



Jornadas Técnicas Cultivos  
Herbáceos 3-4 Mayo 2018

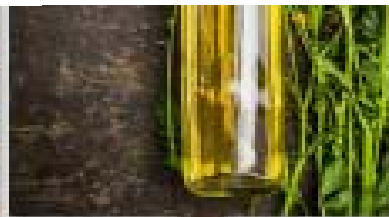
# EL MERCADO MUNDIAL DE LAS SEMILLAS OLEAGINOSAS





## Cereals

- Durum Wheat
- Milling and Feed Wheat
- Corn
- Barley, Oats, and Rye



## Oilseeds & Products

- Sunflower seeds, Rapeseeds, and Soybeans
- Meal & Pellets (Sunflower, Rape, Soy)
- Vegetable Oils (Sunflower, Rape, Soy)



## Other Products

- Sugar Beet Pulp Pellets
- Wheat Bran Pellets & DDGS
- Lentils, Peas, Broad Beans
- Rice
- Palm Oil

## Northstar Brokerage, in constant evolution

### ANNUAL TRADED TONNAGE (MT)

Year	2010	2011	2012	2013	2014	2015	2016	2017
<b>Durum Wheat</b>	538.000	670.000	830.000	1.105.000	1.700.000	1.850.000	1.100.000	1.500.000
<b>Milling Wheat, Maize, etc.</b>	50.000	70.000	190.000	500.000	700.000	830.000	950.000	1.400.000



## excellence

We pride ourselves on the quality of our work, based on the endeavour and skill necessary to achieve successful results.

## passion

In our line of work we thrive in connecting common interests and achieving beneficial deals for our clients and providers.

## integrity

We believe in transparency and professional ethics as working principals.

## commitment

We put our utmost into what we do in order to provide an added value to our clients.

## trust

Our driving force is to inspire credibility into all of our relations and fulfil our promises.

10  
brokers

8  
nationalities

+300  
clients

+25  
countries

8  
languages

Nuestros valores:

Excelencia

Pasión

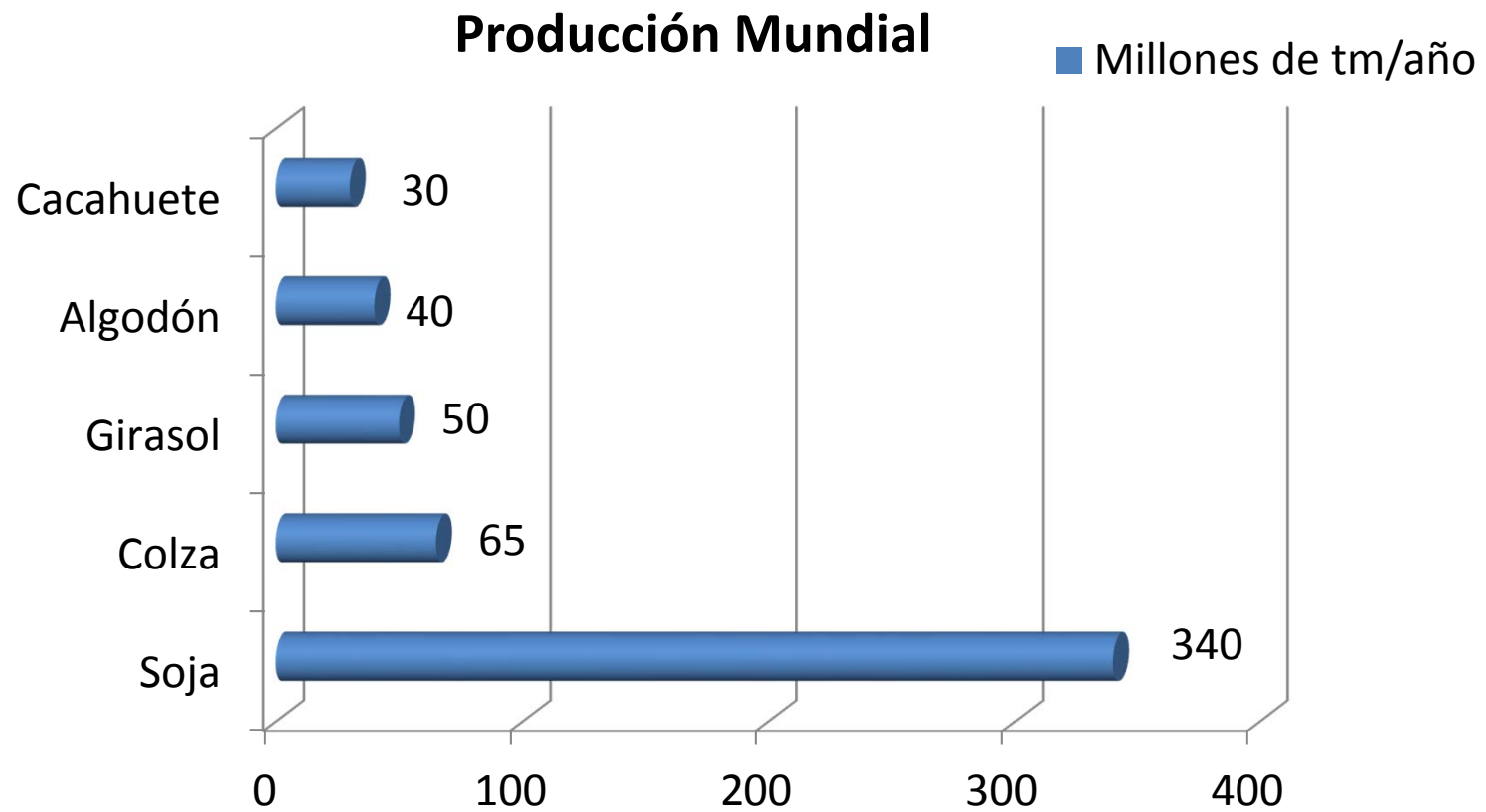
Integridad

Compromiso

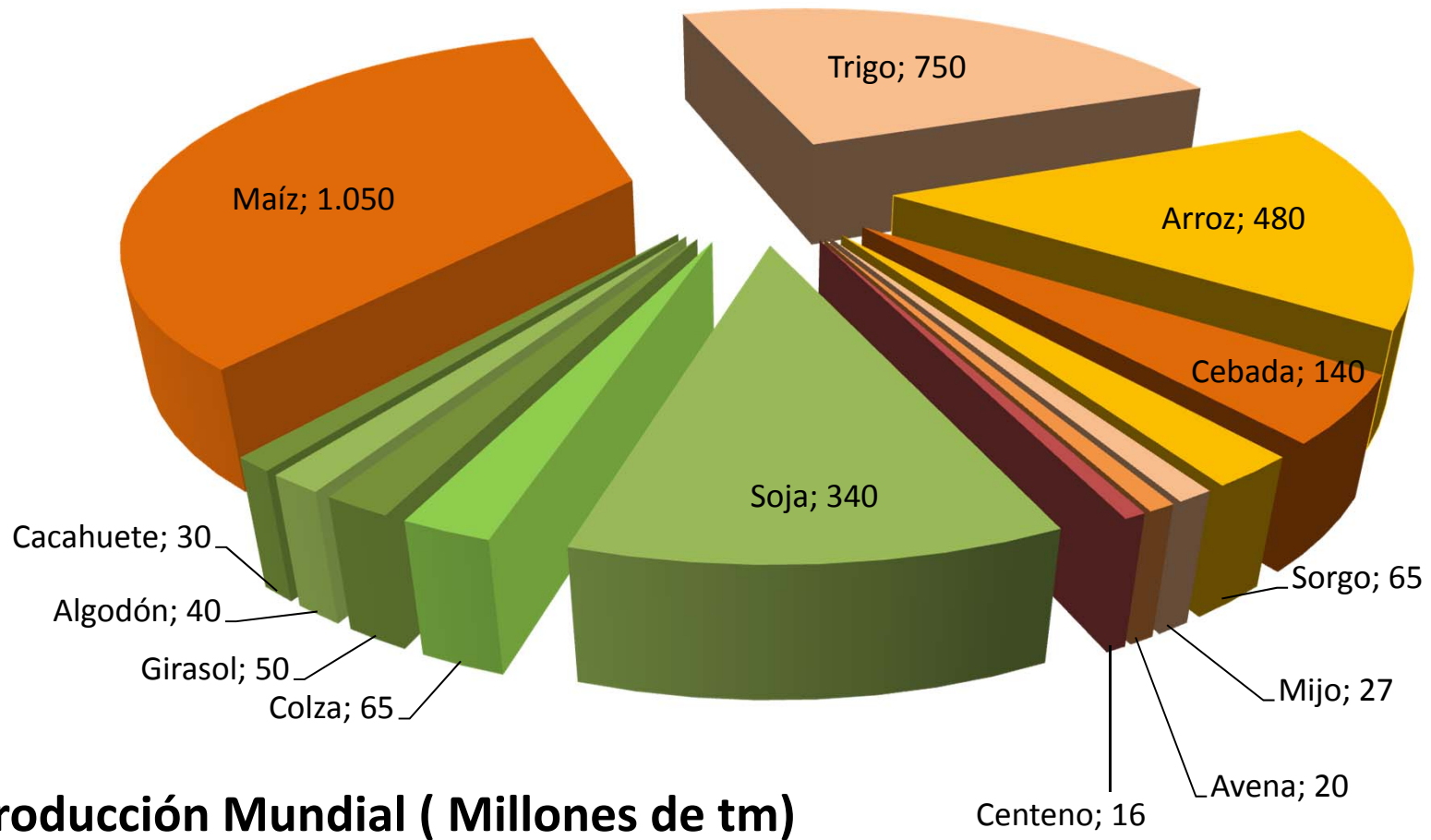
Confianza

- SEMILLA OLEAGINOSA:
  - Fruto de cultivo herbáceo anual con vocación de transformarse en:
    - ✦ Aceite vegetal
    - ✦ Harina proteica

