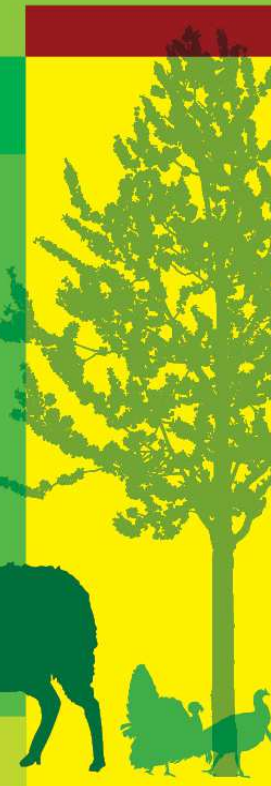
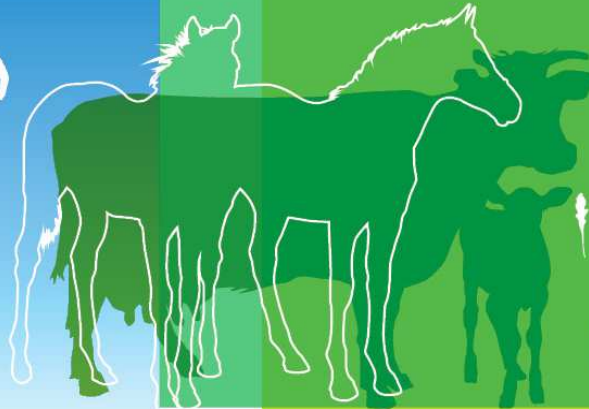


French grains and international market conditions in 2016/17

November 23rd, 2016

Breda





Volumes VS quality: market segmentation in 2016/17

- Big picture: huge volumes
- Growing perception: disappointing qualities
- France: from specific set of weather conditions to production incident
- French S&D balances - adjustment variable
- The French grain industry organisation: a valuable asset

