Global Supply, Demand and Price Outlook of Oil & Fats in 2018/19

Presentation at GLOBOIL in Mumbai on 28 Sept 2018

Thomas Mielke, ISTA Mielke, Oil World, Global Market Research on Oilseeds, Oils and Meals

Feel free to contact me for assistance at <thomas.mielke@oilworld.de>

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Source: ISTA Mielke GmbH, Oil World
- Palm oil prices declined more sharply than expected and approached a 10-year low lately.

- Partly as a result of a plunge in world imports by 1.0-1.1 Mnt from a year earlier in Apr/Sep 2018, mainly on account of India.
- Current crude palm oil prices are close (or at) their lows at US $ 500, fob Indonesia
- At the current high crude mineral oil prices, additional downside potential in palm oil prices should be limited and temporary
- Fundamentals
- Emotions / sentiment
- As a producer, you should have enough stocks capacity
- As a consumer think about covering

Monthly Prices Crude Palm Oil, fob Indonesia (US-$/T)
Monthly averages until 24 Sept 2018

Daily Prices of Crude Soya Oil & Palm Oil (US-$/T)

Source: ISTA Mielke GmbH, Oil World
Outlook 2018/19

Indian veg oil imports to rebound by 0.7-0.9 Mn T

Still many uncertainties

In 2018/19 veg oil import dependence very high at about 72%

Will rise further to alarming levels in coming years, unless overdue and long awaited government reforms are carried out in the agricultural sector

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**INDIA: Balance 8 Major Veg. Oils (Mn T)**

<table>
<thead>
<tr>
<th></th>
<th>October/September</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>18/19F 17/18 16/17 15/16</td>
</tr>
<tr>
<td>Production</td>
<td>6.28* 6.25* 5.70 4.63</td>
</tr>
<tr>
<td>Imports</td>
<td>15.39* 14.57* 15.39 15.19</td>
</tr>
<tr>
<td>Soybean oil</td>
<td>3.08* 3.00* 3.47 4.41</td>
</tr>
<tr>
<td>Sunflower oil</td>
<td>2.55* 2.51* 2.14 1.53</td>
</tr>
<tr>
<td>Rapeseed oil</td>
<td>3.33* 3.30* 3.30 3.35</td>
</tr>
<tr>
<td>Palm oil</td>
<td>9.28* 8.63* 9.37 8.77</td>
</tr>
<tr>
<td>Exports</td>
<td>.04* .04* .04 .04</td>
</tr>
<tr>
<td>change in stocks</td>
<td>+.09* -.21* +.34 -.27</td>
</tr>
<tr>
<td>Dom.consumption</td>
<td>21.54* 20.99* 20.71 20.05</td>
</tr>
<tr>
<td>Stocks/use ratio</td>
<td>12.2% 12.1% 13.3% 12.0%</td>
</tr>
<tr>
<td>Population (Mn)</td>
<td>1369* 1354* 1339 1324</td>
</tr>
<tr>
<td>Caput use(kilos)</td>
<td>15.7* 15.5* 15.5 15.1</td>
</tr>
</tbody>
</table>

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**Impacts of Trade War China / USA**

China retaliated US import taxes by implementing 25% duty on imp of US soybeans

Big price impact in the US!

China cannot satisfy all of its soybean import demand from non-US origins

What are likely impacts on oilseeds, oils and oilmeals?
The growth trend in Chinese soybean crush is likely to be temporarily interrupted in 2018/19. China will partly shift imports from soybeans to:
- soya oil & meal
- canola & rapeseed
- rapeseed oil & meal
- palm oil
- grains & gr.products

Changes in Global Trade Flows

Source: ISTA Mielke GmbH, Oil World
China is likely to raise imports of soya oil and palm oil to compensate smaller domestic production resulting from the prospective decline in soybean crushings.