## PRINCIPALES SEMILLAS OLEAGINOSAS



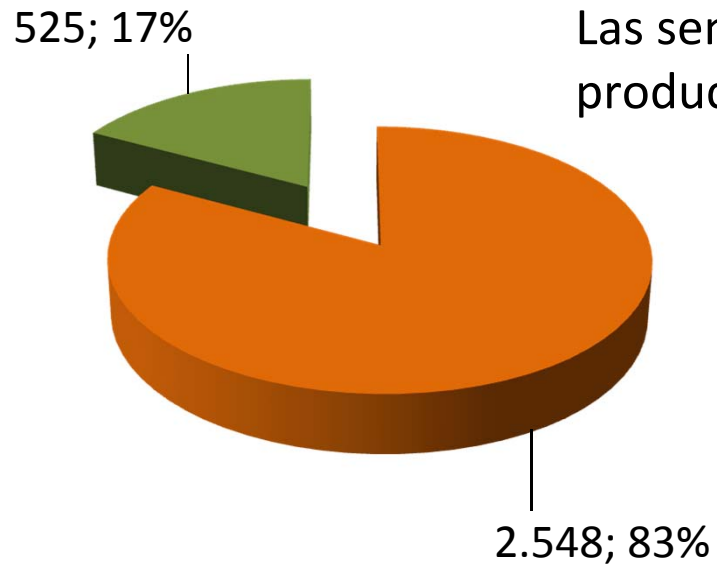
## SEMILLAS OLEAGINOSAS / CEREALES



## SEMILLAS OLEAGINOSAS / CEREALES

■ Cereales ■ Semillas Oleaginosas

### Producción Mundial ( Millones de tm)

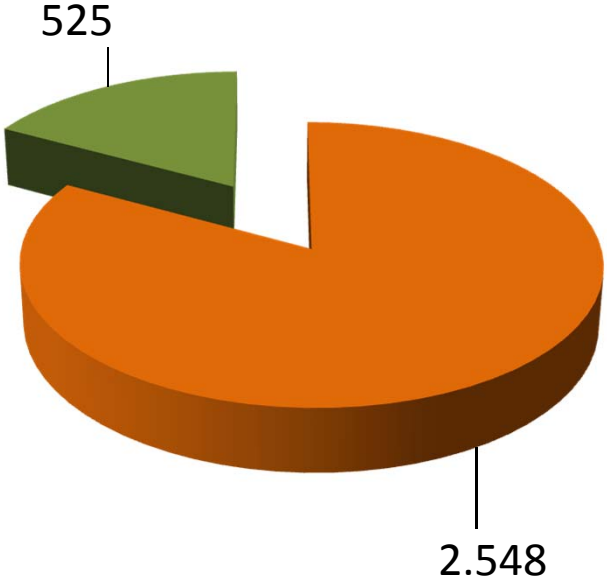


Las semillas oleaginosas suponen el 17 % de la producción mundial anual de cultivos herbáceos

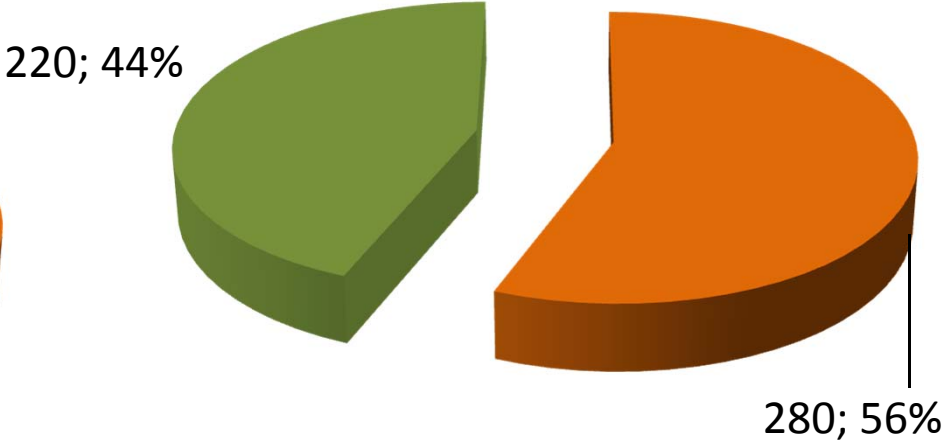
# SEMILLAS OLEAGINOSAS / CEREALES

■ Cereales ■ Semillas Oleaginosas

Producción Mundial Grano ( Millones de tm)



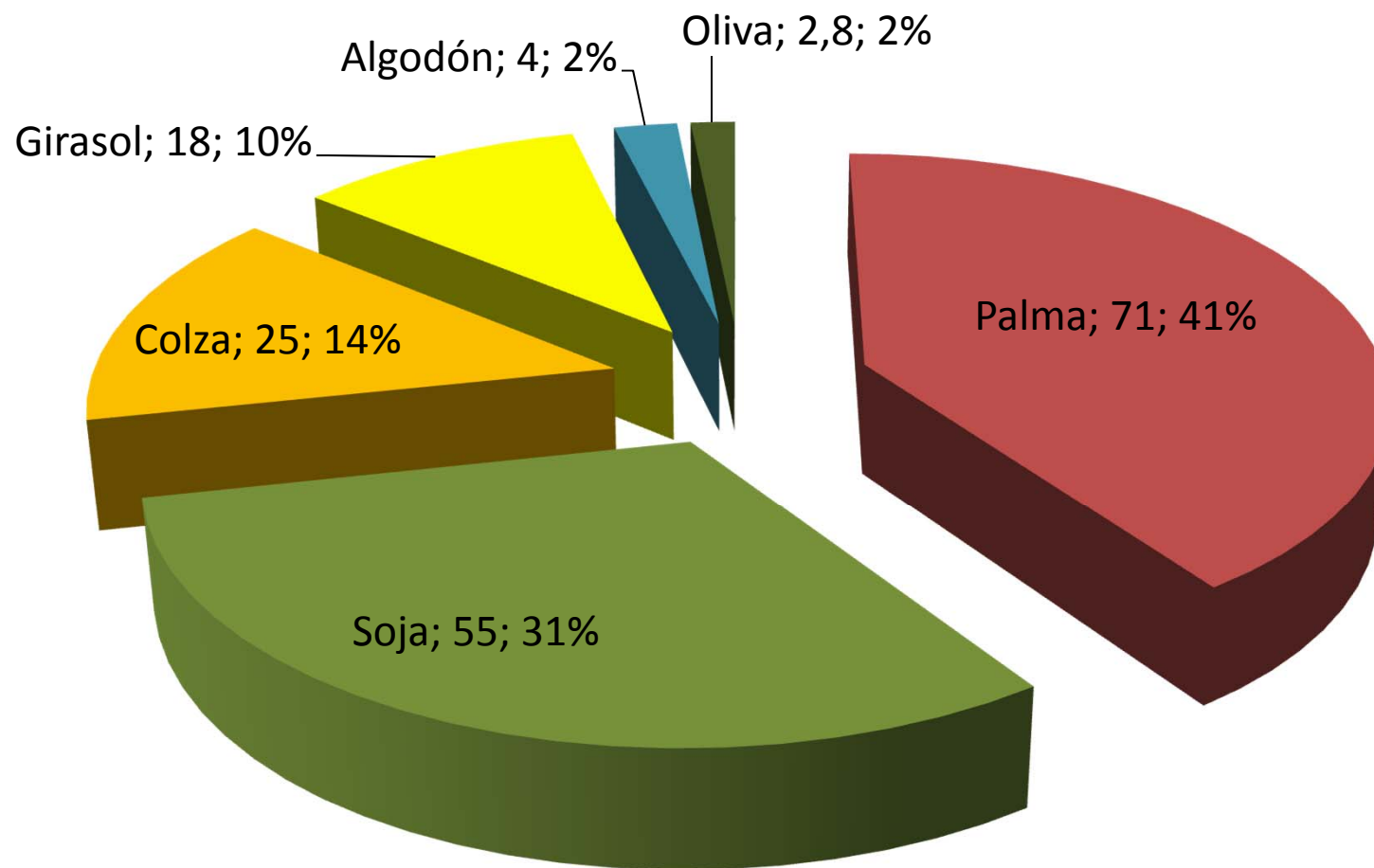
Producción Mundial Proteína ( Millones de tm)



Las semillas Oleaginosas suponen el 44 % de la producción de proteína mundial anual