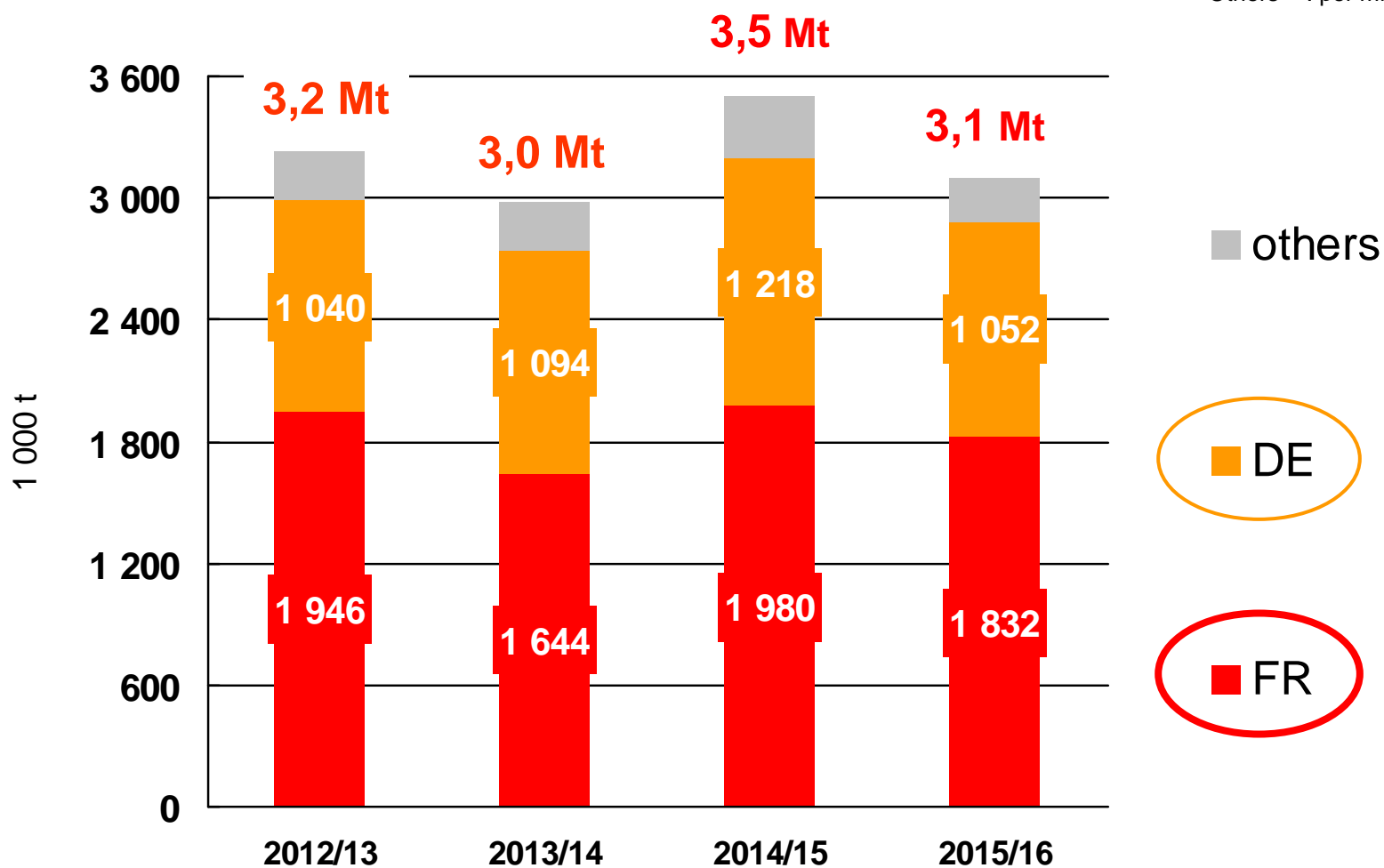


**Belgian and Dutch
cereals import needs
and countries of origin**

Common WHEAT imports to BELGIUM – breakdown by origin

Import declarations - Main origins, adding up to over 80% of total imports

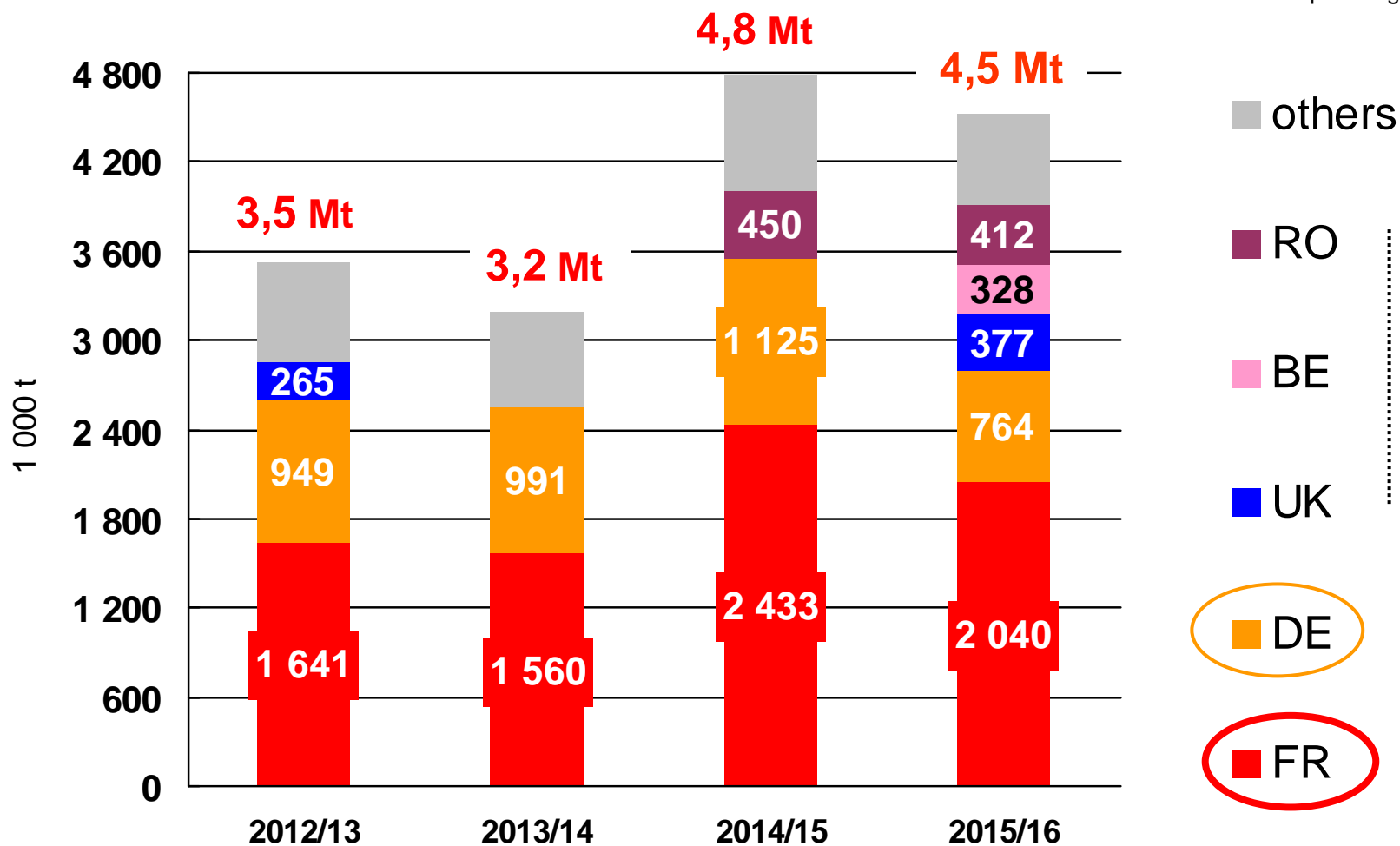
« Others » : per mktg year



Common WHEAT imports to the NETHERLANDS – breakdown by origin

Import declarations - Main origins, adding up to over 80% of total imports

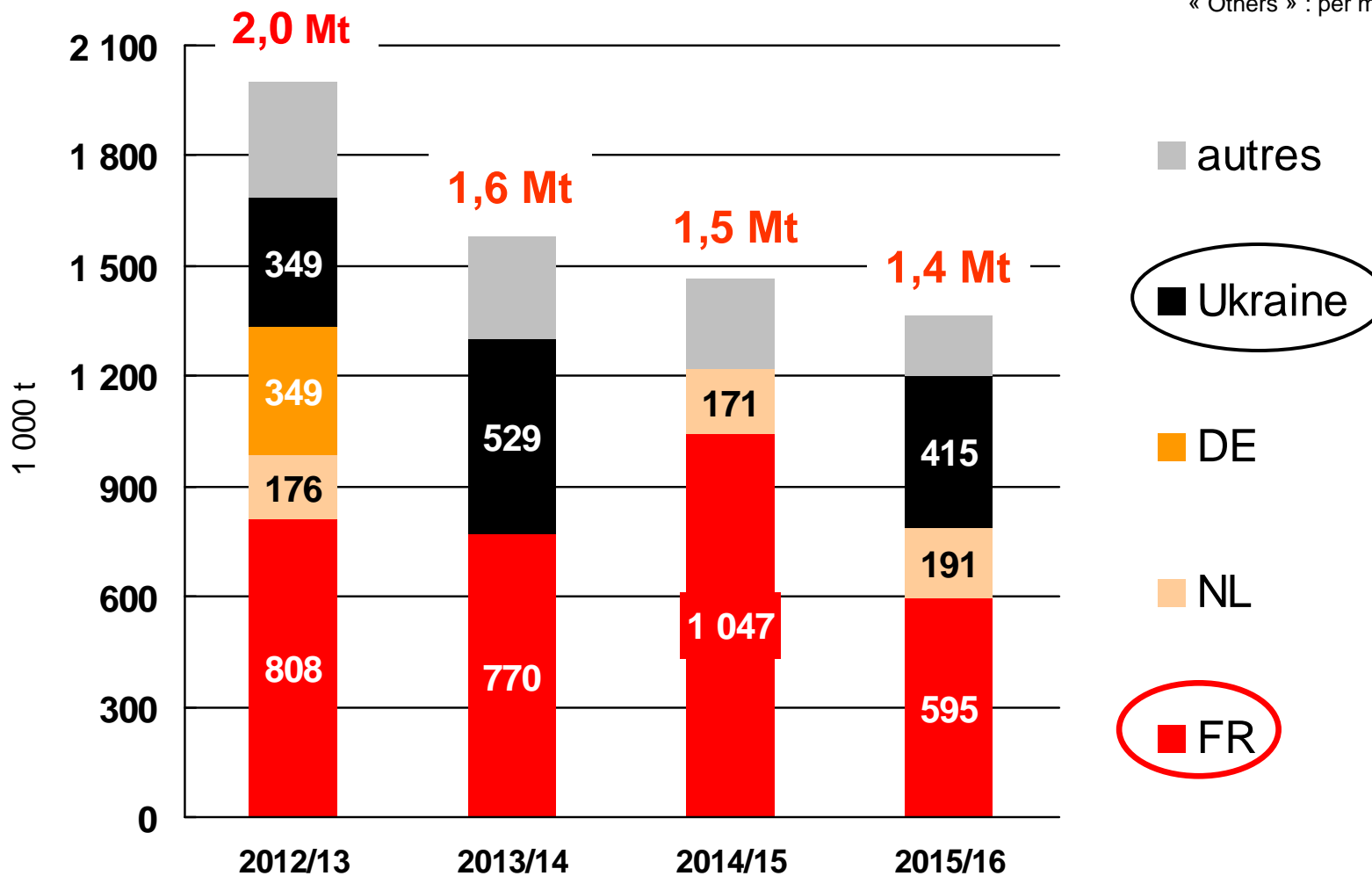
« Others » : per mktg year



MAIZE imports to BELGIUM – breakdown by origin

Import declarations - Main origins, adding up to over 80% of total imports

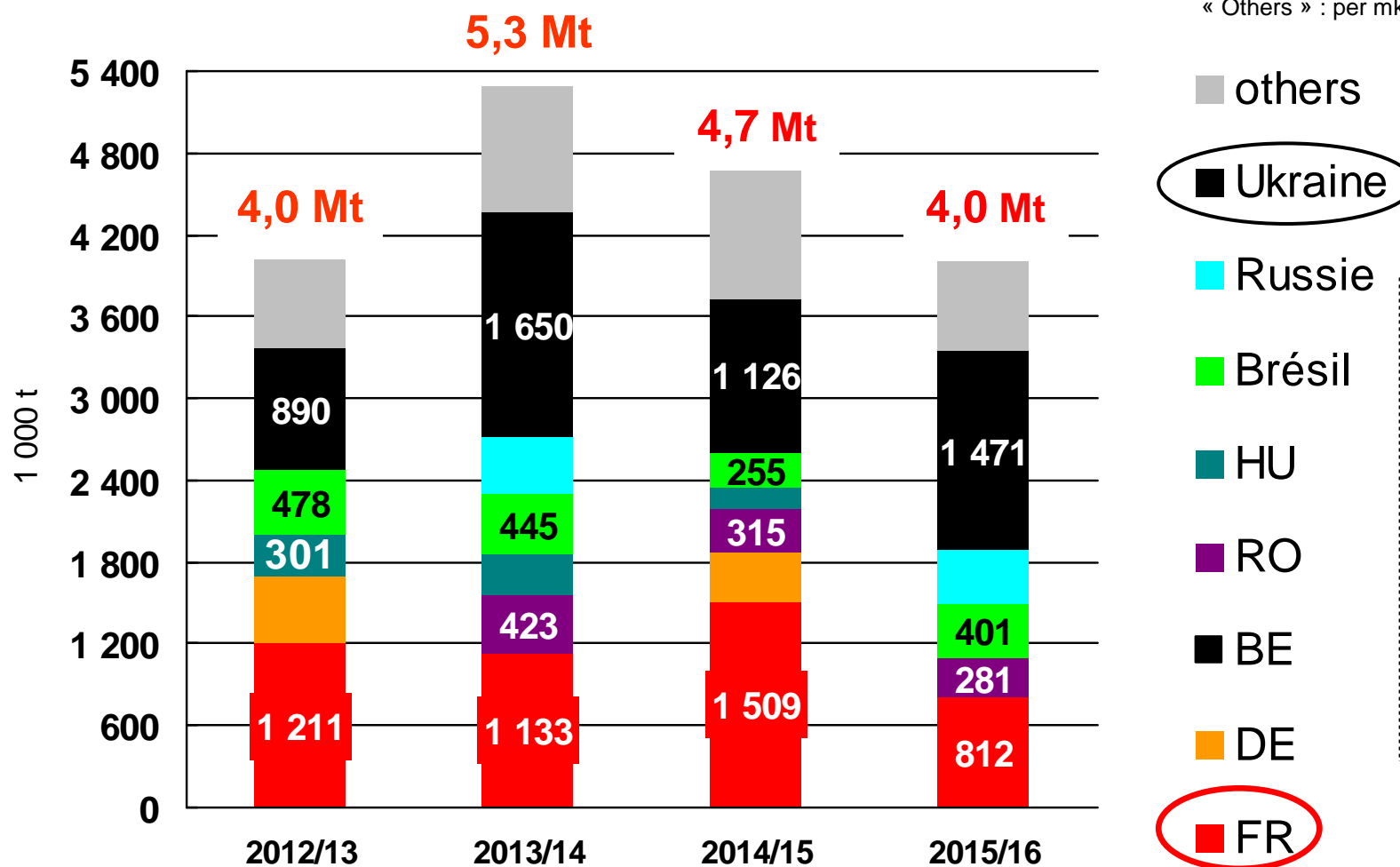
« Others » : per mktg year



MAIZE imports to the NETHERLANDS – breakdown by origin

Import declarations - Main origins, adding up to over 80% of total imports