### CHINA, PR.: Imports of Major Veg Oils (1000 T)

<table>
<thead>
<tr>
<th></th>
<th>October</th>
<th>September</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>17/19</td>
<td>17/18</td>
</tr>
<tr>
<td>Soybean oil</td>
<td>1000*</td>
<td>520*</td>
</tr>
<tr>
<td>Groundnut oil</td>
<td>130*</td>
<td>125*</td>
</tr>
<tr>
<td>Sunflower oil</td>
<td>750*</td>
<td>720*</td>
</tr>
<tr>
<td>Rapeseed oil</td>
<td>1080*</td>
<td>1100*</td>
</tr>
<tr>
<td>Palm oil</td>
<td>5700*</td>
<td>5348*</td>
</tr>
<tr>
<td>Palmkern oil</td>
<td>730*</td>
<td>690*</td>
</tr>
<tr>
<td>Coconut oil</td>
<td>160*</td>
<td>145*</td>
</tr>
<tr>
<td>Total</td>
<td>9550*</td>
<td>8648</td>
</tr>
</tbody>
</table>

---

**Trade War Impacts on Oils & Fats**

**The Global Oilseed Outlook in 2018/19**

Unusually strong world demand

Growing importance of soybean worldwide and further big growth ahead

Very strong demand (global daily needs of 1.0 Mn T of soybeans now)

In past 30 years world soybean imports doubled every 10 years

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Source: ISTA Mielke GmbH, Oil World
Outlook 2018/19: World soya crop to rebound by 30 Mn and stocks by 18-20 Mn T, on the assumptions of 1) normal weather and 2) ongoing China – US trade dispute

Huge increase in US soybean stocks
Declining trend in rapeseed area and production in many countries

**RAPESEED & CANOLA**

**World Production (Mn T) and Area (Mn ha)**

- **Output in Mn T:**
  - EU: 19.5 (21.8)
  - Ukr: 2.75 (2.35)
  - Canada: 21.0 (21.3)
  - China: only 4.8

- **Australia:** 2.8 (3.7)

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Source: ISTA Mielke GmbH, Oil World
RAPESEED OIL: World Production

Annual Change (Mn T)

04/05 06/07 08/09 10/11 12/13 14/15 16/17 18/19F

October / September

SUNFLOWERSEED

World Production (Mn T) and Area (Mn ha)

Sunflowerseed production heading towards a record 51.3 Mn in 2018/19 worldwide.

EU: 9.3 Mn (9.9)
Ukraine: 15.0 vs 13.6
Russia: 11.5 vs 11.1
Argentina: 3.8 vs 3.4
Turkey: 1.55 vs 1.7

Source: ISTA Mielke GmbH, Oil World
Palm Oil has been a big success story in the past 40 years.

2 Interruptions
2016: -6% = -3.7 Mn T
1998: -5% = -0.8 Mn T

Effects of El Nino

Source: ISTA Mielke GmbH, Oil World
The Outlook for Palm Oil

Many challenges:
- Lack of replanting (age profile)
- Labour shortage (Malaysia)
- Below potential yields
- Acreage limitations (slow down in new plantings)

The strong recovery in world palm oil production in 2017 and early 2018 was temporary.

Growth in world palm oil output is pronouncedly slowing since Apr/June 2018.
A year-on-year decline in Jul/Sep 18
Only a moderate rise in Oct/Dec 18
Annual growth in palm oil output to slow to +2.9 Mn in 18/19 compared with +3.7 Mn T in 17/18 and +7.7 Mn T in 16/17

World PO stocks to peak in Nov or Dec 18

Accelerating world PO consumption, which we at Oil World forecast to jump by 4.7 Mn T in 2018/19!

Palm oil stocks likely to drop slightly below year ago until Sep 2019
Outlook of all Oils and Fats

17 OILS & FATS: World Production (Mn T)

- Palm oil
- Soya oil
- Animal Fats
- Rape oil
- Other oils
- Sun oil

Source: ISTA Mielke GmbH, Oil World

Up about 160% in 25 years
Average annual increase of 5.2 Mn T
Palm oil account for 40% of the increase (+2.1 Mn p.a.)