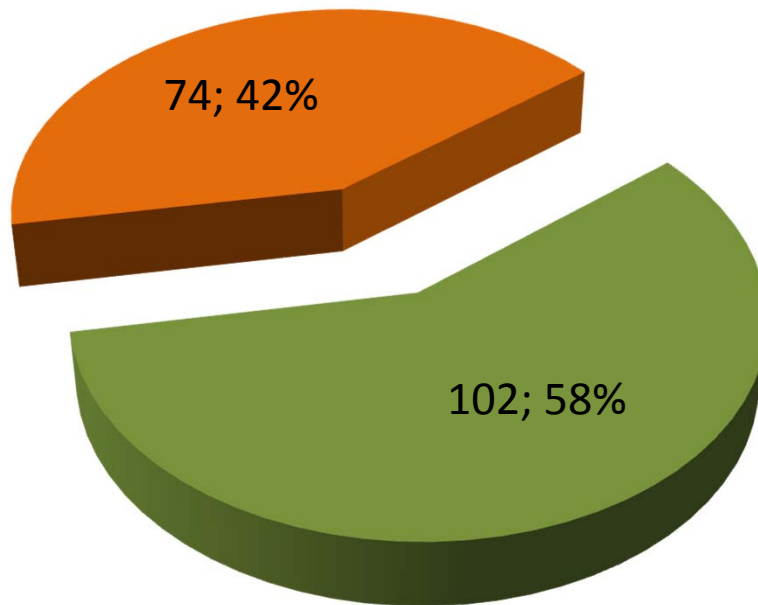


### Producción mundial de aceites vegetales 17/18 (Millones de tm)



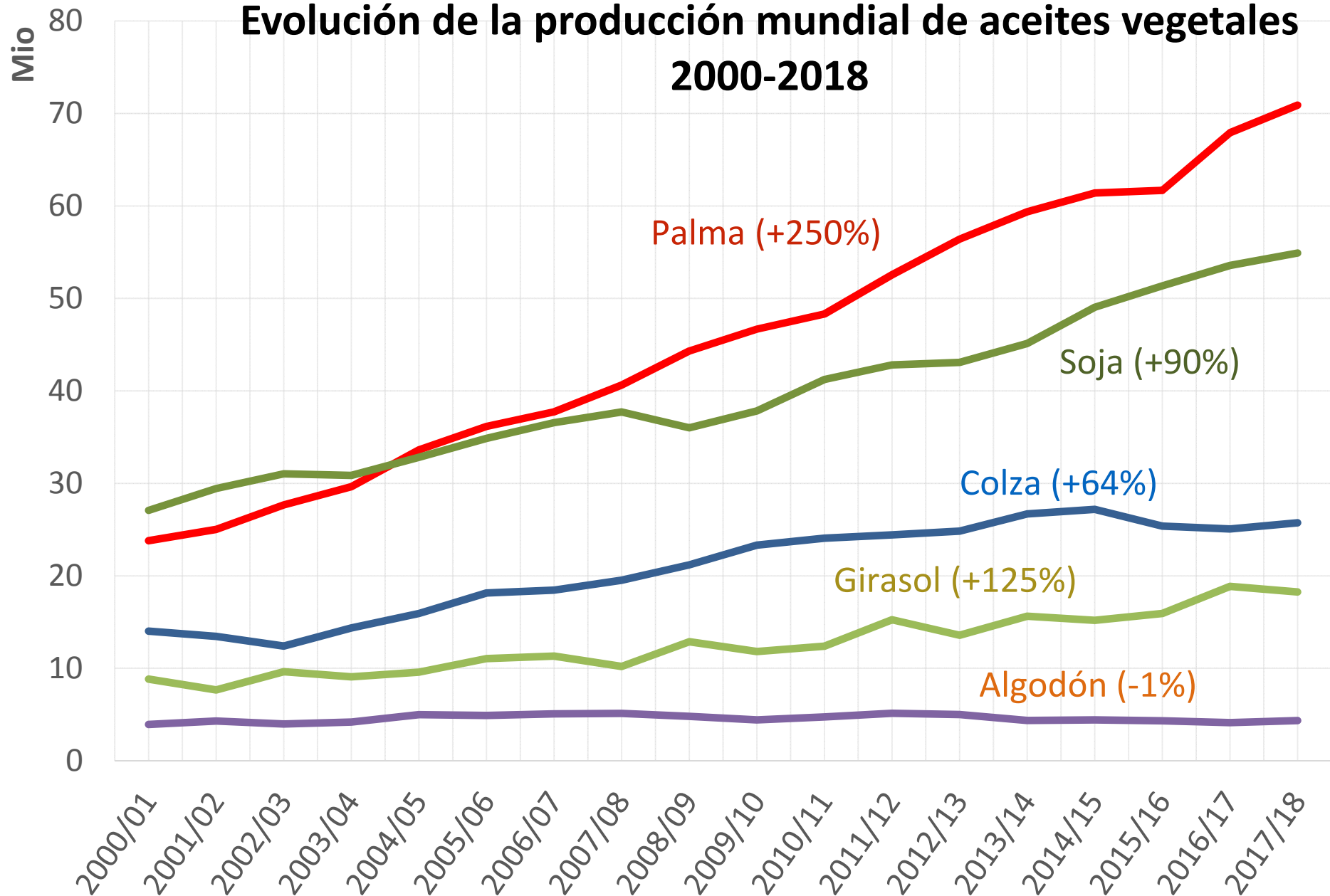
## Producción Mundial de Aceites Vegetales ( Millones de tm)

- Otros aceites vegetales
- Aceites de semillas



Las semillas oleaginosas suponen el 58 % de la producción mundial anual de Aceites Vegetales !!

## Evolución de la producción mundial de aceites vegetales 2000-2018



# SOJA

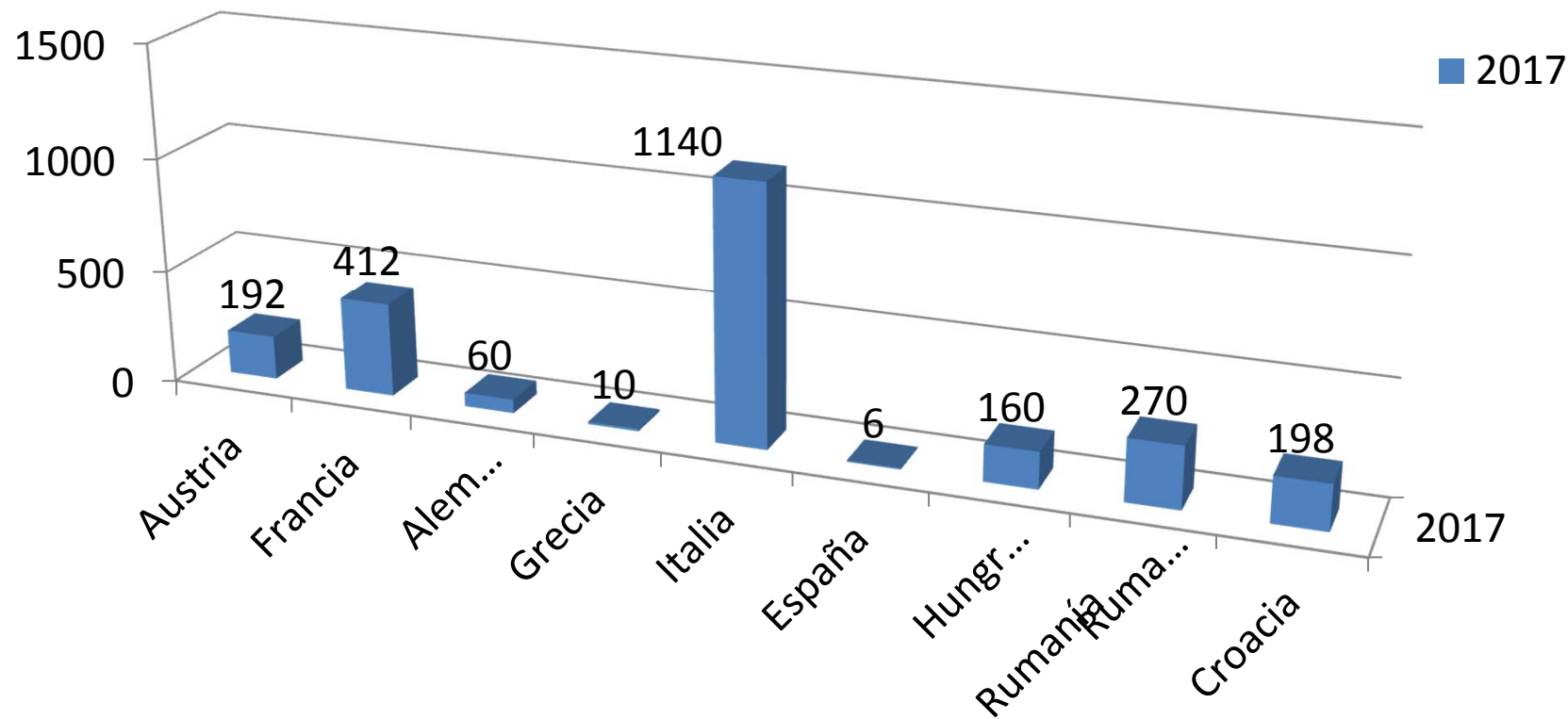


Soja: Principales productores mundiales. Millones de tm

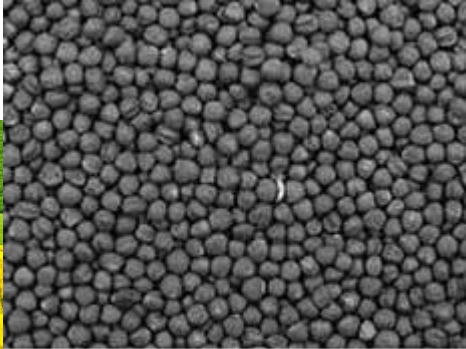
<u>Soybeans</u>	<u>HARVEST (a)</u>	<u>PRODUCTION</u>			
		<u>17/18p</u>	<u>16/17</u>	<u>15/16</u>	<u>12/13-16/17</u>
EU-28.....	Sep-Sep(1)	2.63*	2.46	2.39*	1.80
Russia.....	Sep-Oct(1)	3.62	3.14	2.71	2.28
Ukraine.....	Sep-Oct(1)	4.34*	4.50*	3.93	3.48*
Canada.....	Sep-Nov(1)	7.72	6.55	6.37	5.88
U.S.A.....	Sep-Nov(1)	119.52	116.92	106.86	100.97
Argentina.....	Apr-May(2)	37.00*	54.60*	54.40*	53.30*
Brazil.....	Jan-May(2)	116.50*	114.08	95.43	94.92
Paraguay.....	Jan-May(2)	9.70*	10.30*	9.30*	8.94*
Uruguay.....	Apr-May(2)	2.40*	3.40*	2.48*	3.17*
China,PR.....	Aug-Nov(1)	16.66	11.71	10.69	11.86
India.....	Oct-Jan	8.00*	10.50*	7.10*	9.18*
Oth countries..		9.95*	10.06*	9.13*	9.24*
WORLD.....		338.04	348.22	310.78	305.01