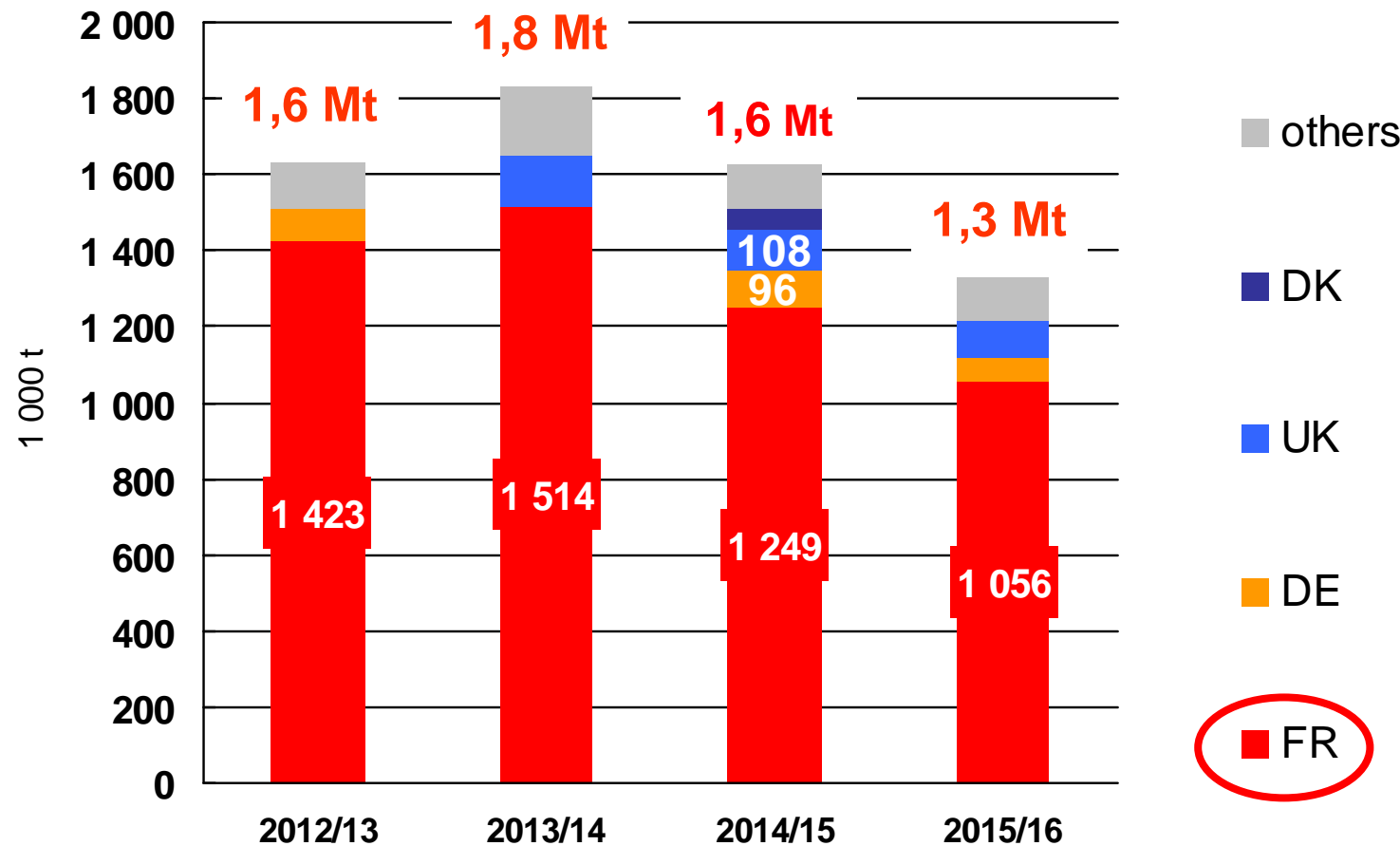
« Others » : per mktg year



BARLEY imports to BELGIUM – breakdown by origin

Import declarations - Main origins, adding up to over 90% of total imports

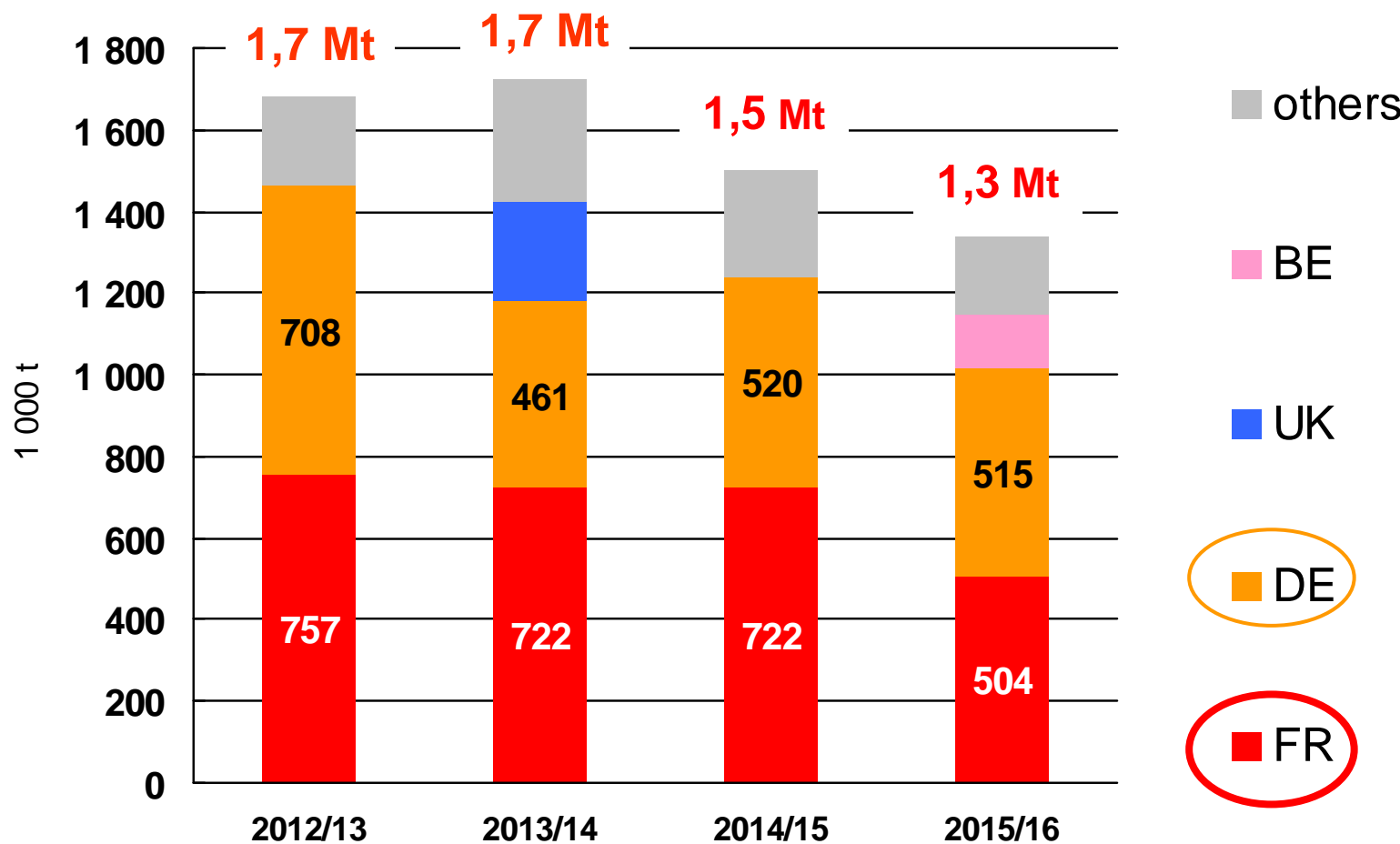
« Others » : per mktg year




BARLEY imports to the NETHERLANDS – breakdown by origin

Import declarations - Main origins, adding up to over 80% of total imports

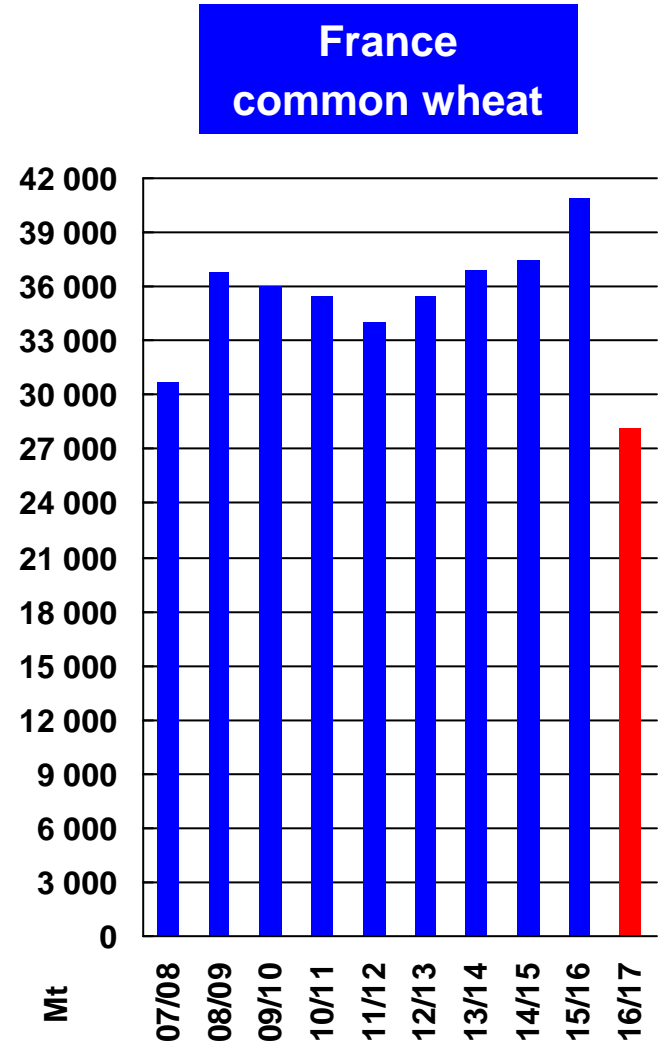
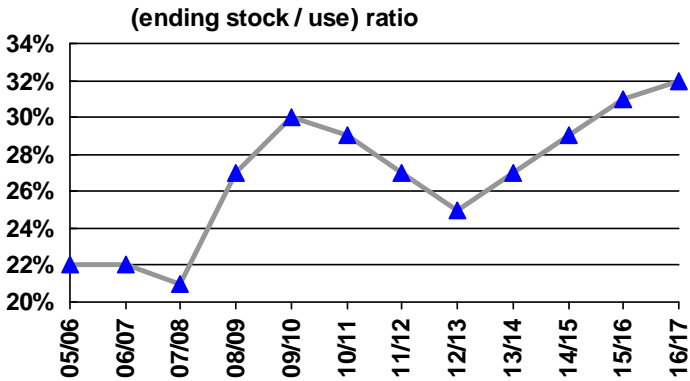
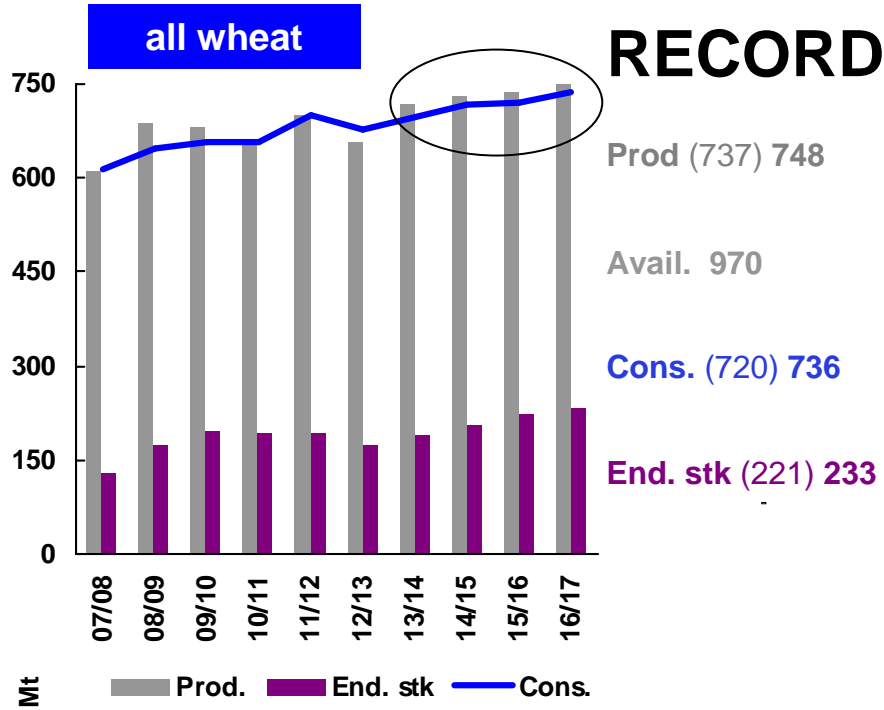
« Others » : per mktg year



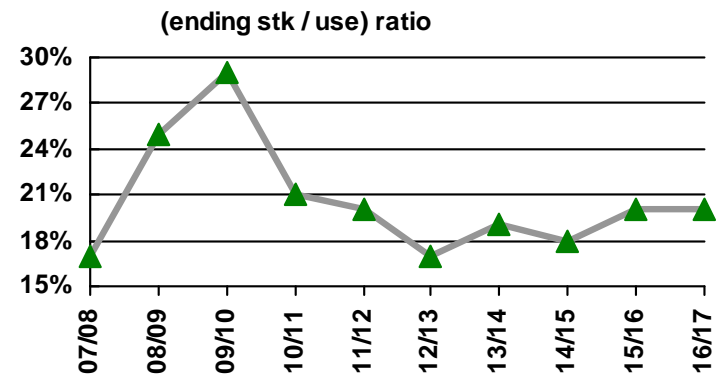
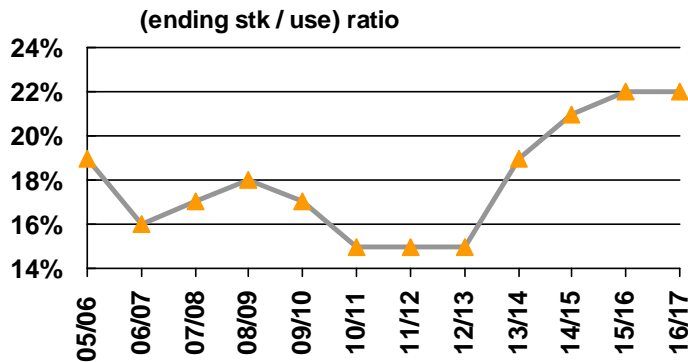
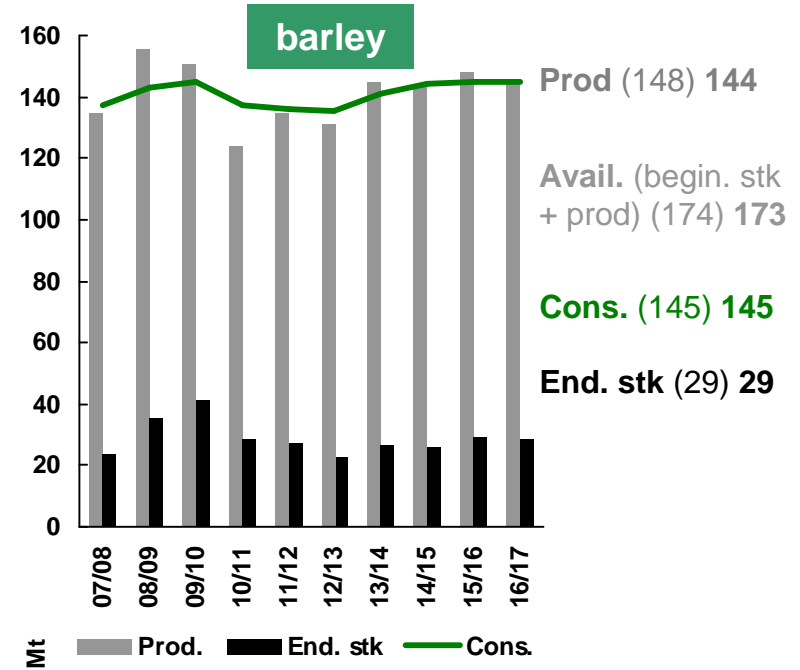
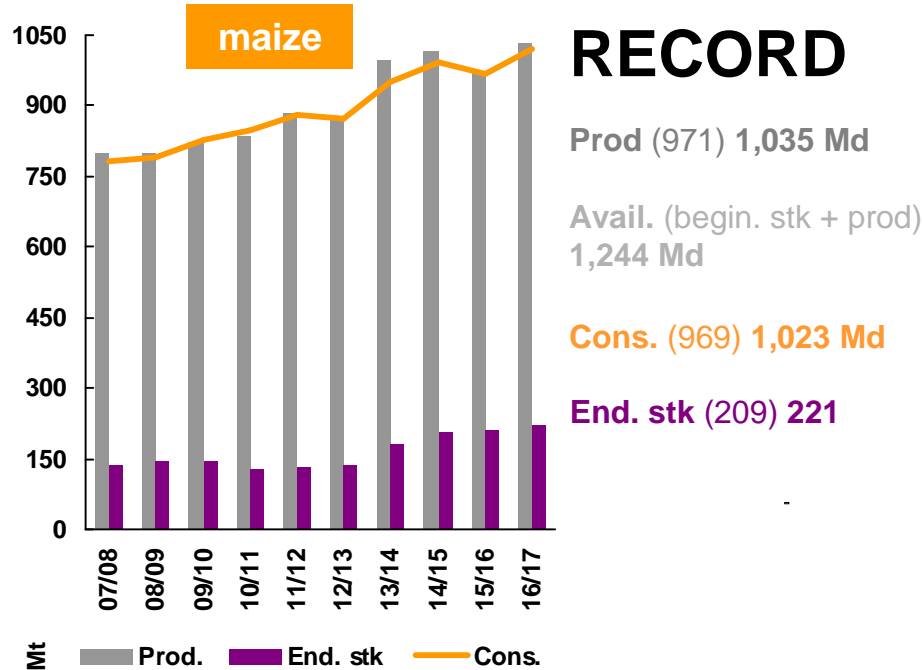


The 2016/17 marketing year
on the international market
volumes, quality, external factors