World Production of 17 Oils & Fats

2018/19F - - 233.3 Mn T
1992/93 - - 84.6 Mn T

- Palm Oil 15.9%
- Soya Oil 20.3%
- Rape Oil 10.7%
- Sun Oil 9.1%
- Others/An.Fats 38.6%
- PKO&CNO 5.5%

Palm oil output forecast at 73.0 Mn T in Oct/Sept 2018/19.
Only accounting for 6% of the area.
Growth in world production is set to slow down in 18/19 for:
- Palm oil
- Soya oil
- Rapeseed oil

World Production of 4 Major Oils
Change on Year in Mn T

Source: ISTA Mielke GmbH, Oil World
Rapidly Rising World Demand of Oils & Fats

Average demand growth in latest 5 seasons:
- Total per year +7.1 Mn T
- Biofuel +2.0 Mn T
- Food/other +5.1 Mn T

In 2017/18 about 15% of the world consumption of 17 oils of 225 Mn T used for energy.

Much improved Price Competitiveness of Palm Oil in the Energy Market

Low palm oil prices relative to crude mineral oil.

Consumption of palm oil and other veg oils rise sharply in energy market,

2018 biodiesel output in Mn T (versus 2017):
- Brazil 4.65 (vs 3.75)
- Indonesia 4.9 (vs 2.9)
- Malaysia 1.1 (vs 0.7)
- U.S.A. 6.85 (vs 6.1)
- Total up 4.0 Mn T

Source: ISTA Mielke GmbH, Oil World
Biodiesel & HVO

Biodiesel production almost trebled in the past 11 years.

12 Mn T of palm oil was consumed for biofuels in 2017, 18% of total palm oil usage.

14.8 Mn T of palm oil for biofuels in 2018, even 21% of PO usage.

Despite a slowing down of the production growth, world palm oil supplies are set to be 4.9 Mn T above a year earlier in Oct/Sept 2018/19.

But sharp increase by 4.7 Mn T anticipated in global palm oil consumption in 18/19.

Consumption growth to exceed production growth.

Prices set to recover.
**17 OILS & FATS: Production & Supplies (a)**

Change From Year Ago in Mn T

- Production
- Supplies
- Consumption

(a) Opening stocks + production

<table>
<thead>
<tr>
<th>Year</th>
<th>08/09</th>
<th>09/10</th>
<th>10/11</th>
<th>11/12</th>
<th>12/13</th>
<th>13/14</th>
<th>14/15</th>
<th>15/16</th>
<th>16/17</th>
<th>17/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>October/September</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Source:** ISTA Mielke GmbH, Oil World

**Growth of World Consumption (Mn T)**

- to cover Population Growth
- additional per caput food use
- for Biofuels

<table>
<thead>
<tr>
<th>Year</th>
<th>96/97</th>
<th>00/01</th>
<th>04/05</th>
<th>08/09</th>
<th>09/10</th>
<th>10/11</th>
<th>11/12</th>
<th>12/13</th>
<th>13/14</th>
<th>15/16</th>
<th>17/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>September</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
17 Oils & Fats: Stocks & Stocks/Usage

World Stocks in Percent of Annual Usage (%)
Palm oil prices are likely to bottom out soon.

Will get support from
1) rising demand from the food and energy sector, and
2) Slowing down of the production growth

Source: ISTA Mielke GmbH, Oil World
CBOT: Daily Soya Oil Share
in % of total product value

Nearest forward position

Daily share from 1 Jan 2016 until 25 Sept 2018

MALAYSIA: Crude Palm Oil Futures Close
Third position in Malaysian Ringgit/T

Only limited downside potential on the BMD from current prices.
The bottom is about 2100 ringgit/Tonne
Higher for the next 4-9 months. In Jan/Jun 2019 trading between 2200 and 2600 ringgit

Swing factors to watch
- Monthly PO output
- Import purchases
- Energy demand

Prices from 1 Nov 2016 until 26 Sept 2018

Source: ISTA Mielke GmbH, Oil World
Prices of Lauric Oils declining rapidly in 2018

World supplies of the 2 lauric oils are rising by 0.9 Mn T in 2017/18 compared with just +0.2 Mn T a year earlier

Coconut oil output up in 2017/18, following 4 years of decline

Supply growth of 0.8 Mn T in 2018/19

Slowdown of palmkern oil output to give some support

Thank you for your attention!

