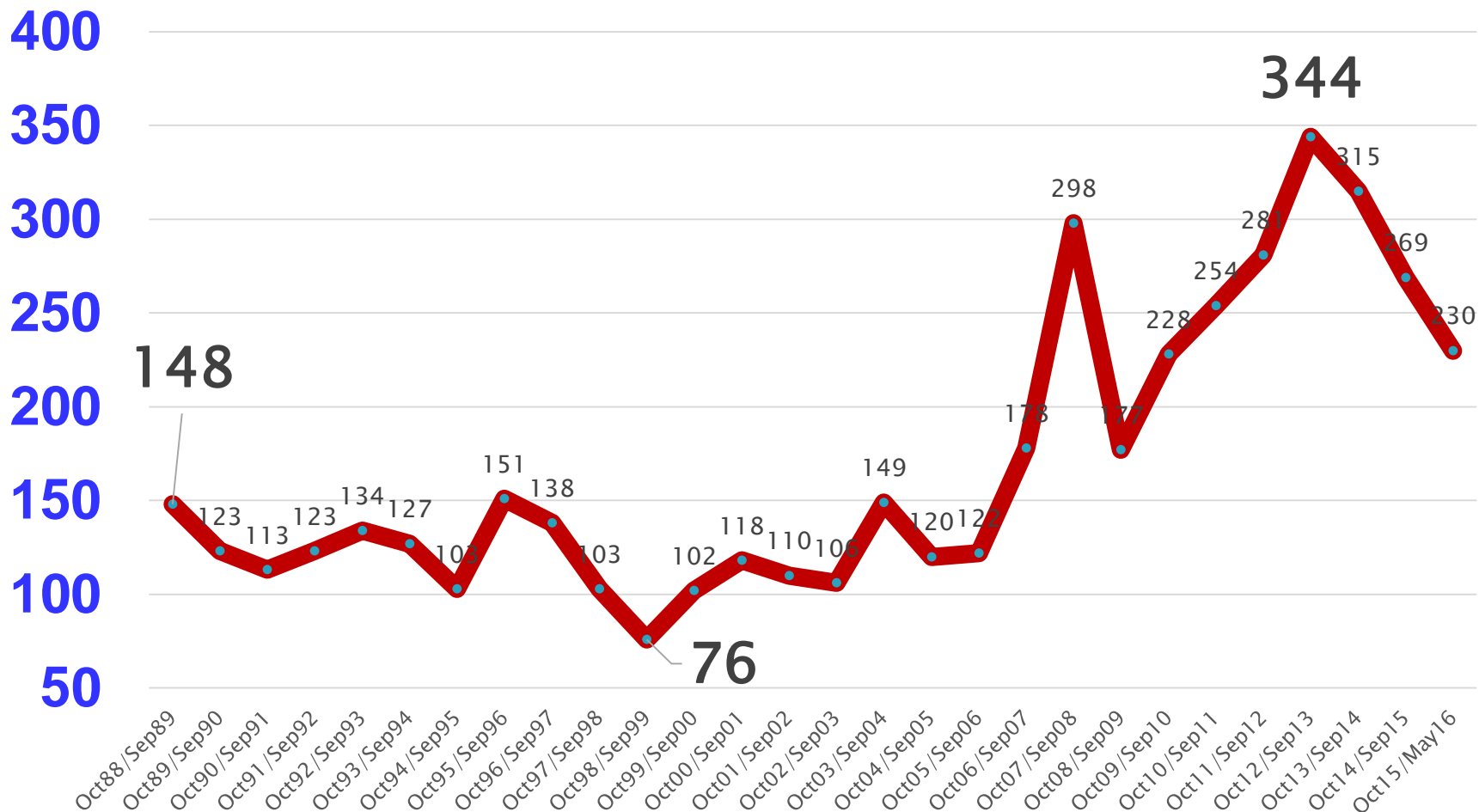
**NOW, LET'S BE  
FOCUSED ON GLOBAL  
PRICES OF SUNMEAL  
IN RECENT YEARS AND  
LET'S COMPARE TO  
OTHER OILMEAL  
PRICES.**