World market fundamentals: WHEAT

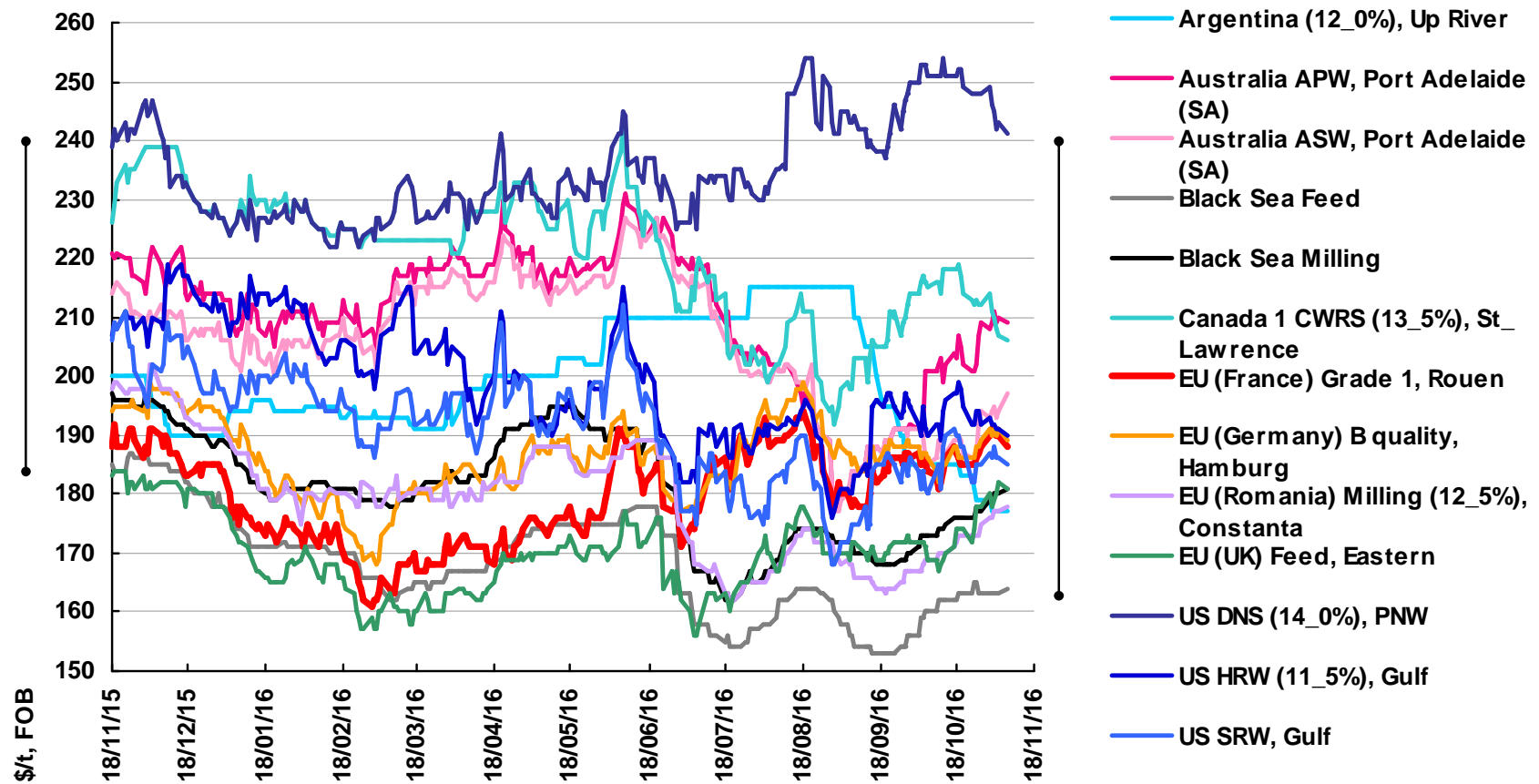


World market fundamentals: MAIZE & BARLEY



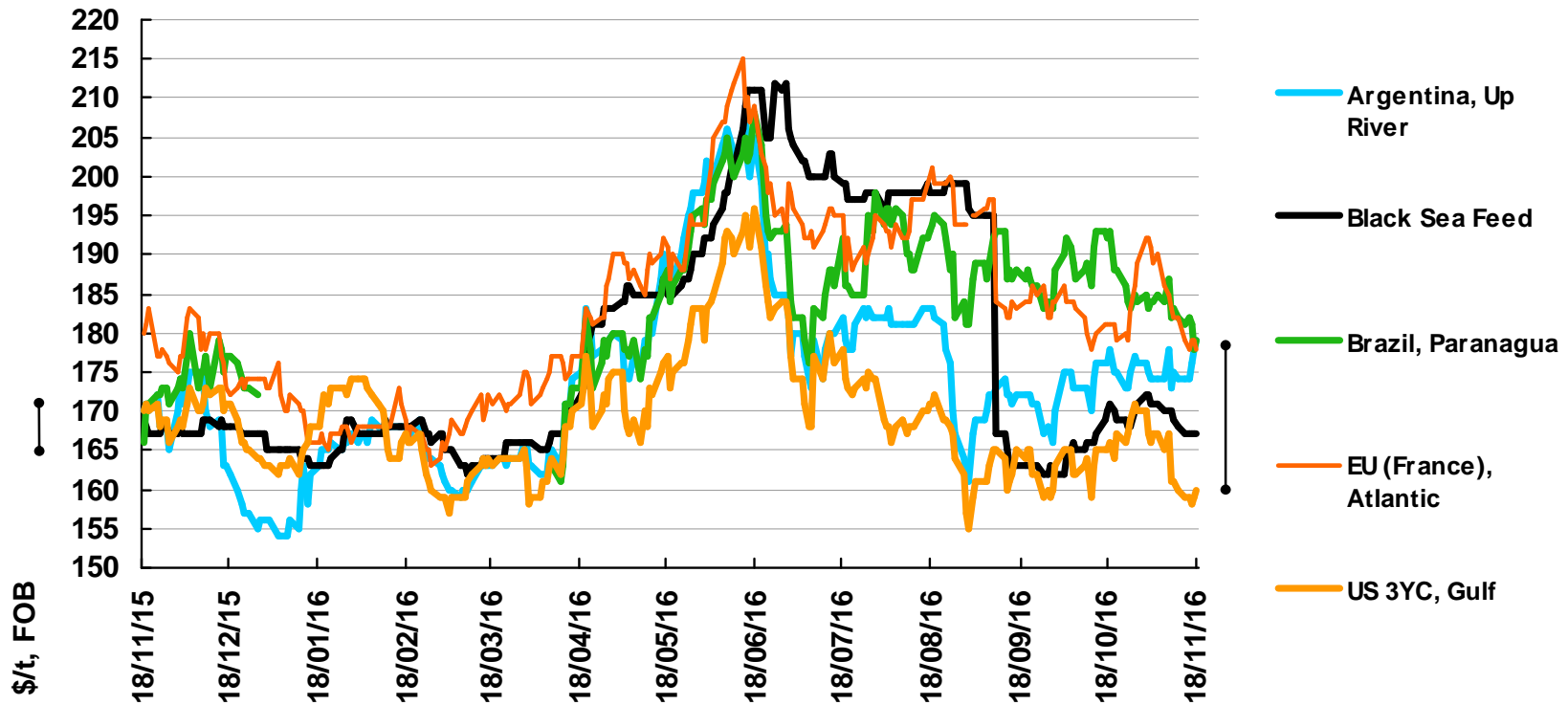
World WHEAT export prices

- ✓ Record world prod >>> from low to lower prices
- ✓ Quality concerns: widening premium for high quality
- ✓ Relative prices <<< French tight surplus >>> **FR 16/17 wheat S&D balance**



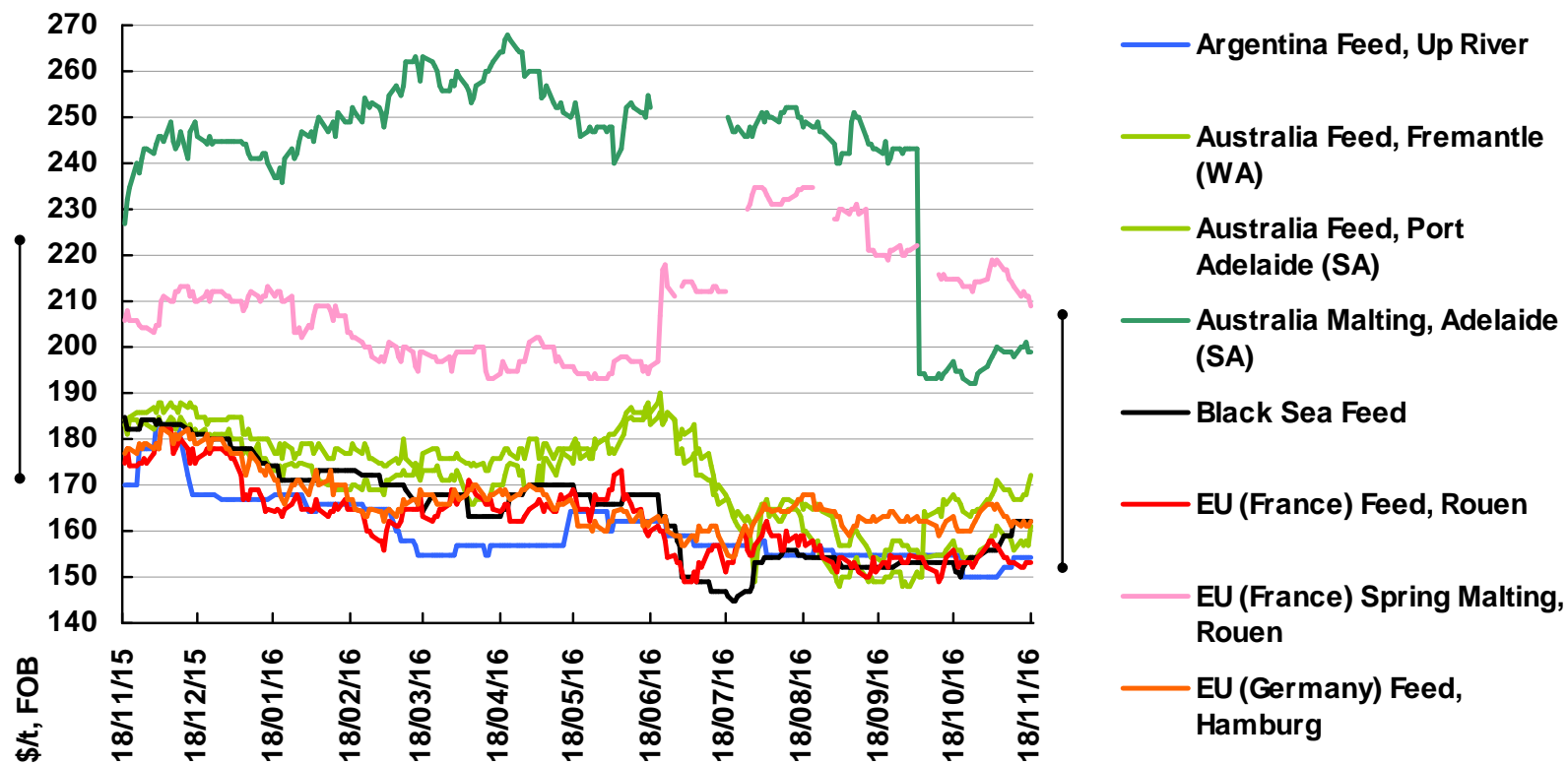
World MAIZE export prices

- ✓ Record world prod. # upward prices
- ✓ Crop calendar North hem. / South hem. & tensions in Brazil
- ✓ US competitiveness



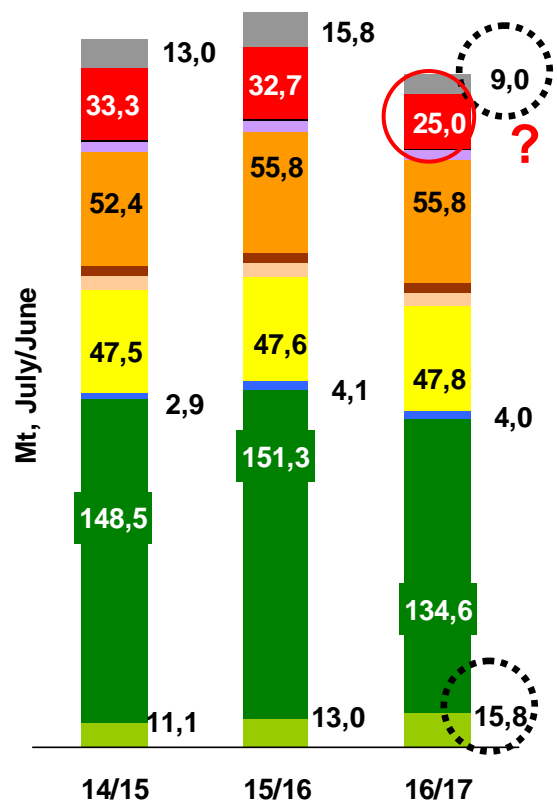
World BARLEY export prices

- ✓ World trade (- 4 Mt at 25 Mt) / Austr. export surplus
- ✓ Chinese feed barley demand <<< internal maize policy >>> **impact on FR barley S&D balance**
- ✓ Saudi state import body
- ✓ Lower proportion of malting quality

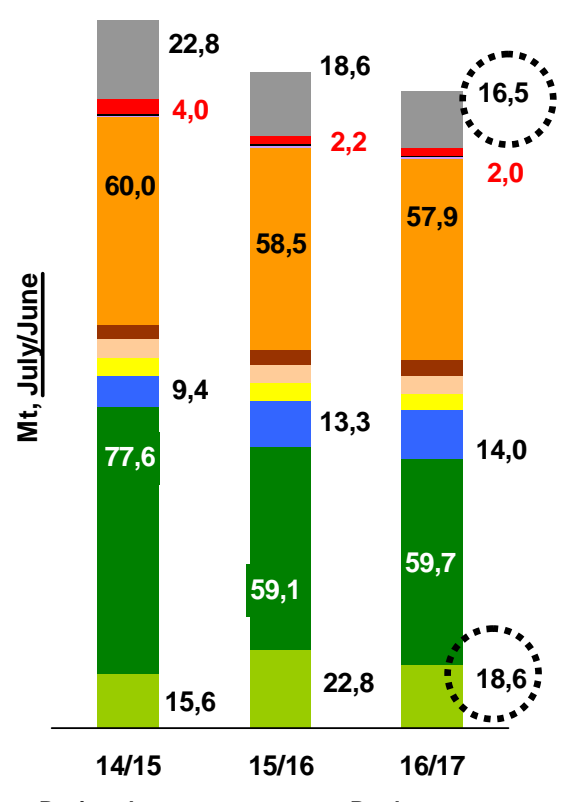


European S&D balances - 16/17 forecast

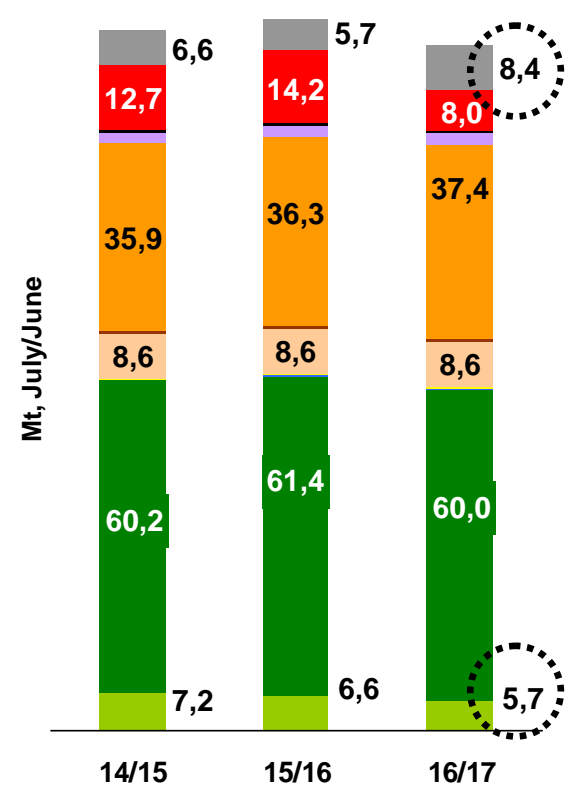
Common wheat (grains + 1st processing)



Maize (grains + 1st processing)



Barley (grains + 1st processing)



- Begin. stk
- Imp.
- Indus. use (excl. biofuels)
- Feed
- Losses
- End. stk

- Prod.
- Hum. use
- Biofuels
- Seeds
- Exp.