More market info required? Just get in touch with me:
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Global Supply, Demand and Price Outlook of Oilmeals in 2018/19

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To what extent can Indian crushers, exporters and farmers benefit from the Trade War between the USA and China?

- Exports of soya meal and rapeseed meal to China
- Crush margins
- Timing

### INDIA: Oilmeal Exports to China (1000 T)

<table>
<thead>
<tr>
<th></th>
<th>October / September</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>17/18</td>
</tr>
<tr>
<td>Soya meal</td>
<td>-</td>
</tr>
<tr>
<td>Rape meal</td>
<td>- *</td>
</tr>
<tr>
<td>Total . . .</td>
<td>- *</td>
</tr>
</tbody>
</table>

The US / China trade war is on!!

The US / China trade war is on!!

Will it escalate? Who loses? Winners?

What changes are likely in Chinese imports of oilseeds & products

Weakness in emerging markets adds to bearishness

Setting the framework, but also interfering (partly detrimental)

Crop prospects 2018:
- Mostly good weather in the US and S.E.Asia
- Crop losses in Europe, Australia, China, India

Supply

Demand

Price

Financial Markets & Funds

Weather
Impacts of Trade War China / USA

China retaliated US import taxes by implementing 25% duty on imp of US soybeans

Big price impact in the US!

China cannot satisfy all of its soybean import demand from non-US origins

What are likely impacts on oilseeds, oils and oilmeals?

Imports of Soybeans (Mn T)

CBOT: Daily Soybean Futures (c/bu)

Source: ISTA Mielke GmbH, Oil World
Current Argentine soybean stocks down 4-5 Mn T from a year ago.

Big changes in trade flows

Argentina is boosting imports of US soybeans and sells large quantities to China to benefit from high prices China pays for non-US soybeans.

ARGENTINA: Trade of Soybeans (1000 T)

<table>
<thead>
<tr>
<th>Imports</th>
<th>Sept / Feb</th>
<th>March / Aug</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S.A.</td>
<td>1600*</td>
<td></td>
</tr>
<tr>
<td>Brazil</td>
<td>100*</td>
<td>48 35 136</td>
</tr>
<tr>
<td>Paraguay</td>
<td>600*</td>
<td>2902 989 548</td>
</tr>
<tr>
<td>Uruguay</td>
<td>-</td>
<td>46 42 19</td>
</tr>
<tr>
<td>Oth. c’ties</td>
<td>*</td>
<td>- 21</td>
</tr>
<tr>
<td>Total</td>
<td>2300*</td>
<td>846 505 1168</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Exports</th>
<th>China,PR</th>
<th>Oth.ctrs</th>
</tr>
</thead>
<tbody>
<tr>
<td>China,PR</td>
<td>1800*</td>
<td>1517 1123</td>
</tr>
<tr>
<td>Oth.ctrs</td>
<td>100*</td>
<td>252 274</td>
</tr>
<tr>
<td>Total</td>
<td>1900*</td>
<td>1769 1397</td>
</tr>
</tbody>
</table>

The growth trend in Chinese soybean crush is likely to be temporarily interrupted in 2018/19.