### Producciones de SOJA en UE 28 (1000 TM)

**2017**



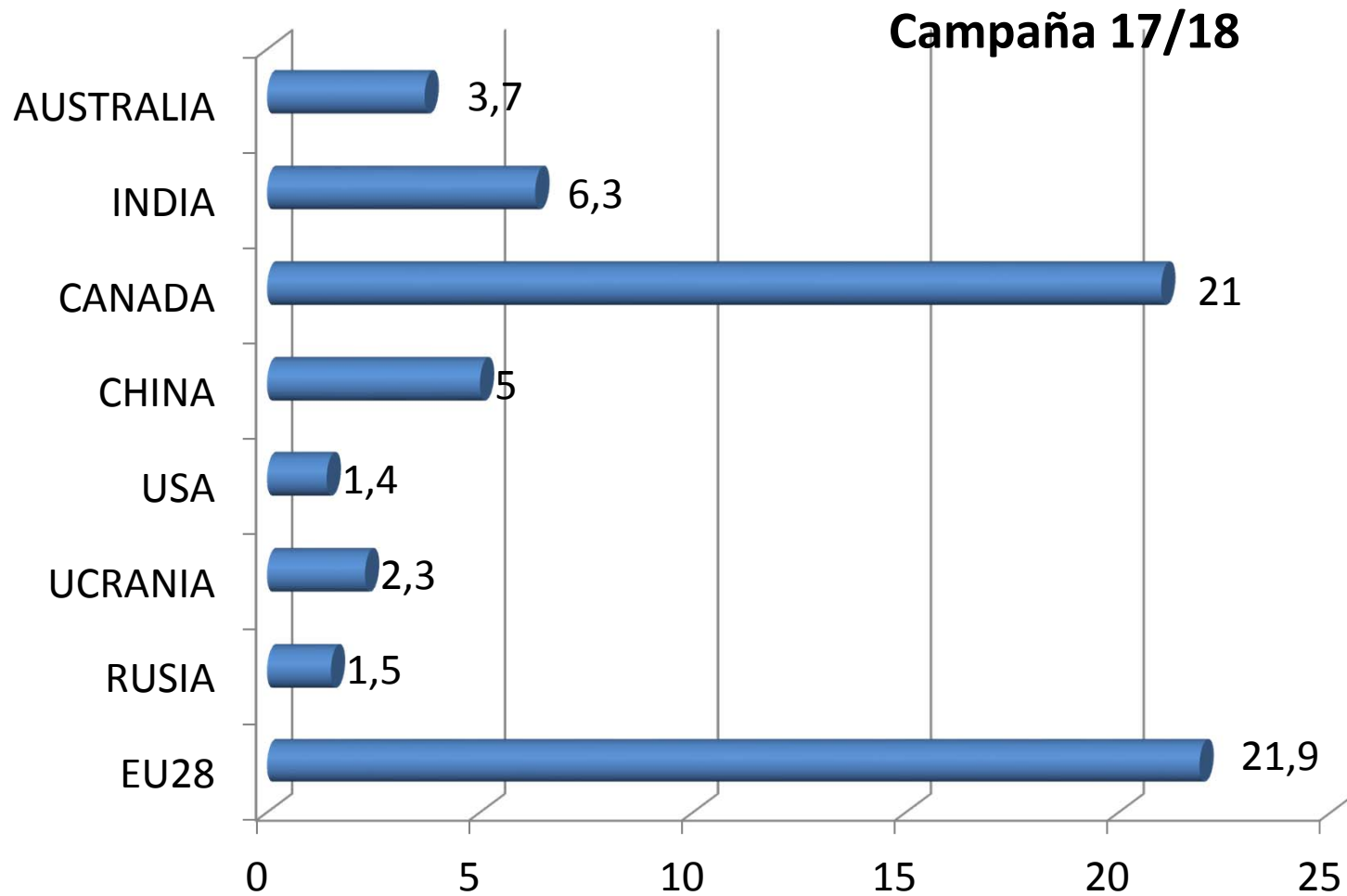
# COLZA



*Granos de colza*



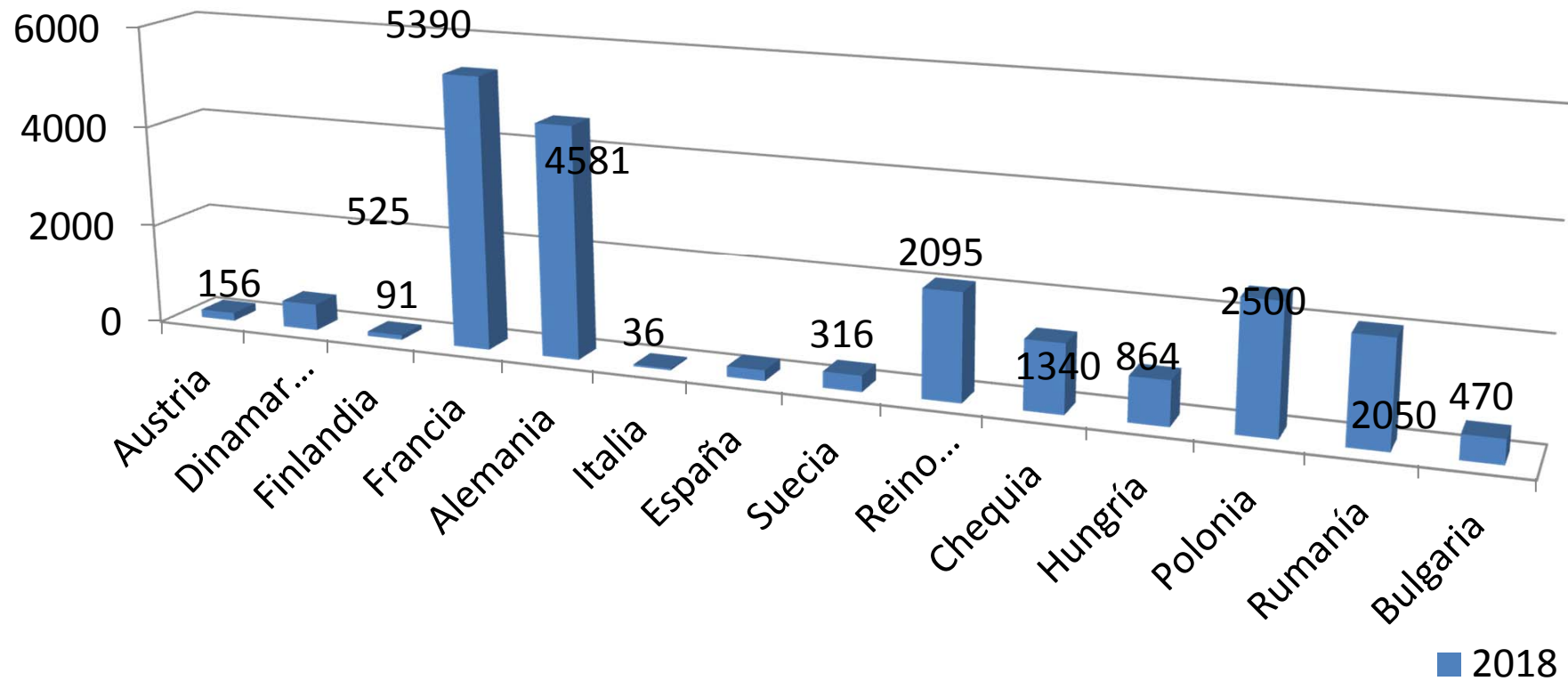
## Producciones mundiales semilla de Colza (Millones de tm)