**SUNSEEDMAN**

*Your Sunflower Market Eye*

# GLOBAL SUNMEAL PRICES, \$/MT, ARG/BSEA, CIF EU



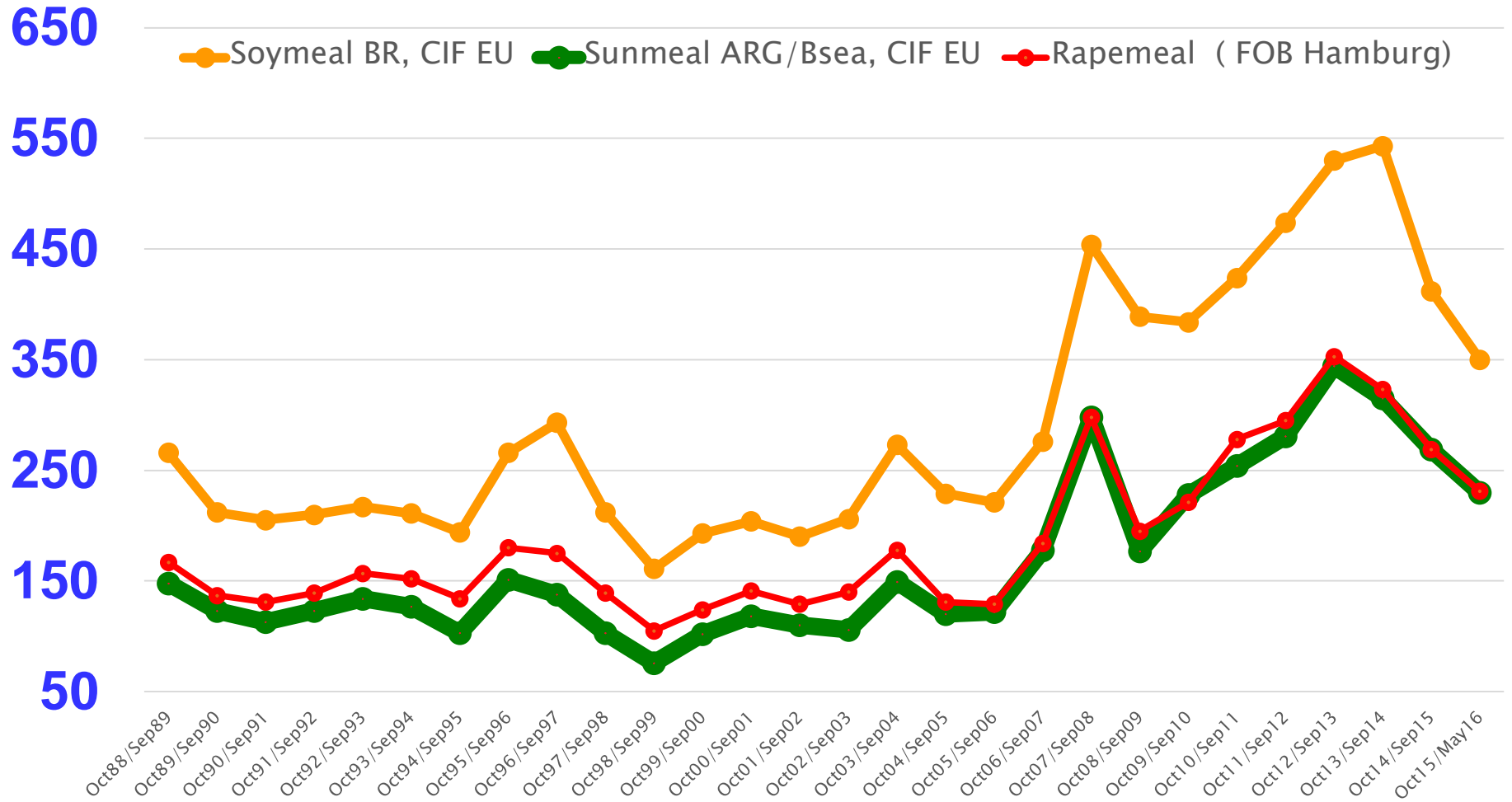
Source: SUNSEEDMAN, OIL WORLD

**AS YOU SEE;**

**1998/1999 SEASON IS THE  
BOTTOM WITH ONLY 76 \$/MT.**

**2012/2013 SEASON IS THE  
PEAK WITH 344 \$/MT.**

# GLOBAL OIL MEAL PRICES, \$/MT



Source: SUNSEEDMAN, OIL WORLD

IN RECENT SEASONS,  
**SUNMEAL** & **RAPEMEAL**  
PRICES ARE ALMOST  
IN TANDEM,  
BUT **SOYMEAL** HAS  
SOME PREMIUM.





**SUNSEEDMAN**

*Your Sunflower Market Eye*

# **2016/17 SEASON PROSPECTS**

**BLACK SEA SUNFLOWER PLANTINGS ARE VIRTUALLY OVER WITH MOSTLY ENLARGED ACREAGES IN EACH COUNTRY.**

**IN THIS CONNECTION, UNDER NORMAL SUMMER WEATHER CONDITIONS, DISLIKE UNFAVOURABLE ONES IN BALKANS BY SUMMER 2015, RECORD NEW-CROP SIZES ARE LIKELY.**