China is likely to partly shift imports from soybeans to:
- soya oil & meal
- canola & rapeseed
- rapeseed oil & meal
- palm oil
- grains & gr.products

Changes in Global Trade Flows

Soybeans : Crushings in Key Countries (Mn T)

<table>
<thead>
<tr>
<th>U.S.A.</th>
<th>China</th>
<th>EU-28</th>
<th>Brazil</th>
<th>Argentina</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>100</td>
<td>100</td>
<td>100</td>
<td>100</td>
<td>100</td>
</tr>
</tbody>
</table>

Source: ISTA Mielke GmbH, Oil World
China will diversify its imports in next 1-5 years
More than 90% of its soya protein needs imported
In an effort to become more flexible, China will be stepping up oilseed meal imports
China starts joint ventures in soybean crush plants in South America. Higher product exports to China
US soybean crush is currently running at almost full capacity

### CHINA, PR: Imports of Oilmeals (1000 T)

<table>
<thead>
<tr>
<th>October / September</th>
<th>18/19</th>
<th>17/18</th>
<th>16/17</th>
<th>15/16</th>
<th>14/15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Soybean meal</td>
<td>1000*</td>
<td>50*</td>
<td>59*</td>
<td>31*</td>
<td>83*</td>
</tr>
<tr>
<td>Groundnut meal</td>
<td>110*</td>
<td>65*</td>
<td>123*</td>
<td>3*</td>
<td>-</td>
</tr>
<tr>
<td>Sunflower meal</td>
<td>400*</td>
<td>170*</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Rapeseed meal</td>
<td>1600*</td>
<td>1300*</td>
<td>905*</td>
<td>439*</td>
<td>142*</td>
</tr>
<tr>
<td>Comgelenfed</td>
<td>60*</td>
<td>83*</td>
<td>167*</td>
<td>279*</td>
<td>297*</td>
</tr>
<tr>
<td>Palmkern meal</td>
<td>640*</td>
<td>540*</td>
<td>527*</td>
<td>400*</td>
<td>530*</td>
</tr>
<tr>
<td>Copra meal</td>
<td>120*</td>
<td>80*</td>
<td>7*</td>
<td>23*</td>
<td></td>
</tr>
<tr>
<td>Fish meal</td>
<td>1520*</td>
<td>1400*</td>
<td>1555*</td>
<td>1160*</td>
<td>858*</td>
</tr>
<tr>
<td>Total</td>
<td>5450*</td>
<td>3688*</td>
<td>3342*</td>
<td>2311*</td>
<td>1933*</td>
</tr>
</tbody>
</table>

**Note:** 18/19 forecast assumes an ongoing trade war.

In China soya meal consumption increased tremendously from 17 Mn T in 2001/02 to 71 Mn T in 2017/18 (only 2 Mn T in 1987).

In China soya meal is the backbone of the livestock industry.
Chinese production of pork and poultry doubled in the past 25 years to 76 Mn T. (plus aquaculture)
Additional growth potential in next few years
The Global Oilseed Outlook in 2018/19

Unusually strong world demand
Growing importance of soybean worldwide and further big growth ahead
Very strong demand (global daily needs of 1.0 Mn T of soybeans now)
In past 30 years world soybean imports doubled every 10 years

Oilseeds: World Production (Mn T)
Global Production of 10 Oilseeds

2018/19 -- 590.4 Mn T

10 Oilseeds -- 590.4 Mn T

- Soybeans 63%
- Oilseeds 9%
- Copra & Palmkernels 4%
- Groundnuts 9%
- Sunseed 7%
- Rapeseed 11%
- Other oilseeds 2%
- Other 3%

Other countries 14%
- EU-28 5%
- C.I.S. 8%
- Canada & U.S.A. 28%
- Brazil 21%
- Argentina 10%
- China 7%
- India 6%

10 Oilseeds: World Area and Production

Production (Mn T)
Area (Mn ha)

Source: ISTA Mielke GmbH, Oil World
Soybean prices under pressure
China – US trade war creates uncertainties
Big production surplus likely in 18/19


January 2004 until 20 Sept 2018

DALIAN: Daily Soybean & Soya Meal Futures
January 2019 positions in Yuan/T

DAILY futures from 2 Jan 2018 until 26 Sept 2018
Outlook 2018/19: World soya crop to rebound by 30 Mn and stocks by 18-20 Mn T, on the assumptions of 1) normal weather and 2) ongoing China – US trade dispute

SOYBEANS: World Supply and Demand (Mn T)