- Begin. stk
- Imp.
- Indus. use (excl. biofuels)
- Feed
- Losses
- End. stk

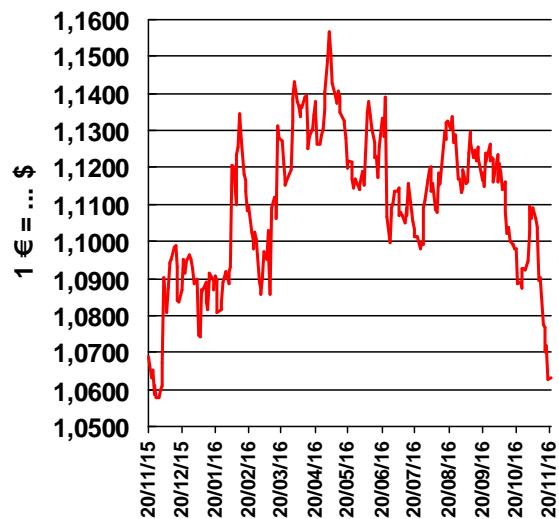
- Prod.
- Hum. use
- Biofuels
- Seeds
- Exp.

- Begin. stk
- Imp.
- Indus. use (excl. biofuels)
- Feed
- Losses
- End. stk

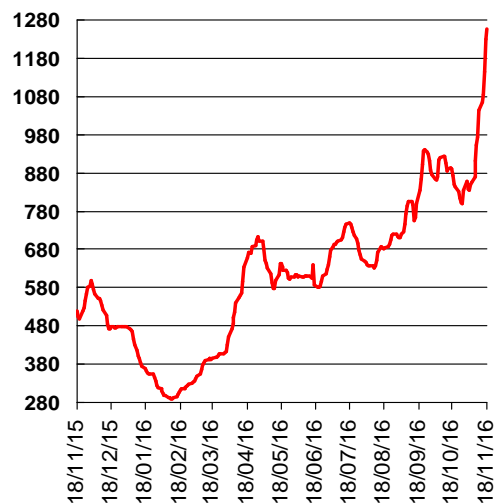
- Prod.
- Hum. use
- Biofuels
- Seeds
- Exp.

External factors

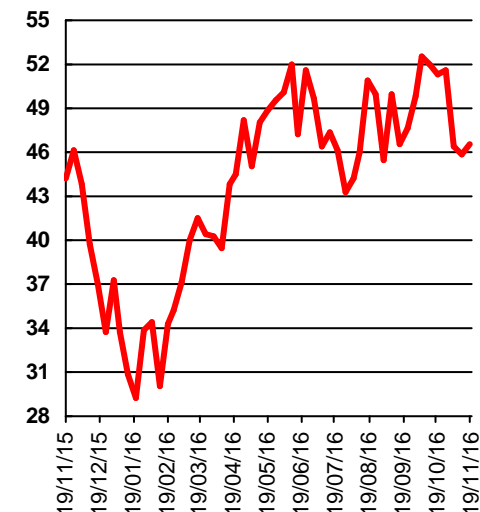
Exchange rate € / \$



Baltic Dry Index (BDI)



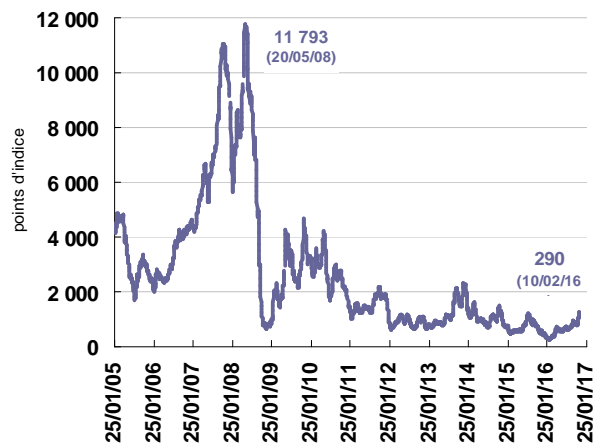
Brent price



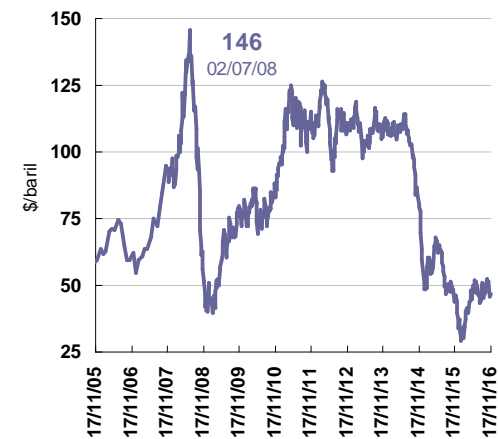
Brexit and US elections



CIF prices: more expensive



OPEC, 28/09/16 : prod. cap >>> summit on Nov 30th





The French grains S&D situation

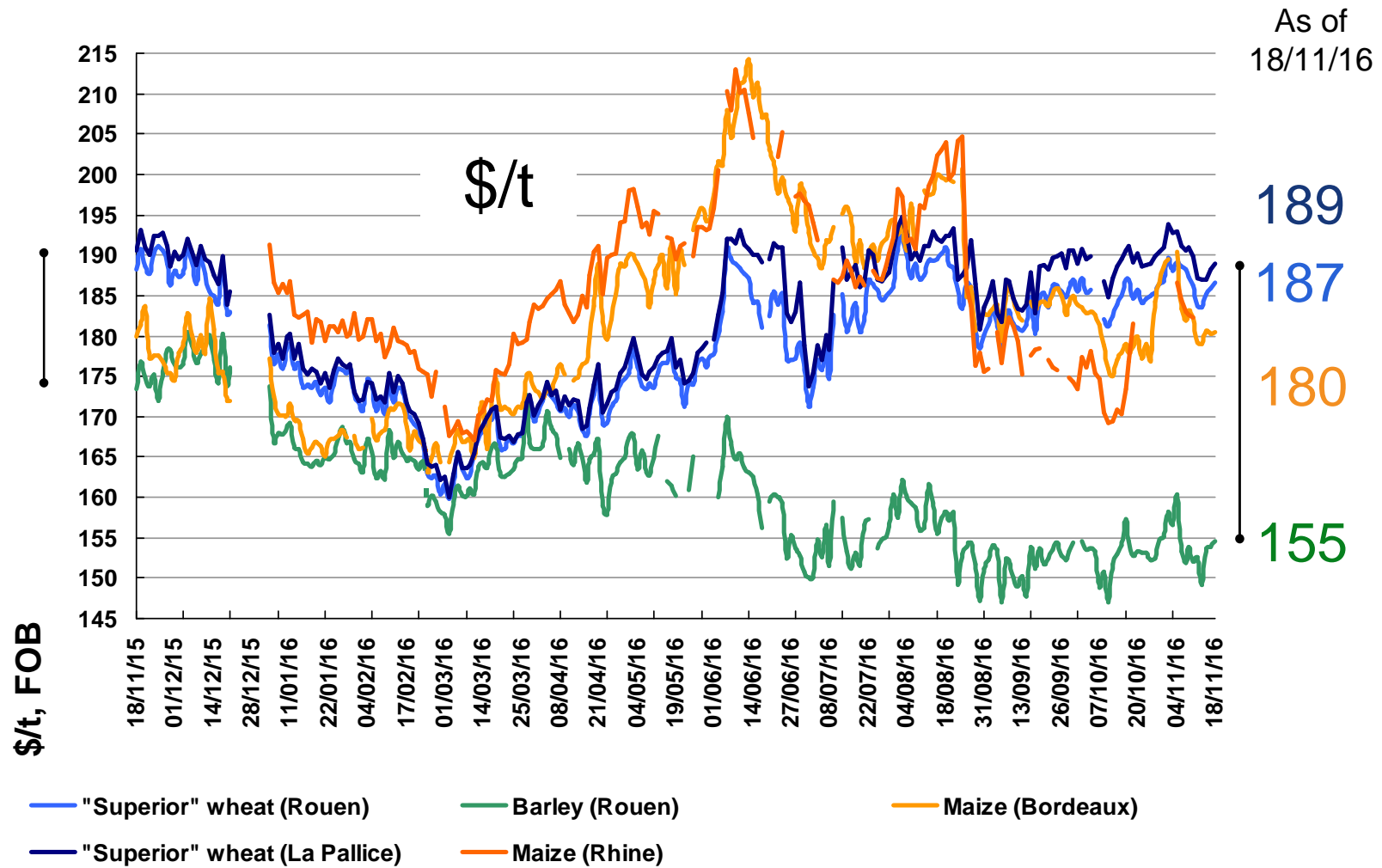


2016 French cereals PRODUCTION

*Unprecedented set of wheather conditions,
Unprecedented impact on production*

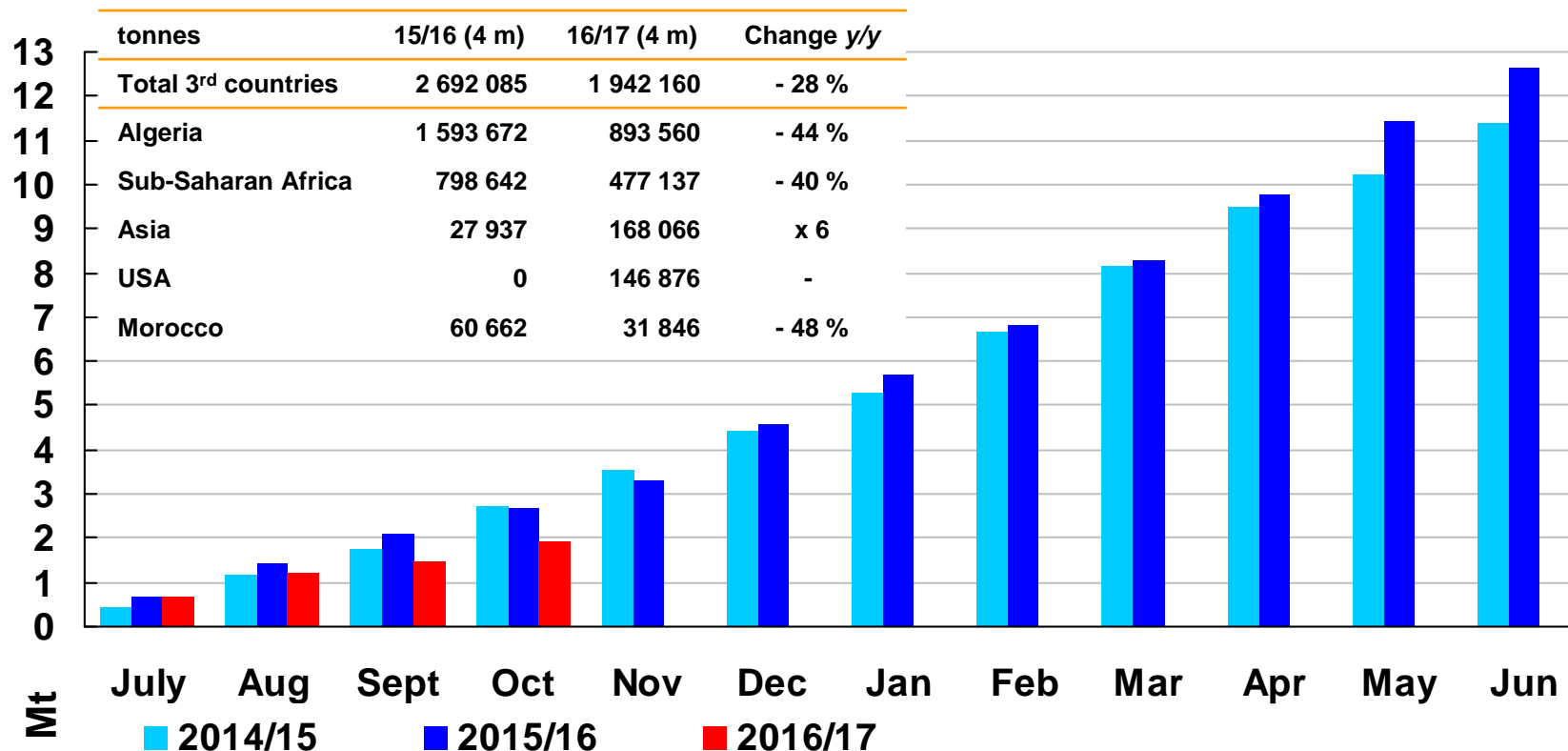
Estimates or forecasts	2015/16	2016/17	change
Common wheat	40,9 Mt	28,1 Mt	- 12,8 Mt (- 31 %)
Barley	13,0 Mt	10,0 Mt	- 3,0 Mt
Durum wheat	1,81 Mt	1,57 Mt	- 0,24 Mt
<i>subtotal</i>	<i>55,7 Mt</i>	<i>39,7 Mt</i>	
Maize (grain, fully-ripe stage)	13,1 Mt	11,8 Mt	- 1,25 Mt
Total cereals	71,9 Mt	54,1 Mt	- 17,8 Mt