## Producciones de COLZA en UE 28 ( 1000 TM)

**2018**



# GIRASOL



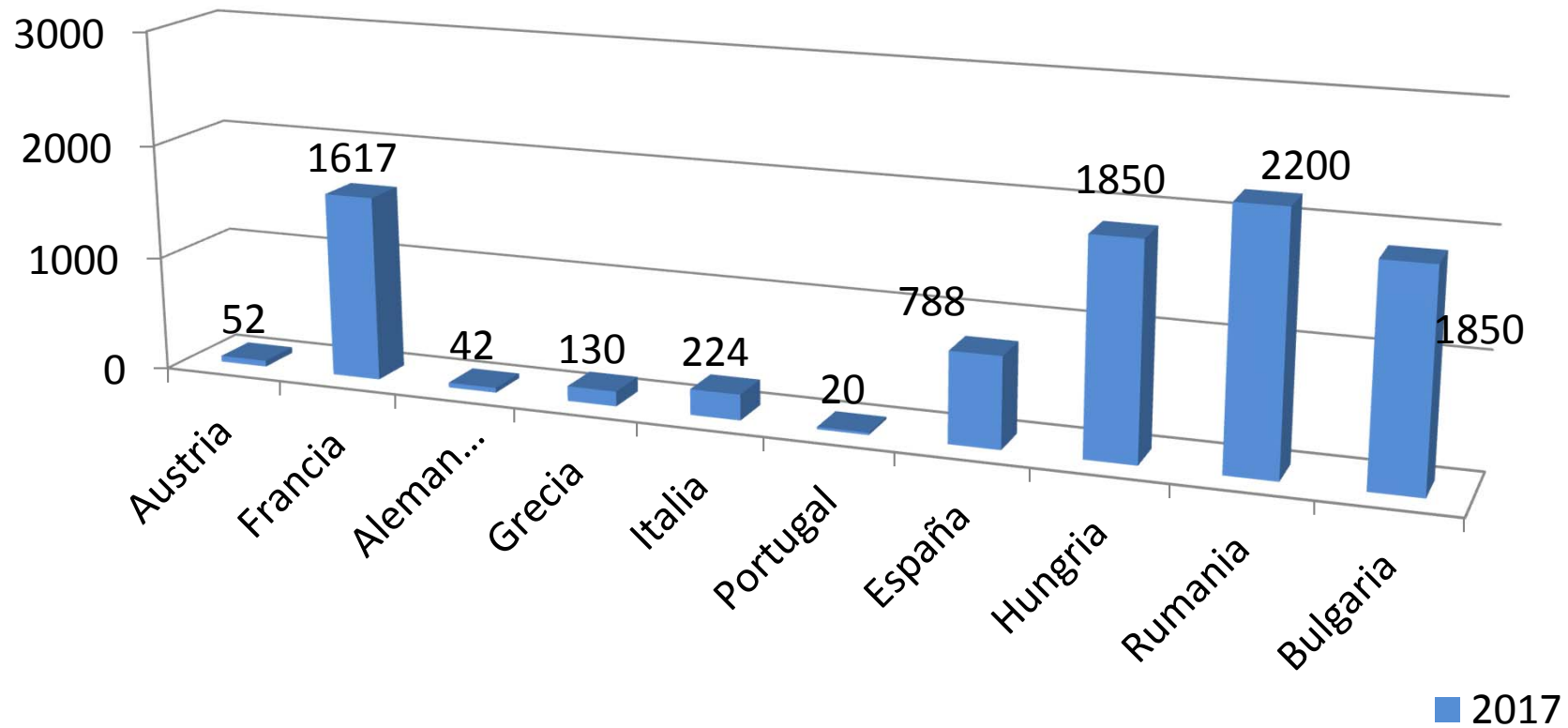
Producciones mundiales de Girasol en Millones de tm

(Stats. cont'd)		PRODUCTION			
<u>Sunflowerseed</u>	<u>HARVEST (a)</u>	<u>17/18p</u>	<u>16/17</u>	<u>15/16</u>	<u>12/13-16/17</u>
EU-28.....	Aug-Sep(1)	9.64*	8.53*	7.77*	8.31*
Russia.....	Sep-Oct(1)	10.90*	11.60*	9.70*	9.70*
Ukraine.....	Sep-Oct(1)	13.20*	15.10*	12.10*	11.37*
S.Africa,Rep...	Apr-May(2)	0.75	0.87	0.76	0.74
U.S.A.....	Sep-Oct(1)	0.98	1.20	1.33	1.14
Argentina.....	Feb-Apr(2)	3.45*	3.35*	2.83*	2.89*
China,PR.....	Sep-Nov(1)	2.80*	2.75*	2.70	2.52*
Turkey.....	Aug-Sep(1)	1.70*	1.47*	1.35*	1.40*
Oth countries..		5.22*	5.11*	4.38*	4.82*
WORLD.....		48.64	49.99	42.91	42.87