<table>
<thead>
<tr>
<th></th>
<th>18/19*</th>
<th>17/18</th>
<th>16/17</th>
<th>15/16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening stocks</td>
<td>90.70*</td>
<td>95.67</td>
<td>76.89</td>
<td>82.71</td>
</tr>
<tr>
<td>Production</td>
<td>369.09*</td>
<td>338.83</td>
<td>348.27</td>
<td>310.89</td>
</tr>
<tr>
<td>U.S.A.</td>
<td>127.73</td>
<td>119.92</td>
<td>116.92</td>
<td>106.86</td>
</tr>
<tr>
<td>China, P.R.</td>
<td>14.80*</td>
<td>16.40*</td>
<td>11.71</td>
<td>10.69</td>
</tr>
<tr>
<td>India</td>
<td>10.40*</td>
<td>8.30*</td>
<td>10.50*</td>
<td>7.10*</td>
</tr>
<tr>
<td>Argentina</td>
<td>52.00*</td>
<td>35.50*</td>
<td>54.60*</td>
<td>54.40*</td>
</tr>
<tr>
<td>Brazil</td>
<td>122.00*</td>
<td>119.28</td>
<td>114.08</td>
<td>95.43</td>
</tr>
<tr>
<td>Total supply</td>
<td>459.79*</td>
<td>434.50</td>
<td>425.16</td>
<td>393.60</td>
</tr>
<tr>
<td>Crush (Sept/Aug)</td>
<td>301.37*</td>
<td>297.22*</td>
<td>284.73</td>
<td>274.05</td>
</tr>
<tr>
<td>Other use</td>
<td>49.00*</td>
<td>46.58*</td>
<td>44.76</td>
<td>42.66</td>
</tr>
<tr>
<td>Ending stocks</td>
<td>109.42*</td>
<td>90.70*</td>
<td>95.67</td>
<td>76.89</td>
</tr>
<tr>
<td>U.S.A. Aug 31</td>
<td>24.50*</td>
<td>10.70*</td>
<td>8.21</td>
<td>5.35</td>
</tr>
<tr>
<td>Argentina Aug 31</td>
<td>31.32*</td>
<td>26.45*</td>
<td>30.67*</td>
<td>28.60*</td>
</tr>
<tr>
<td>Brazil Aug 31</td>
<td>26.74*</td>
<td>27.21*</td>
<td>30.88*</td>
<td>19.96*</td>
</tr>
<tr>
<td>Stocks/usage</td>
<td>31.2%</td>
<td>26.4%</td>
<td>29.0%</td>
<td>24.3%</td>
</tr>
</tbody>
</table>
The USA is facing a significant supply surplus in 2018/19 and burdensome ending stocks, on the assumption of about normal weather in South America in the next 4-6 months. But there are still many uncertainties.

Actual US soybean production could be even higher.

Equivalent to 900 million bushel!

**World Soybean Usage (a) (Mn T)**

- **World**
- **China**

(a) Crush, seed, feed & other uses.
Concluding Remarks

**10 Oilseeds: World Crushings (Mn T)**

- **Soybeans**
- **9 other seeds**

Source: ISTA Mielke GmbH, Oil World
World Production of 12 Oilmeals

Oct/Sept 18/19 - 359.0 Mn T  \hspace{1cm} 1991/92 - - 143.8 Mn T

- Soya meal 65.8%
- Rape meal 10.1%
- Sun meal 5.8%
- Fish meal 1.4%
- Others 16.9%

- Soya meal 50.4%
- Rape meal 10.6%
- Sun meal 6.9%
- Others 28.0%

The prospective sharply reduced growth in the world soybean crush (due to the decline in China) is resulting in a corresponding slowdown in production and supplies of soya meal and oil, particularly in Oct/March 2018/19. This is an important price-making factor.
CBOT: Daily Spot Futures Soybeans & Soya Meal (US-$/T)

Soybeans
Soya meal

Daily prices from 3 Jan 2017 until 14 June 2018

World Stocks in Percent of Annual Usage (%)

17 oils & fats
10 oilseeds

At the end of the season
Average demand growth in latest 5 seasons:

- Total per year: +7.1 Mn T
- Biofuel: +2.0 Mn T
- Food/other: +5.1 Mn T

In 2017/18 about 15% of the world consumption of 17 oils of 225 Mn T used for energy.
Low palm oil prices relative to crude mineral oil.