French cereals: export prices



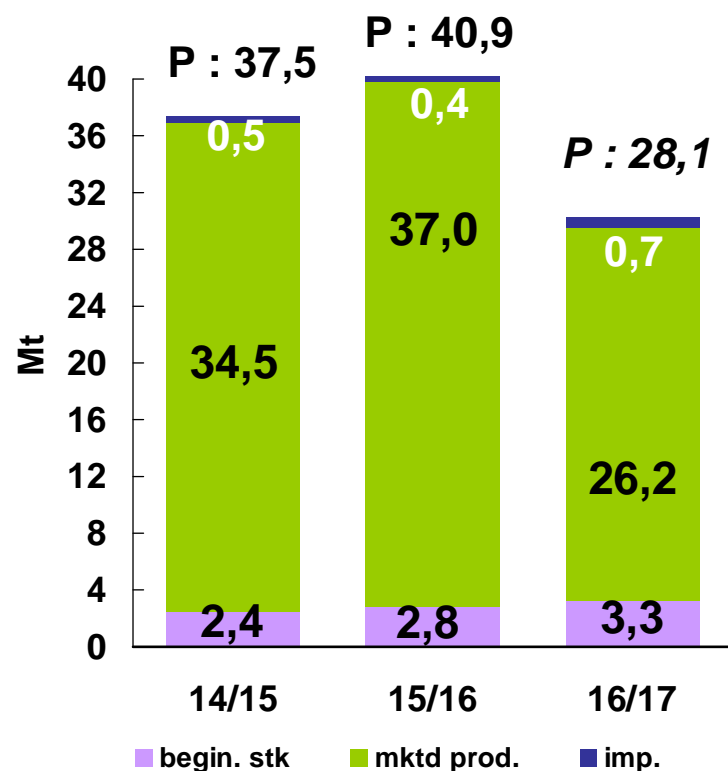
French COMMON WHEAT exports to third-countries

Cumulative 2016/17 (4 months): 1,9 Mt (- 28 % y/y)

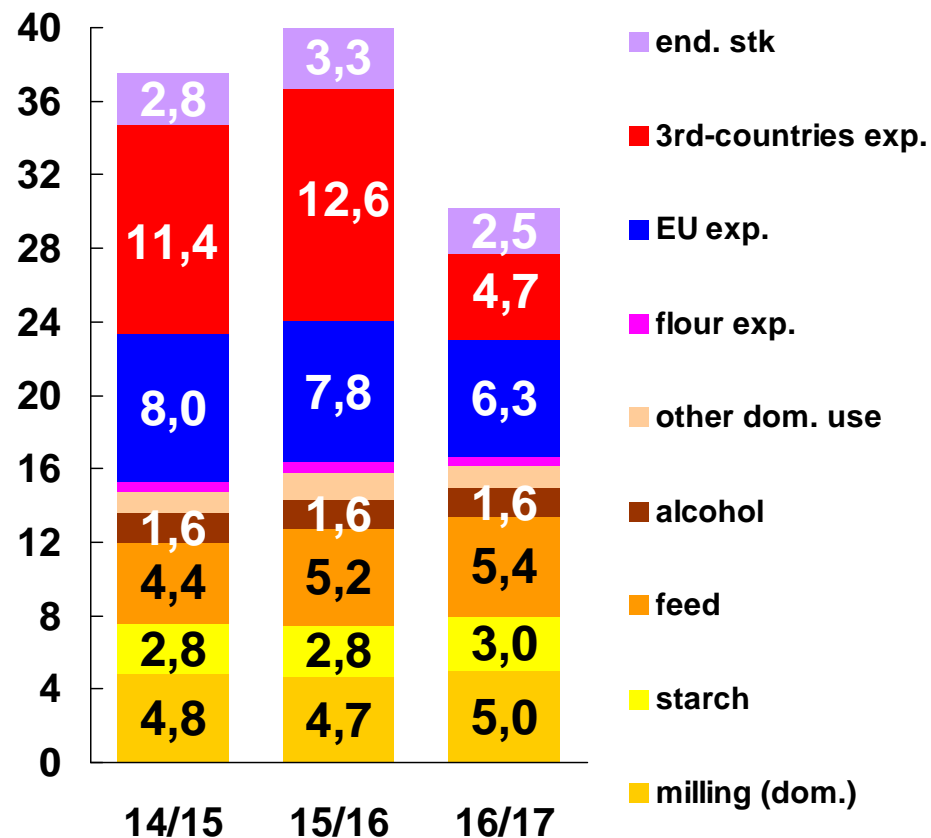


- Shipments from Oct 1 to Nov 7 (provisional) = 400 700 t (Alg, SS Afr., Norway)
- From Jul to Sept. (Customs) : non traditionnal markets (Asia, US) # none from Oct 1 to Nov 7

French COMMON WHEAT S&D balance



FR S&D: drawn up upon marketed prod

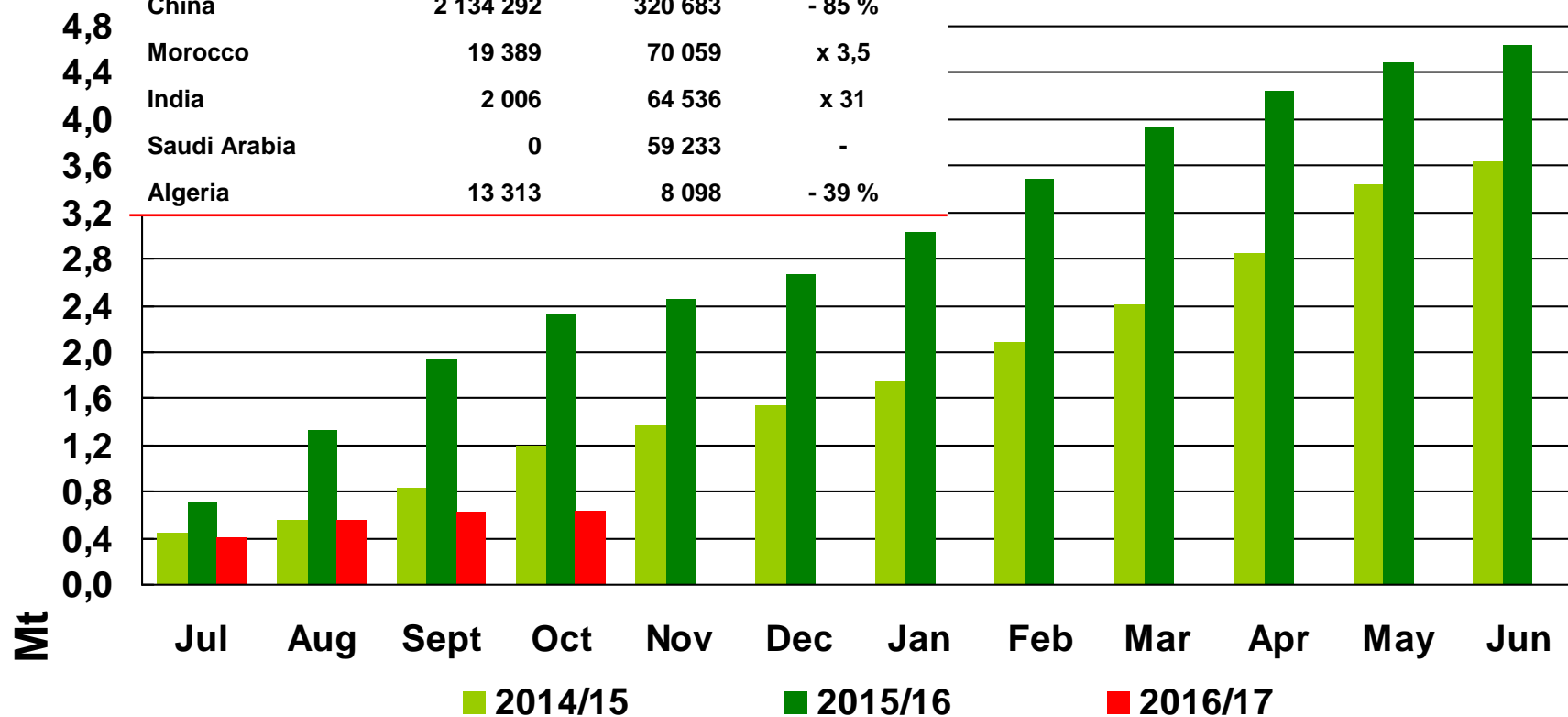


- the 15/16 record, the 16/17 incident
- beginning stock > prev. year
- domestic mkt & intra-EU exports
- lower competitiveness to 3rd-countries

French BARLEY exports to third-countries

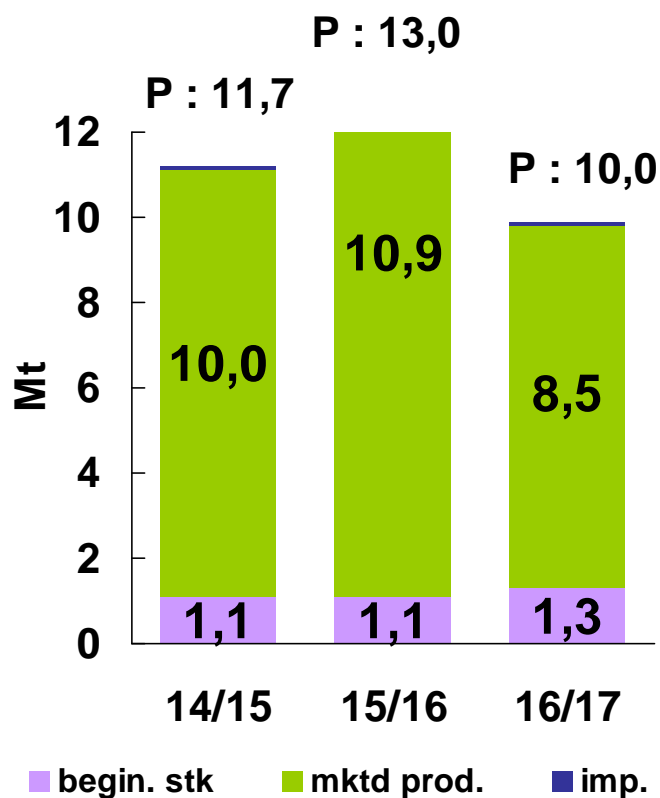
Cumulative 2016/17 (4 months): 0,6 Mt (-73% y/y)

tonnes	15/16 (4 m)	16/17 (4 m)	Change y/y
Total 3rd countries	2 330 240	631 298	- 73 %
China	2 134 292	320 683	- 85 %
Morocco	19 389	70 059	x 3,5
India	2 006	64 536	x 31
Saudi Arabia	0	59 233	-
Algeria	13 313	8 098	- 39 %