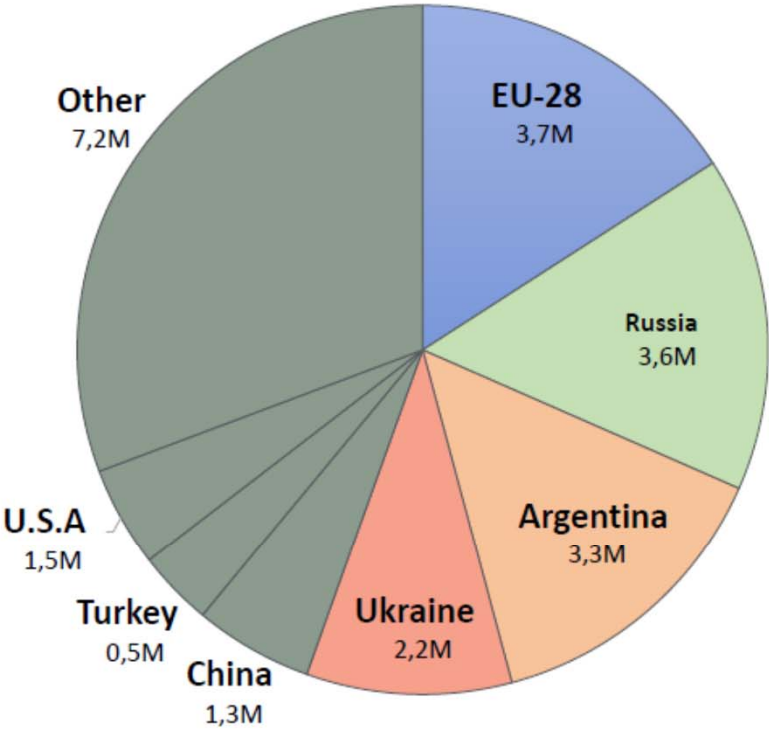


## Producciones de GIRASOL en UE28 ( 1000 TM)

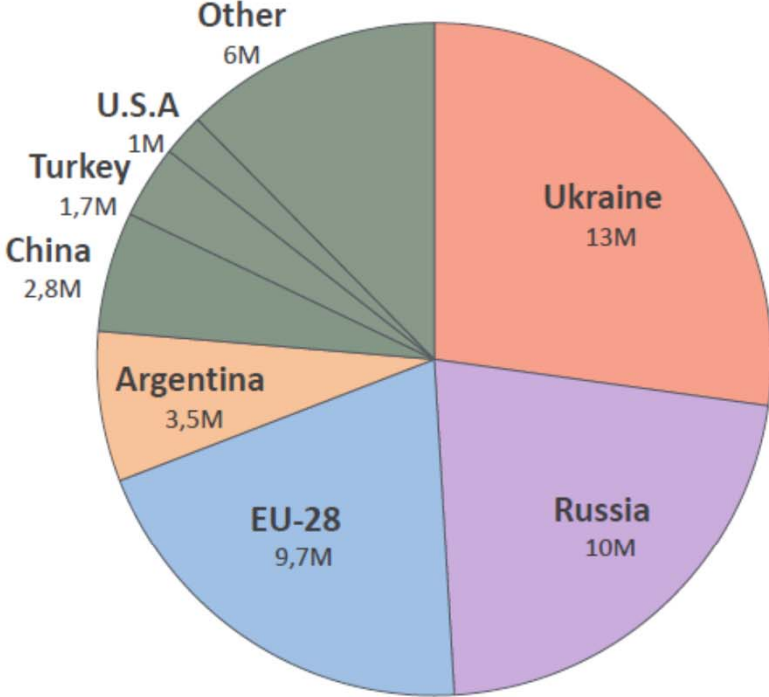
**2017**



**World: Sunflower MT**

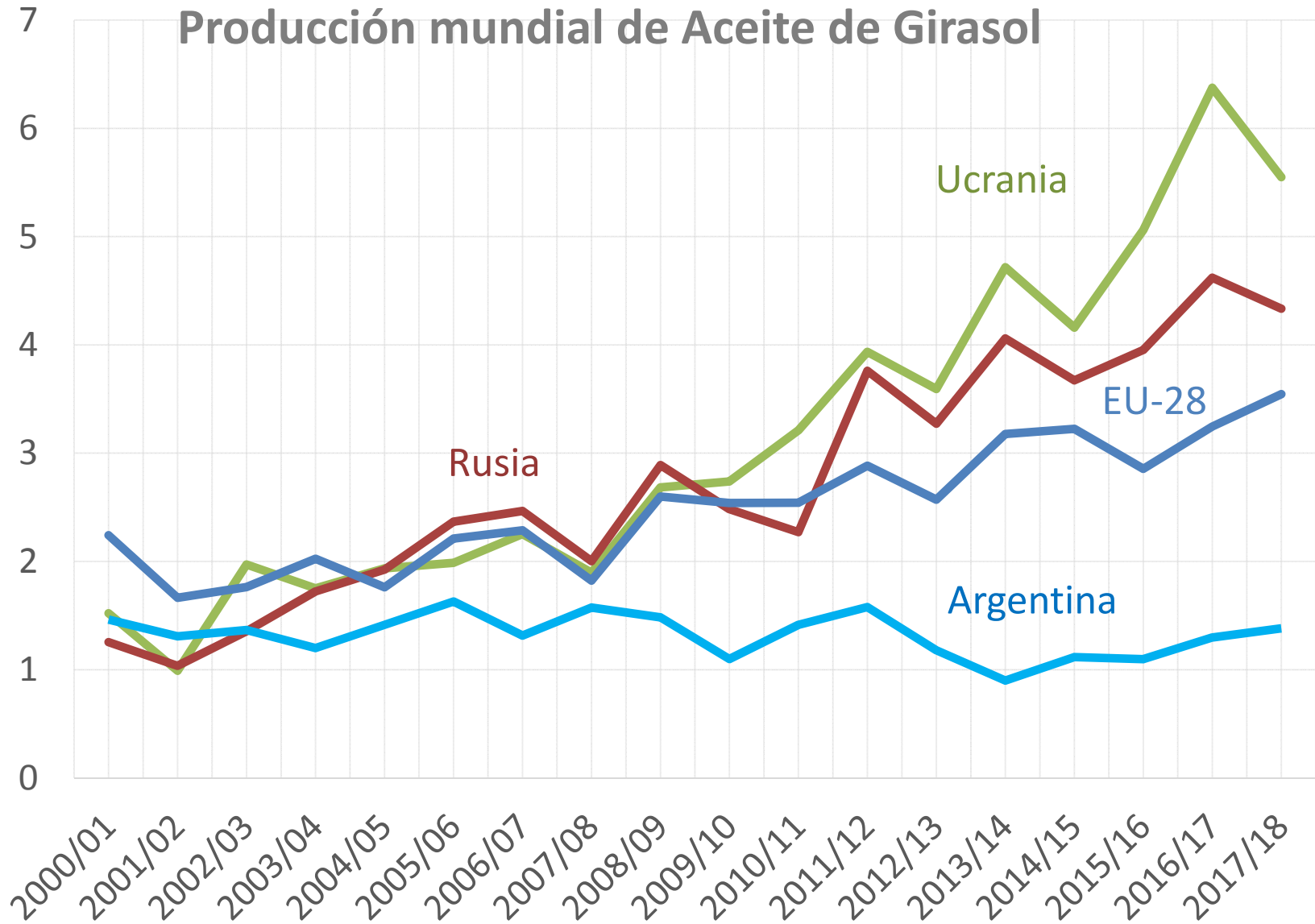


**2001/02**



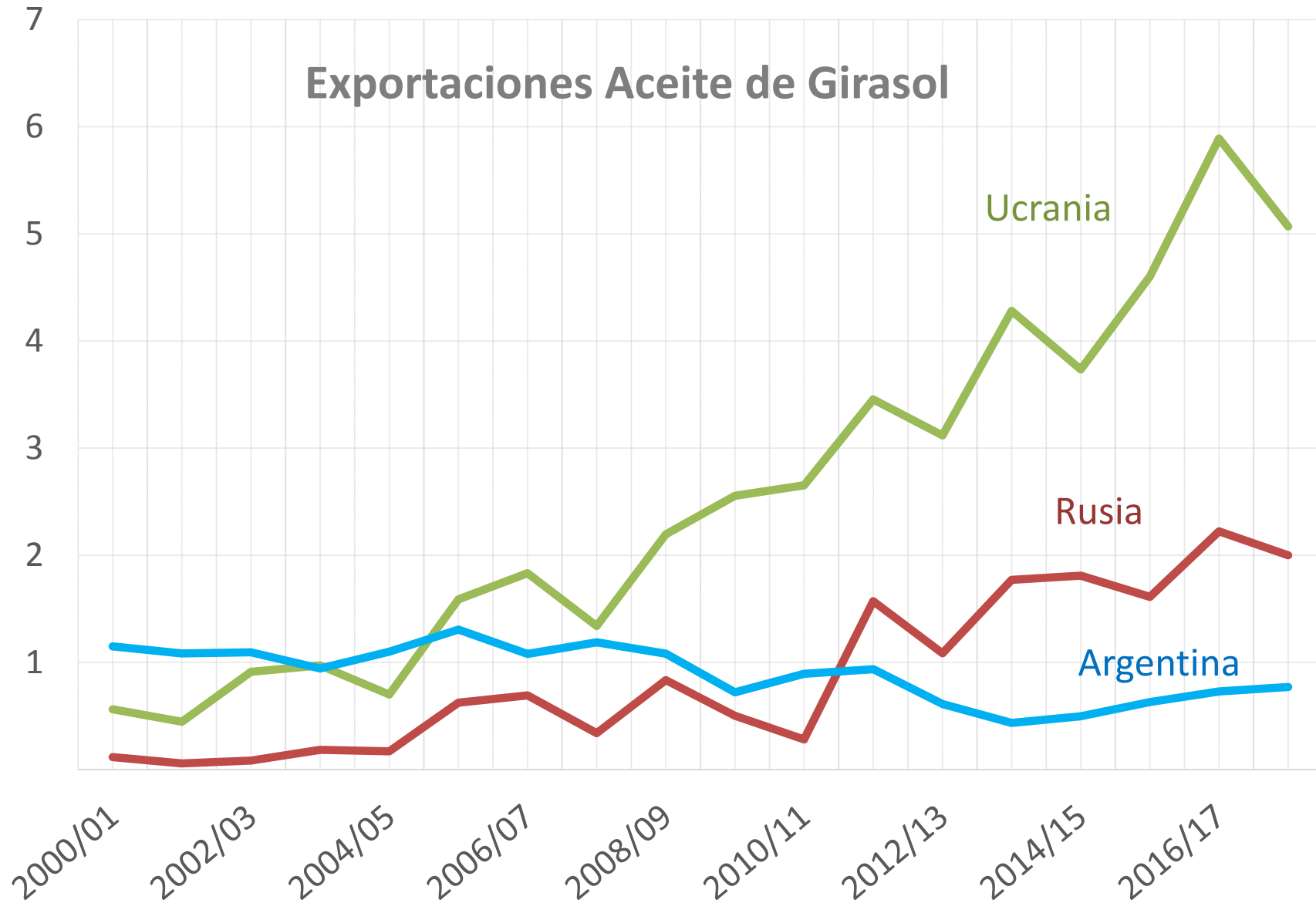
**2017/18**

Mio

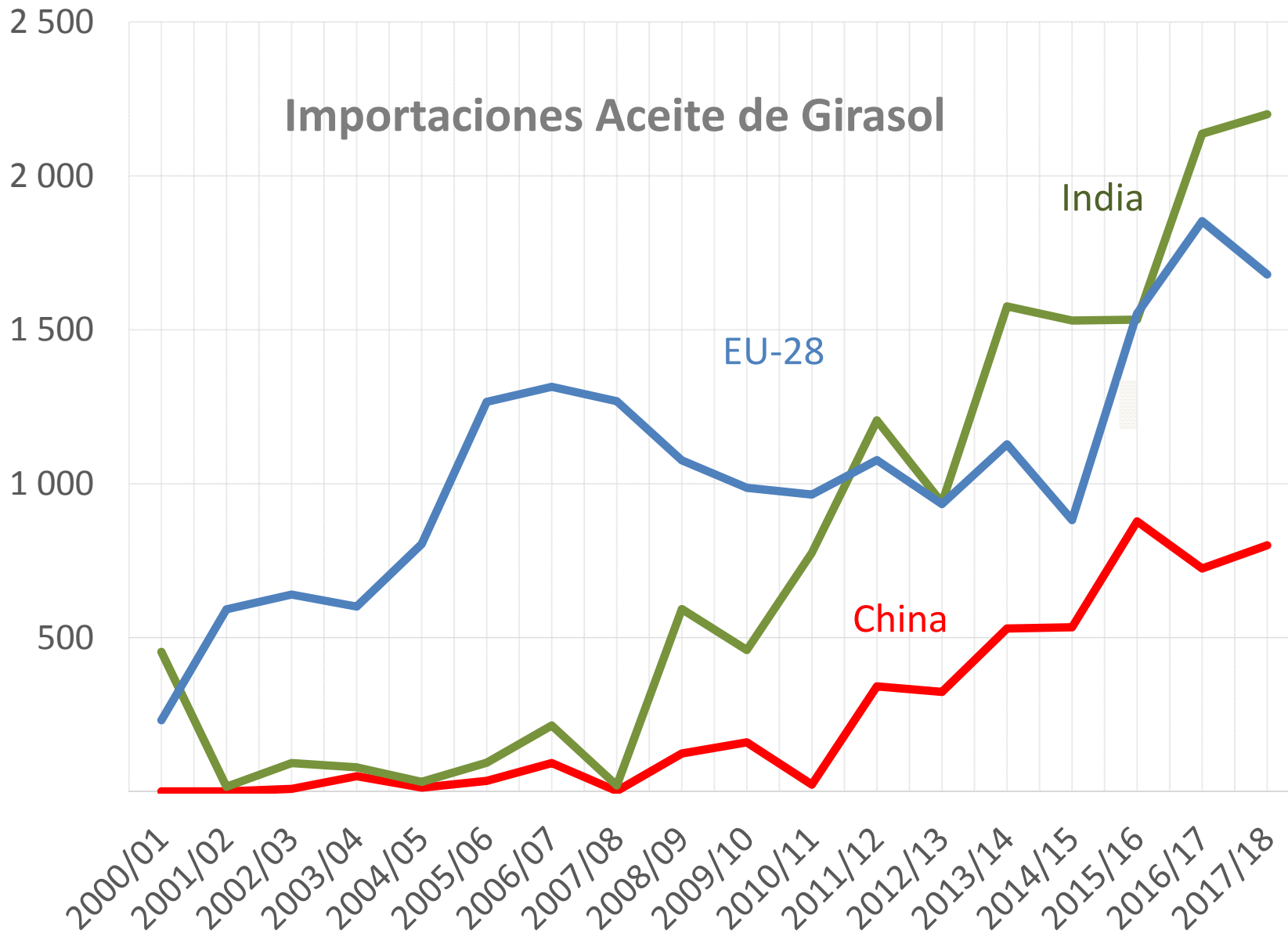


Mio

## Exportaciones Aceite de Girasol



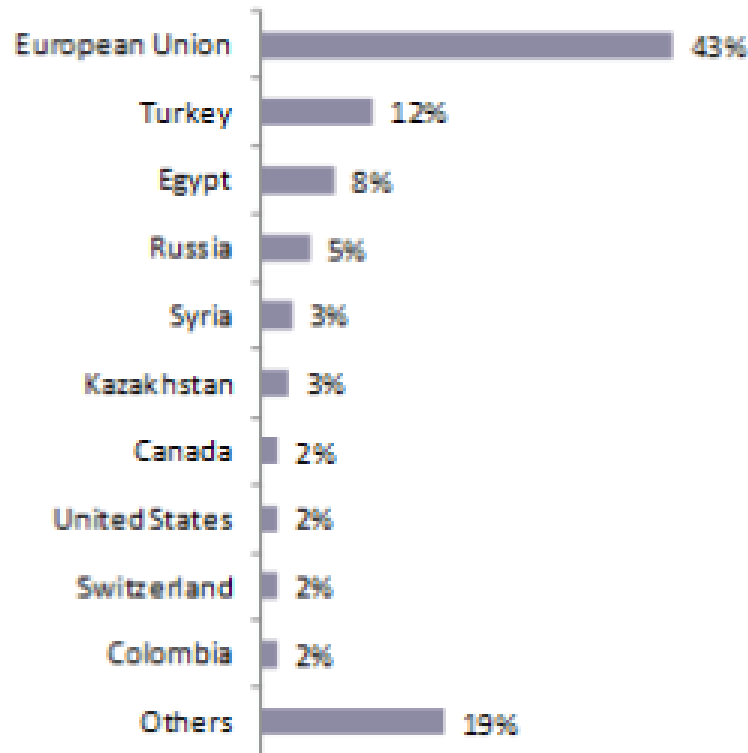
## Importaciones Aceite de Girasol



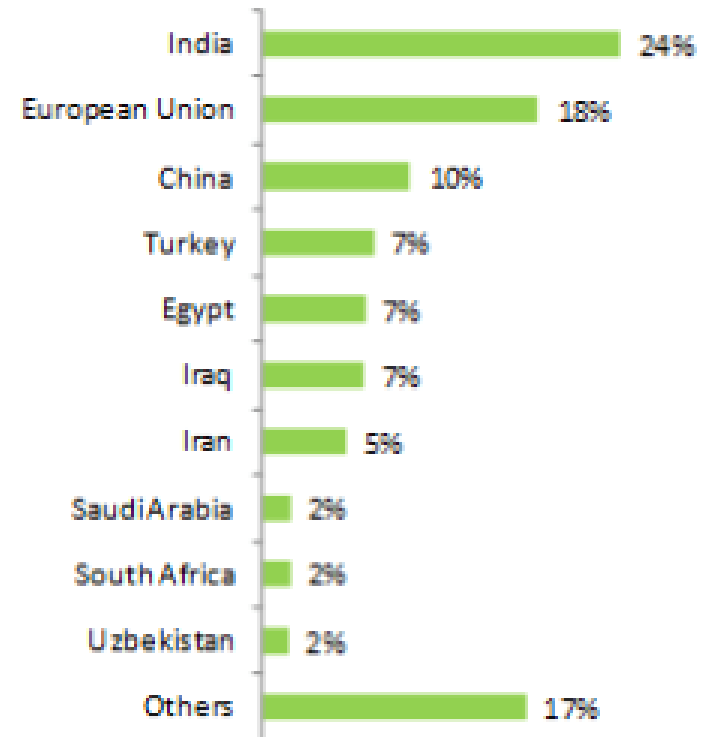


**GLOBAL SUNFLOWER OIL IMPORTS CHANGE FOR LAST 10 YEARS**

**Imports 2007/08 - 2.8 mln t**



**Imports 2017/18 - 8.3 mln t**



## Claves en la formación del precio

- Efecto moneda
- Valor de los productos principales
- Otros factores

## Efecto Cambio EUR/USD



Ejemplo:

- Semillas de girasol importación CIF Cádiz:
- Precio: 410 USD/tm

20/04/17: (EUR/USD: 1,0954)

$$410/1,0954 = \underline{\underline{374 \text{ €/tm}}}$$

01/05/18: (EUR/USD 1,2007)