Consumption of palm oil and other veg oils rise sharply in energy market, particularly in - Brazil, - Indonesia, - China, and - the EU-28

**Weekly Prices of Palm Oil & Gas Oil (US-$/T)**

<table>
<thead>
<tr>
<th></th>
<th>Jan 17</th>
<th>Apr 17</th>
<th>Jul 17</th>
<th>Oct 17</th>
<th>Jan 18</th>
<th>Apr 18</th>
<th>Jul 18</th>
<th>Sep 18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Crude Palm Oil, cif Rott.</td>
<td>200</td>
<td>300</td>
<td>400</td>
<td>500</td>
<td>600</td>
<td>700</td>
<td>800</td>
<td>900</td>
</tr>
<tr>
<td>ICE Gas Oil (Spot)</td>
<td>200</td>
<td>300</td>
<td>400</td>
<td>500</td>
<td>600</td>
<td>700</td>
<td>800</td>
<td>900</td>
</tr>
</tbody>
</table>

**Biodiesel & HVO**

**Biodiesel : World Production by Country (Mn T)**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>EU-28</td>
<td>13.40*</td>
<td>13.55</td>
<td>12.68</td>
<td>12.37</td>
<td>12.27</td>
</tr>
<tr>
<td>U.S.A.</td>
<td>6.85*</td>
<td>6.10</td>
<td>6.21</td>
<td>4.72</td>
<td>4.80</td>
</tr>
<tr>
<td>Argentina</td>
<td>2.46*</td>
<td>2.87</td>
<td>2.66</td>
<td>1.81</td>
<td>2.58</td>
</tr>
<tr>
<td>Brazil</td>
<td>4.65*</td>
<td>3.75</td>
<td>3.33</td>
<td>3.46</td>
<td>3.00</td>
</tr>
<tr>
<td>Colombia</td>
<td>0.57*</td>
<td>0.54</td>
<td>0.51</td>
<td>0.51</td>
<td>0.52</td>
</tr>
<tr>
<td>Singapore</td>
<td>1.12*</td>
<td>1.05</td>
<td>0.99</td>
<td>0.87</td>
<td>0.80</td>
</tr>
<tr>
<td>Indonesia</td>
<td>4.90*</td>
<td>2.92*</td>
<td>3.18*</td>
<td>1.22</td>
<td>2.92</td>
</tr>
<tr>
<td>Malaysia</td>
<td>1.14*</td>
<td>0.72</td>
<td>0.51</td>
<td>0.67</td>
<td>0.60</td>
</tr>
<tr>
<td>Thailand</td>
<td>1.30*</td>
<td>1.20*</td>
<td>1.12</td>
<td>1.14</td>
<td>1.04</td>
</tr>
<tr>
<td>Other countries</td>
<td>3.37*</td>
<td>3.11*</td>
<td>2.97*</td>
<td>2.90*</td>
<td>2.94*</td>
</tr>
<tr>
<td>Total</td>
<td>39.76*</td>
<td>35.81</td>
<td>34.16</td>
<td>29.67</td>
<td>31.47</td>
</tr>
</tbody>
</table>

Change in Mn T:

-3.95* \ (+3.95* \ (+1.65 \ (+4.49 \ (-1.80 \ (+3.45

Source: ISTA Mielke GmbH, Oil World
Biodiesel & HVO

Biodiesel production almost trebled in the past 11 years.

12 Mn T of palm oil was consumed for biofuels in 2017, 18% of total palm oil usage.

14.8 Mn T of palm oil for biofuels in 2018, even 21% of PO usage.

Thank you for your attention!

More market info required? Just get in touch with me:
Thomas.Mielke@oilworld.de
fon +49 40 761 05021

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