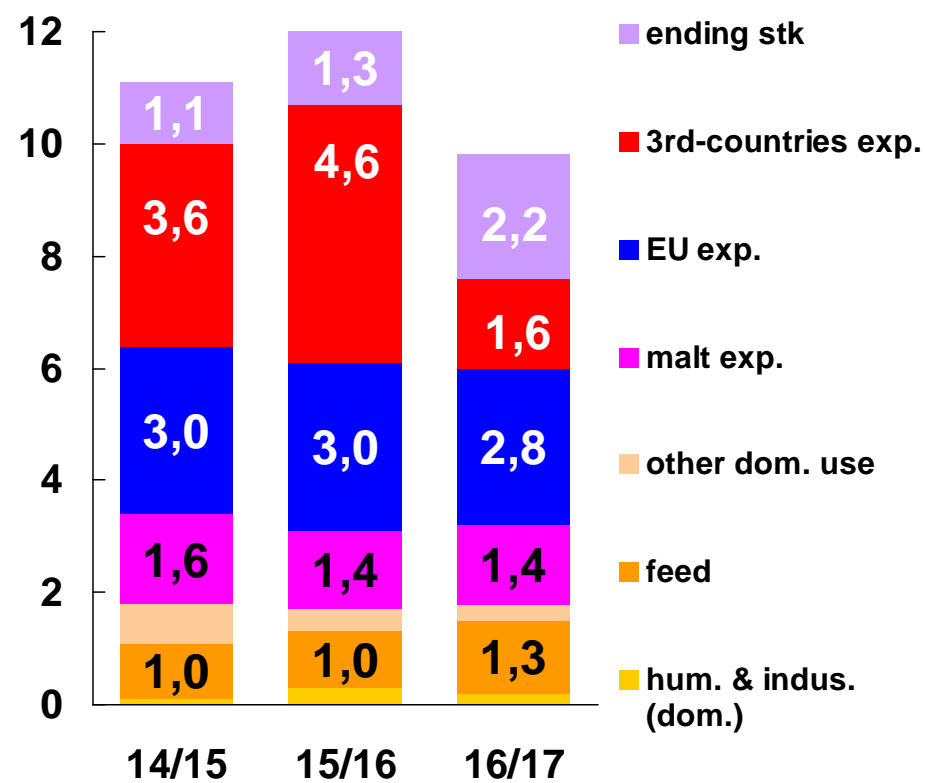


- Shipments from Oct 1 to Nov 7 (provisional) = 6 500 t (Morocco)
- Sept. 2016 (Customs) : none to China

French BARLEY S&D balance

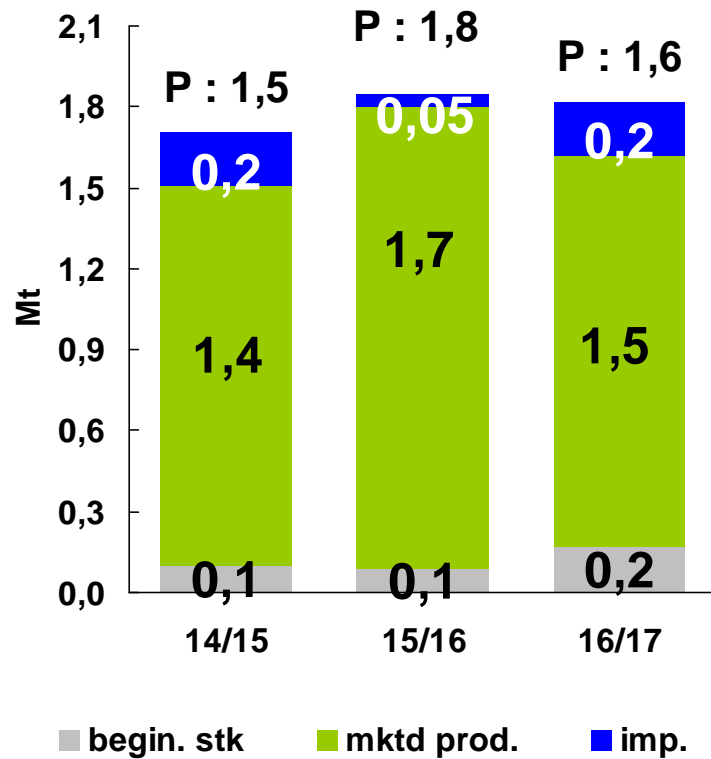


FR S&D: drawn up upon marketed prod

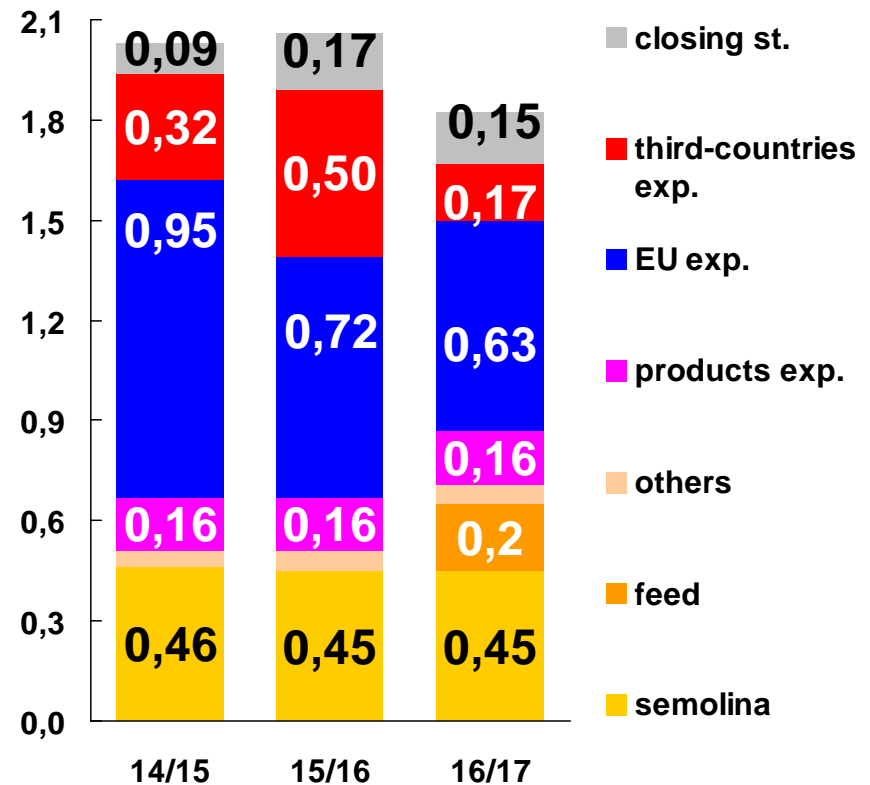


- better priced in compound feed
- Chinese feed demand: (14/15 & 15/16) VS 16/17
- intra-EU exports: almost unaffected
- potential +

French DURUM WHEAT S&D balance



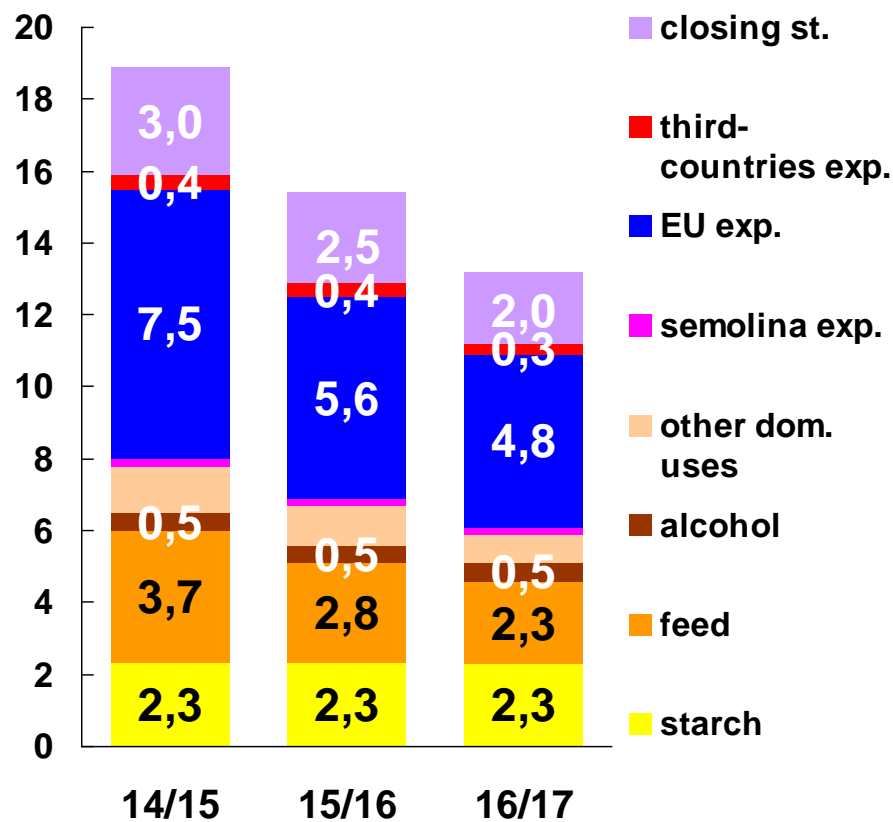
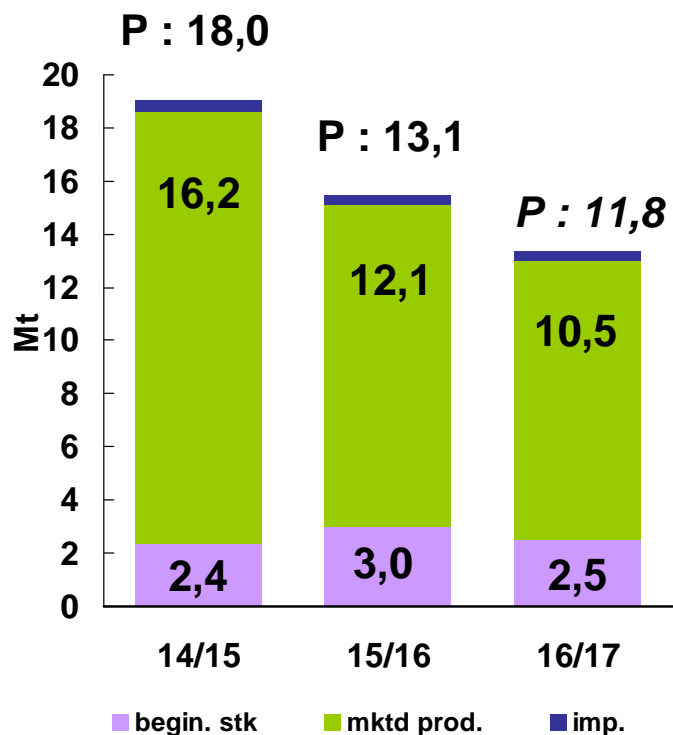
FR S&D: drawn up upon marketed prod



- durum wheat use in compound feed is expected
- exports in line with available quantities
- concerns over Canadian quality
- « durum wheat recovery plan »: continuing the effort

French MAIZE S&D balance

🔔 FR S&D: drawn up upon marketed prod

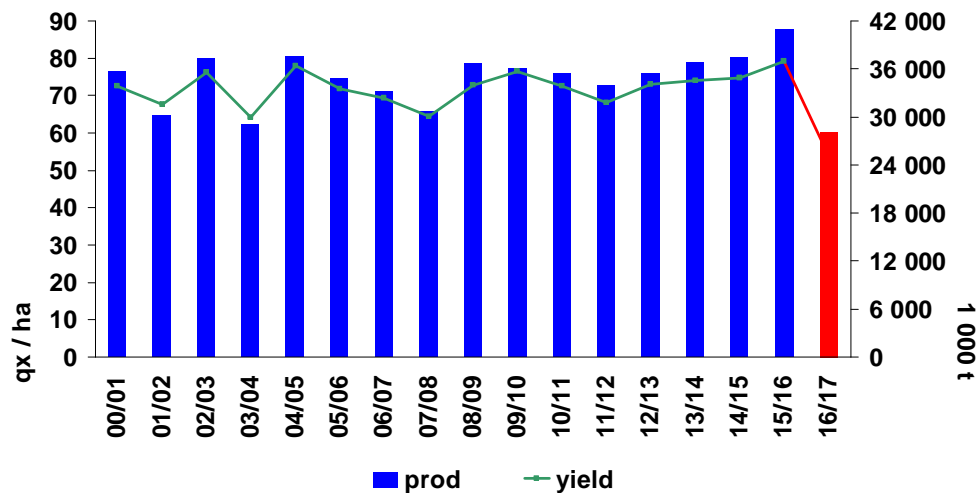


- grain, fully-ripe stage maize only
- production forecast
- lower competitiveness in compound feed
- EU exports: as much as available