**BESIDES, AS PER EARLIER PLANTINGS, EARLIER HARVESTINGS ( START BY MID EVEN 5-10 AUG 2016 ) ARE ALSO POSSIBLE.**

**NOW,  
LET'S LOOK AT OUR**

**2016/17 SUNSEED  
NEW-CROP SIZE  
FORECASTS**

**IN MAJOR PRODUCERS.**

- **Ukraine**, record 12.0 – 13.0 Mln T ( 15/16, record 11.45 ),
- **Russia**, record 10.0 – 10.5 Mln T ( 15/16, 10.05 ),
- **EU-28**, 8.25 – 8.50 Mln T ( 15/16, 7.65 ),
- **Argentina**, 3.0 – 3.5 Mln T ( 15/16, 2.85 ),
- **Turkey**, 1.2 – 1.3 Mln T ( 15/16, 1.22 ),
- **USA**, 1.15 – 1.25 Mln T ( 15/16, 1.35 ),

**WORLD SUNSEED NEW-CROP MAY BE AT  
RECORD 44.0 – 45.0 MLN T VS 42.0 OF  
2015/16.**

**WITH RECORD SUNSEED NEW-  
CROP SIZE POTENTIALS,  
GLOBAL SUNOIL/SUNMEAL  
PRODUCTION & TRADE MAY BE**

**AROUND 1.0 MLN T**

**MORE THAN 2015/16 SEASON**

**IF SO,**

**CURRENT OVER 100 \$/MT  
PRICE PREMIUM OF  
SUNOIL VS SOYOIL**

**MAY BE NARROWED EVEN  
DISAPPEARED SIMILAR TO  
2013/14 SEASON.**



**SUNSEEDMAN**  
*Your Sunflower Market Eye*

**ASIDE FROM SUMMER 2016 WEATHER CONDITIONS  
( IN BLACK SEA ESP. ) FOR SUNSEED,**

**LA-NINA , ARGIE SOYBEAN NEW-  
CROP ACREAGE, FED INTEREST  
RATE HIKE TIMELINE, BREXIT,  
US PRESIDENTIAL ELECTION  
AND GLOBAL ( ESP. CHINA )  
ECONOMICAL DEVELOPMENTS**

**ARE MAJOR QUESTIONMARKS!!!**



**SUNSEEDMAN**

*Your Sunflower Market Eye*

**PRESENTATION**

**SUMMARY**





# SUNSEEDMAN

*Your Sunflower Market Eye*

- **SUNOIL AND SUNMEAL** ARE AMONG THE MOST PRODUCED AND TRADED AGROCOMMODITIES OF THE WORLD.
- **UKRAINE AND RUSSIA** ARE 2 GIANTS IN BOTH GLOBAL SUNOIL AND SUNMEAL PRODUCTION AND TRADE.
- **SUNOIL** IS THE MOST HIGH-PRICED VEGOIL EXCEPT EXTREME SEASONS.
- **SUNMEAL** PRICES ARE MOSTLY AT UPWARD TREND IN RECENT SEASONS.
- **BLACK SEA**, THE HEART OF SUN COMPLEX, SUNFLOWER PLANTINGS ARE VIRTUALLY OVER WITH ENLARGED ACREAGES BY CREATING RECORD SUNSEED NEW-CROP SIZE AS WELL AS RECORD SUNOIL/SUNMEAL PRODUCTION AND TRADE POTENTIALS.
- **WITH RECORD POTENTIALS**, 2016/17 SEASON GLOBAL SUNOIL/SUNMEAL PRODUCTION AND TRADE MAY BE AROUND 1.0 MLN T MORE THAN CURRENT 2015/16 SEASON.
- **IF SO**, CURRENT SUNOIL PRICE PREMIUM ( AROUND 100 \$/MT ) VS SOYOIL MAY NARROW EVEN DISAPPEAR IN THE NEXT 2016/17 SEASON.
- **NEVERTHELESS**, LA-NINA , ARGIE SOYBEAN NEW-CROP ACREAGE, FED INTEREST RATE HIKE TIMELINE, BREXIT, US PRESIDENTIAL ELECTION AND GLOBAL ( ESP. CHINA ) ECONOMICAL DEVELOPMENTS ARE MAJOR QUESTIONMARKS STILL.



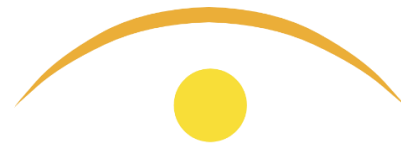
**SUNSEEDMAN**

*Your Sunflower Market Eye*

**Great thanks for your kind attention...**

**Dank u zeer...**

**Большое спасибо...**



# SUNSEEDMAN

*Your Sunflower Market Eye*

**THE EXPERT SUPPORT ON REPORTING, ANALYSES, CONSULTING AND  
BROKERAGE AS PER OVER 17-YEAR SECTOR EXPERIENCE**

**VEYSEL KAYA**

<http://www.sunseedman.com>

[veyselkaya@sunseedman.com](mailto:veyselkaya@sunseedman.com)

SKYPE : SUNSEEDMAN

GSM : 00 90 542 273 50 63

Facebook : <http://www.facebook.com/SUNSEEDMAN>

Linkedin : <http://www.linkedin.com/in/SUNSEEDMAN>

Twitter : <http://www.twitter.com/SUNSEEDMAN>