$$410/1,2007 = \underline{\underline{341 \text{ €/tm}}}$$

## Valores de los productos

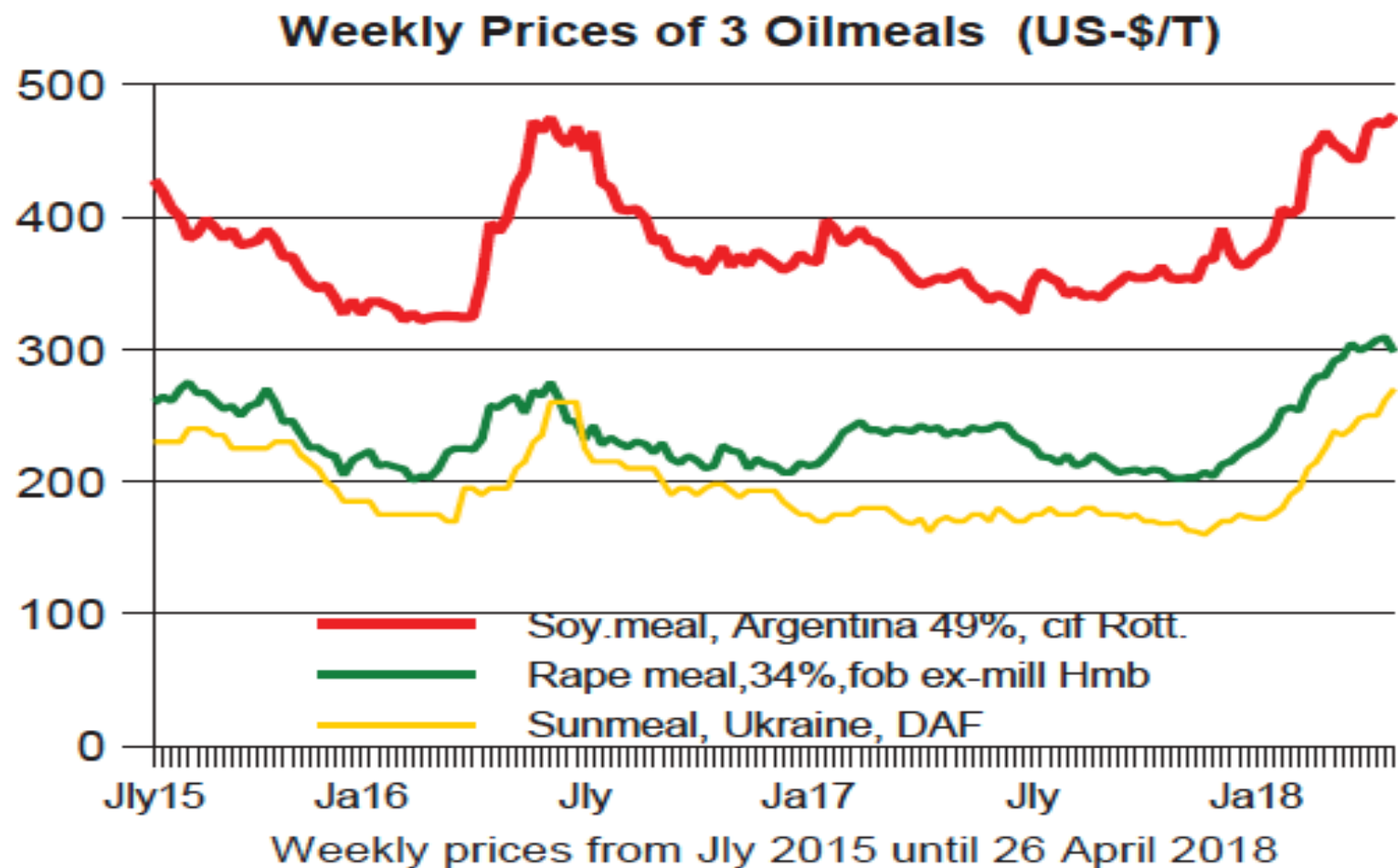


SOJA: 18 % Aceite  
82 % Harina

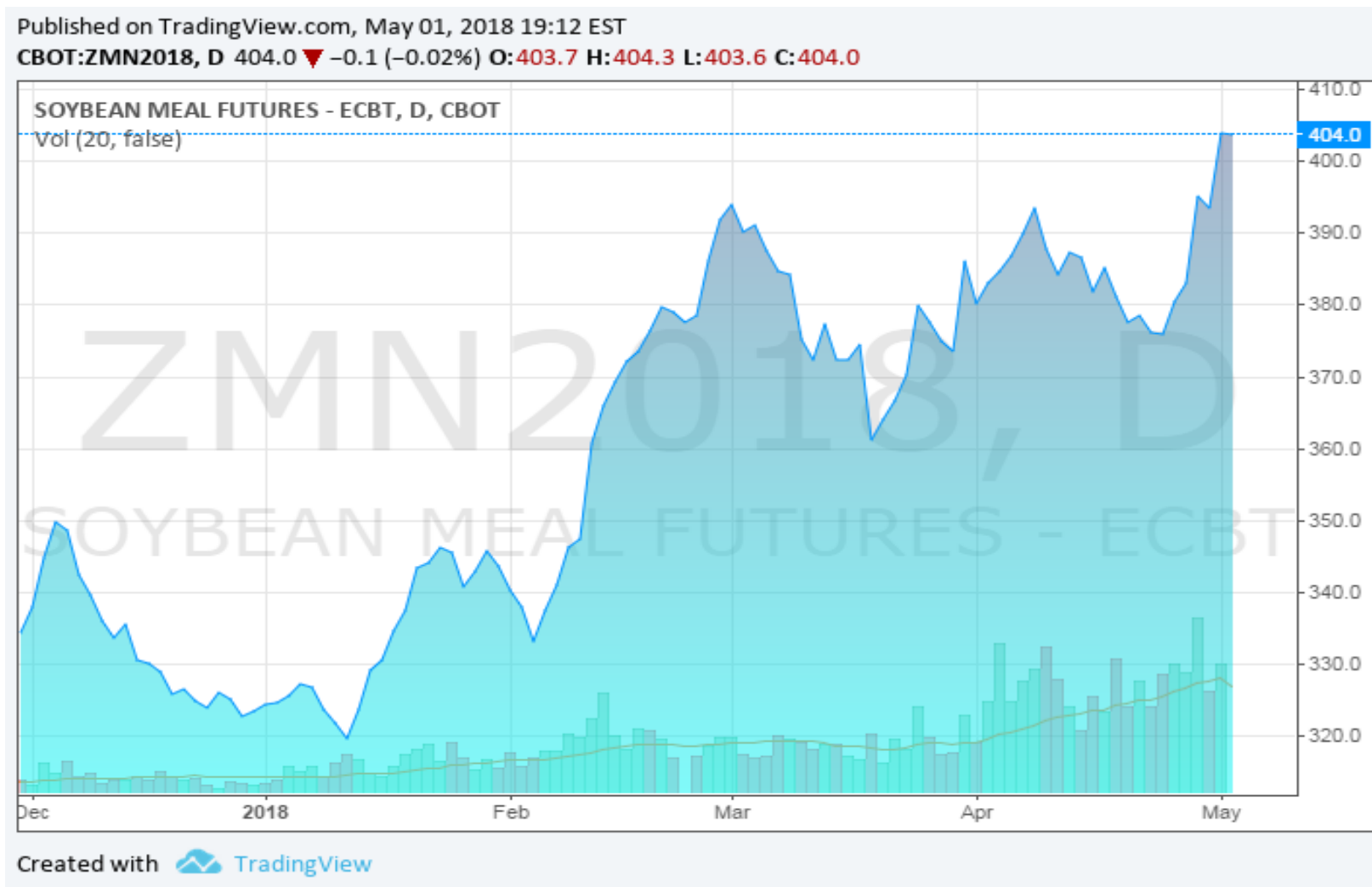
COLZA: 42 % Aceite  
58 % Harina

GIRASOL: 44 % Aceite  
56 % Harina

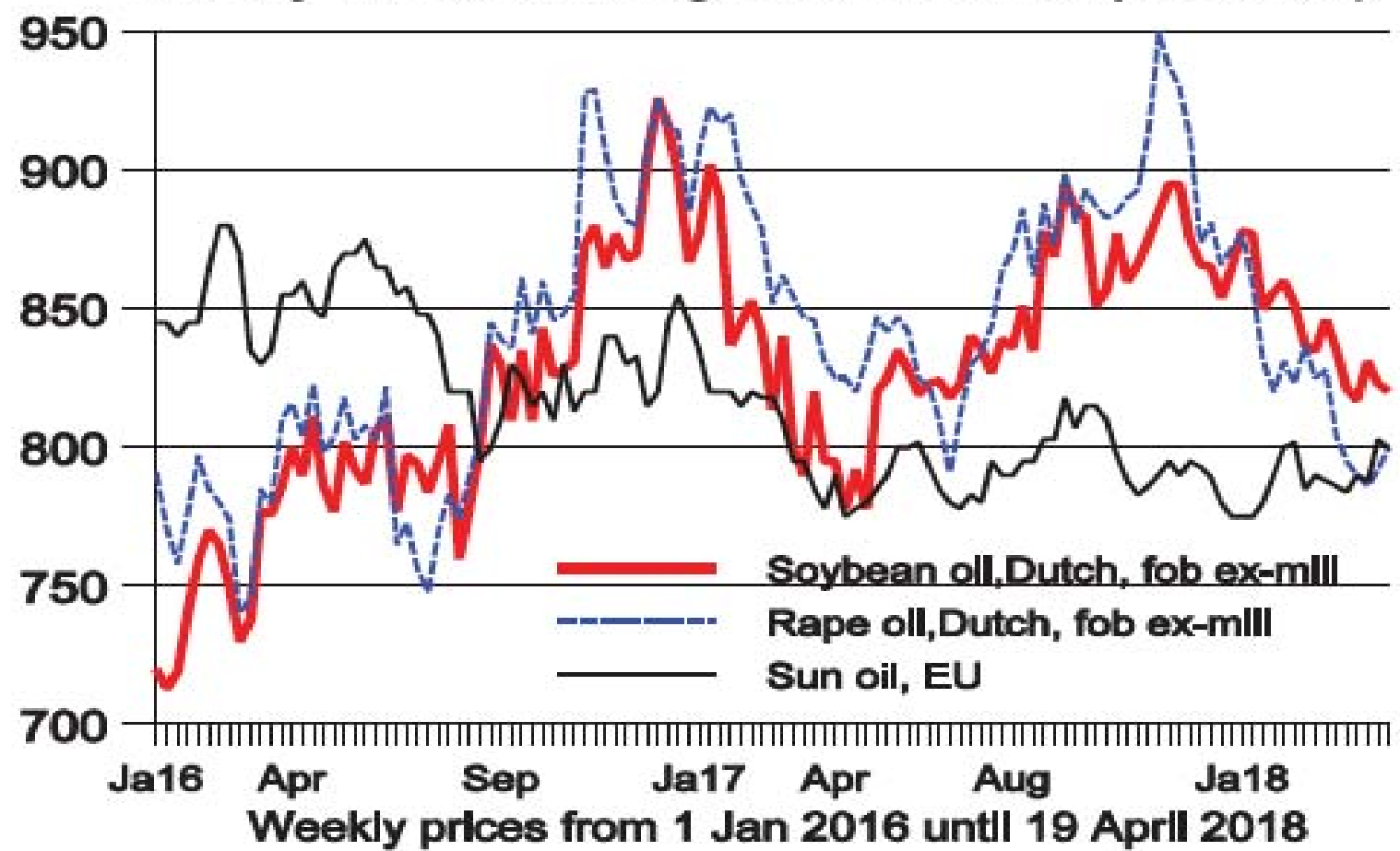
## Evolución de precios de harinas proteicas



## Evolución del precio de la Harina de Soja en Chicago en USD/Tc

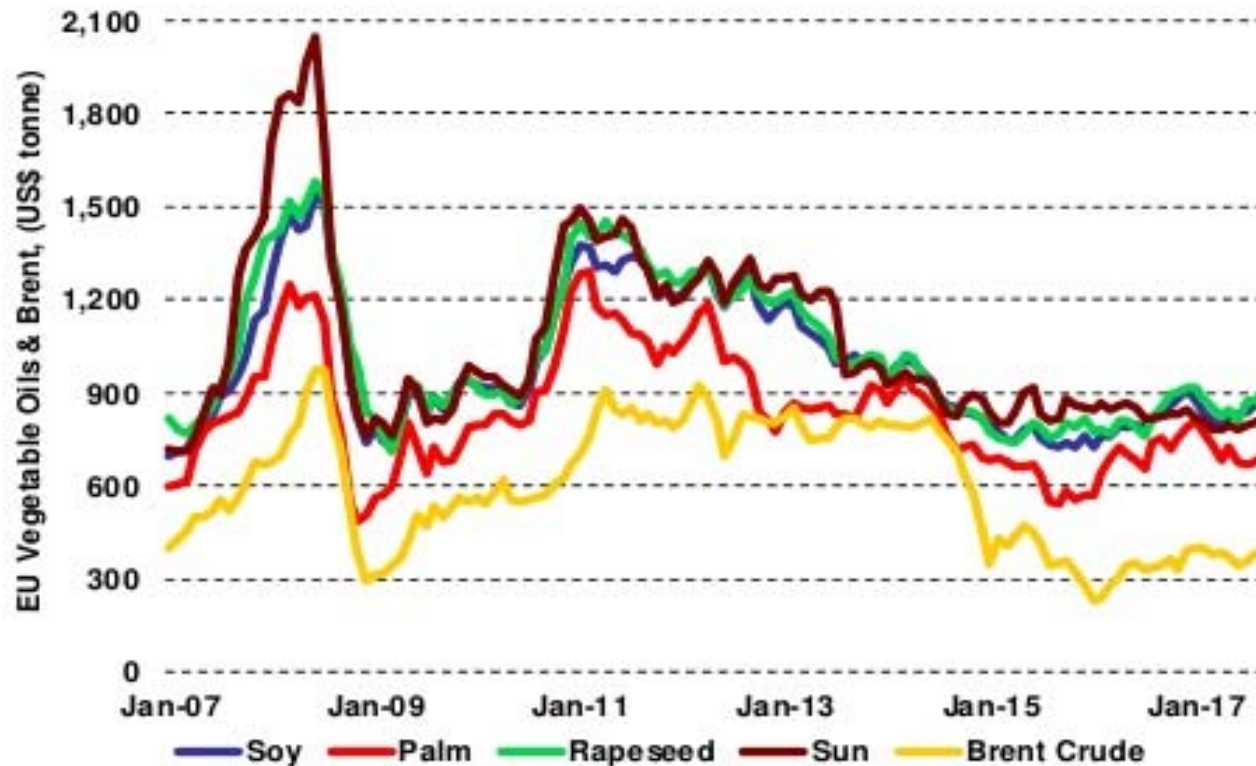


### Weekly Prices of 3 Veg. Oils In the EU (In US-\$/T)



## Brent crude remains at the floor to the EU oils price band

Brent at \$50, rather than \$100/bbl., explain why vegetable oils haven't regained since 2014 the levels of well above \$1,000 per tonne, despite low stocks of oils.







Muchas gracias por su atención



FIN