French grains harvest: the 2016 incident

French 2016 harvest: a yield story



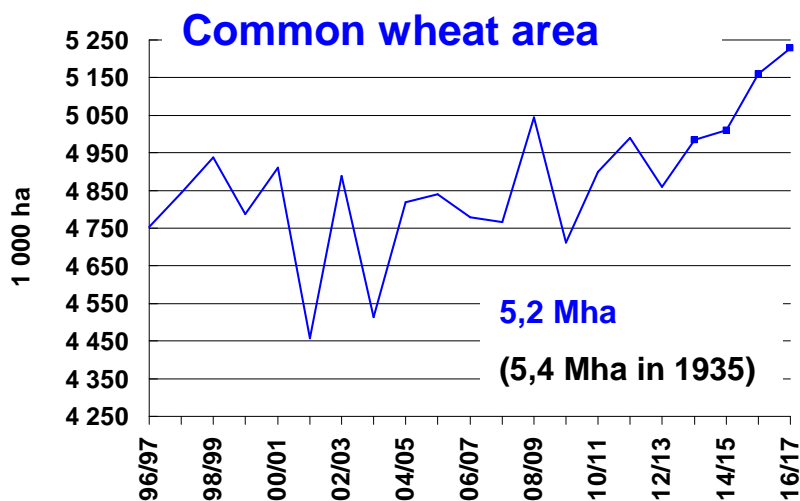
Common wheat

Production

40,9 Mt (2015) >>> 28,1 Mt (2016)

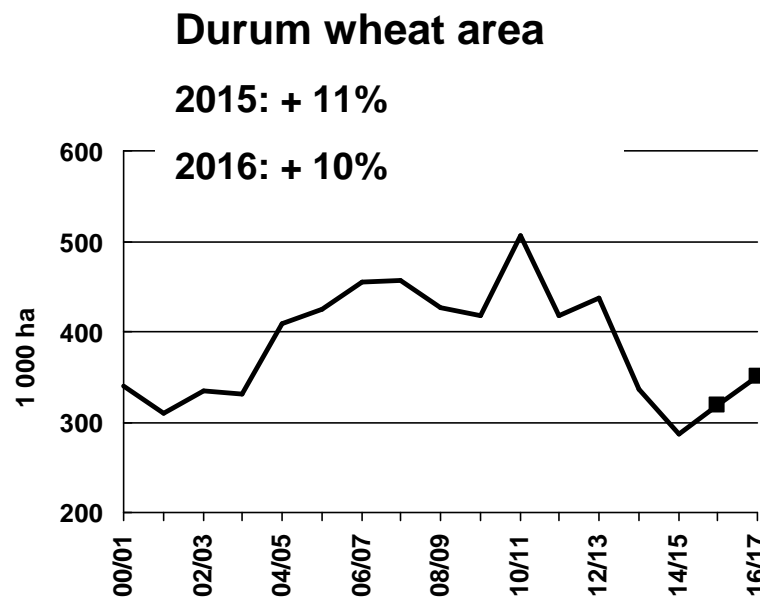
Yield

7,9 t/ha (2015) >>> 5,4 t/ha (2016)



Common wheat area

5,2 Mha
(5,4 Mha in 1935)

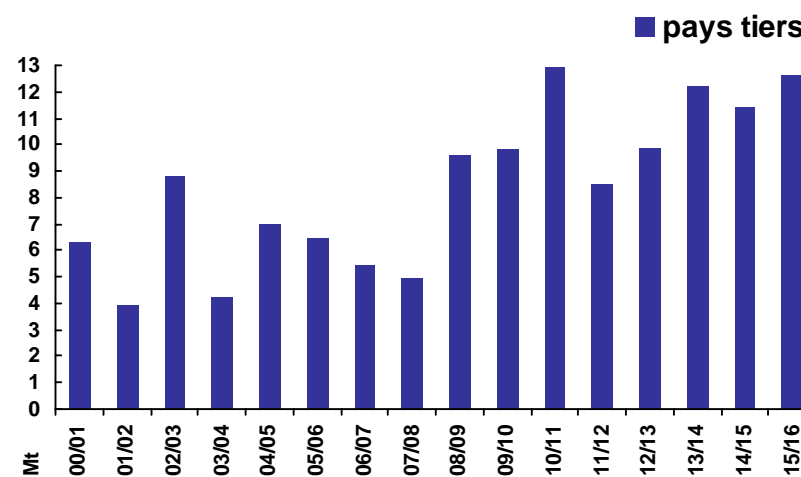
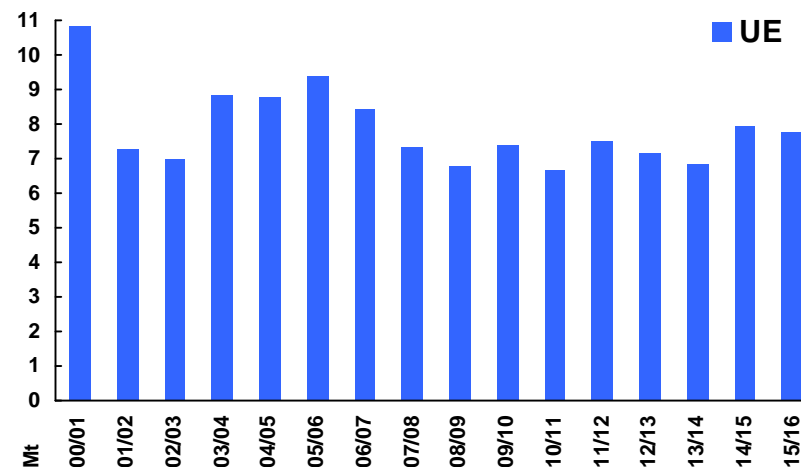
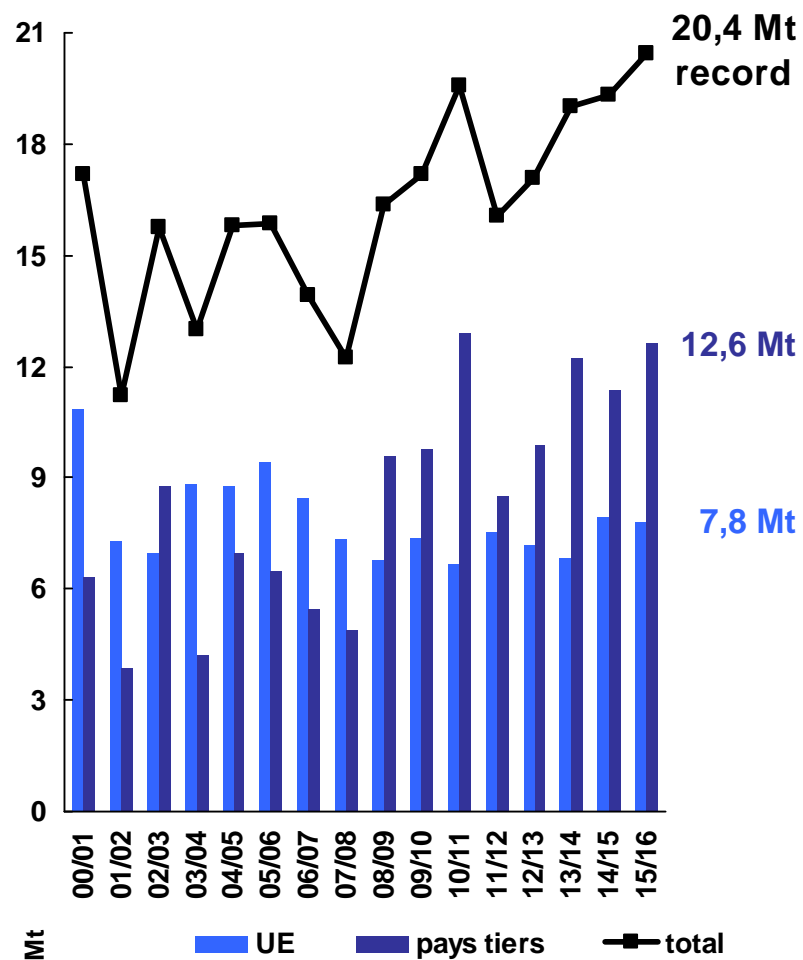


Durum wheat area

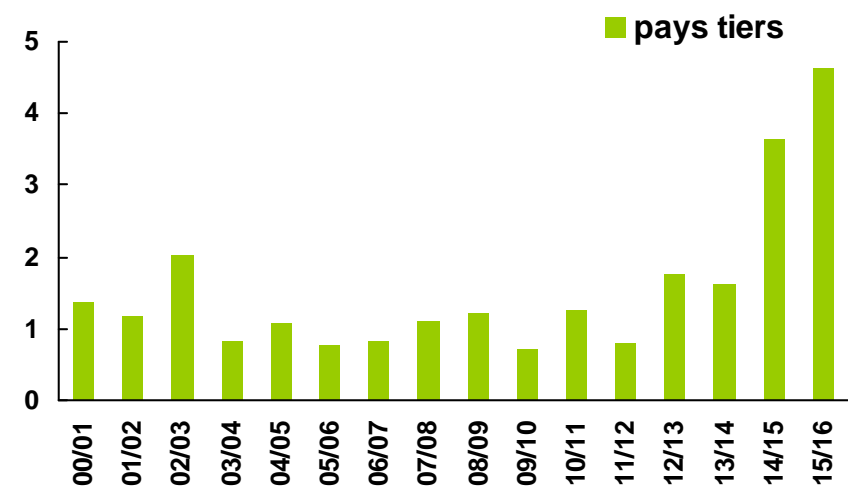
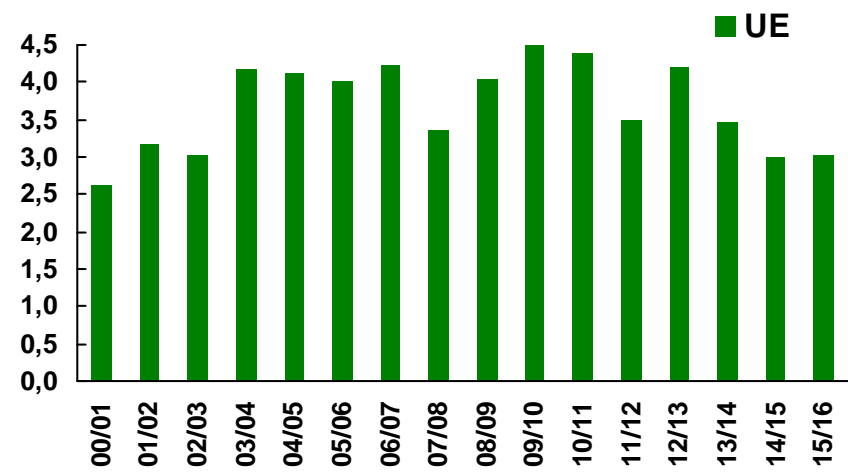
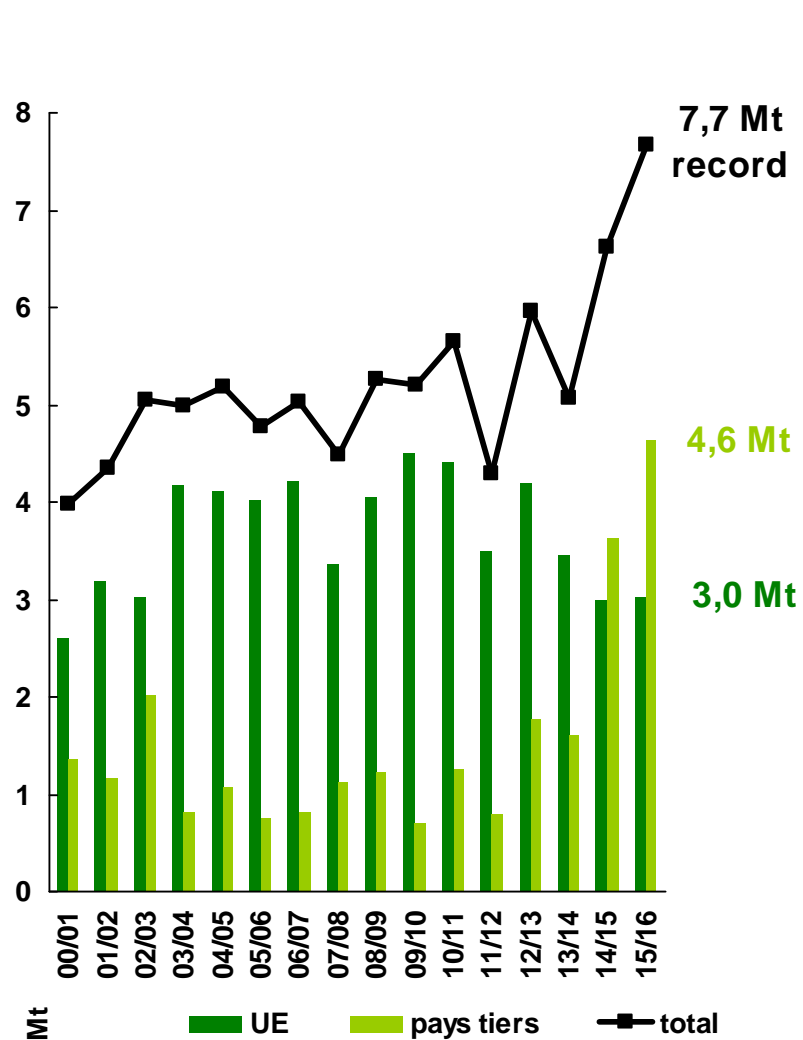
2015: + 11%

2016: + 10%

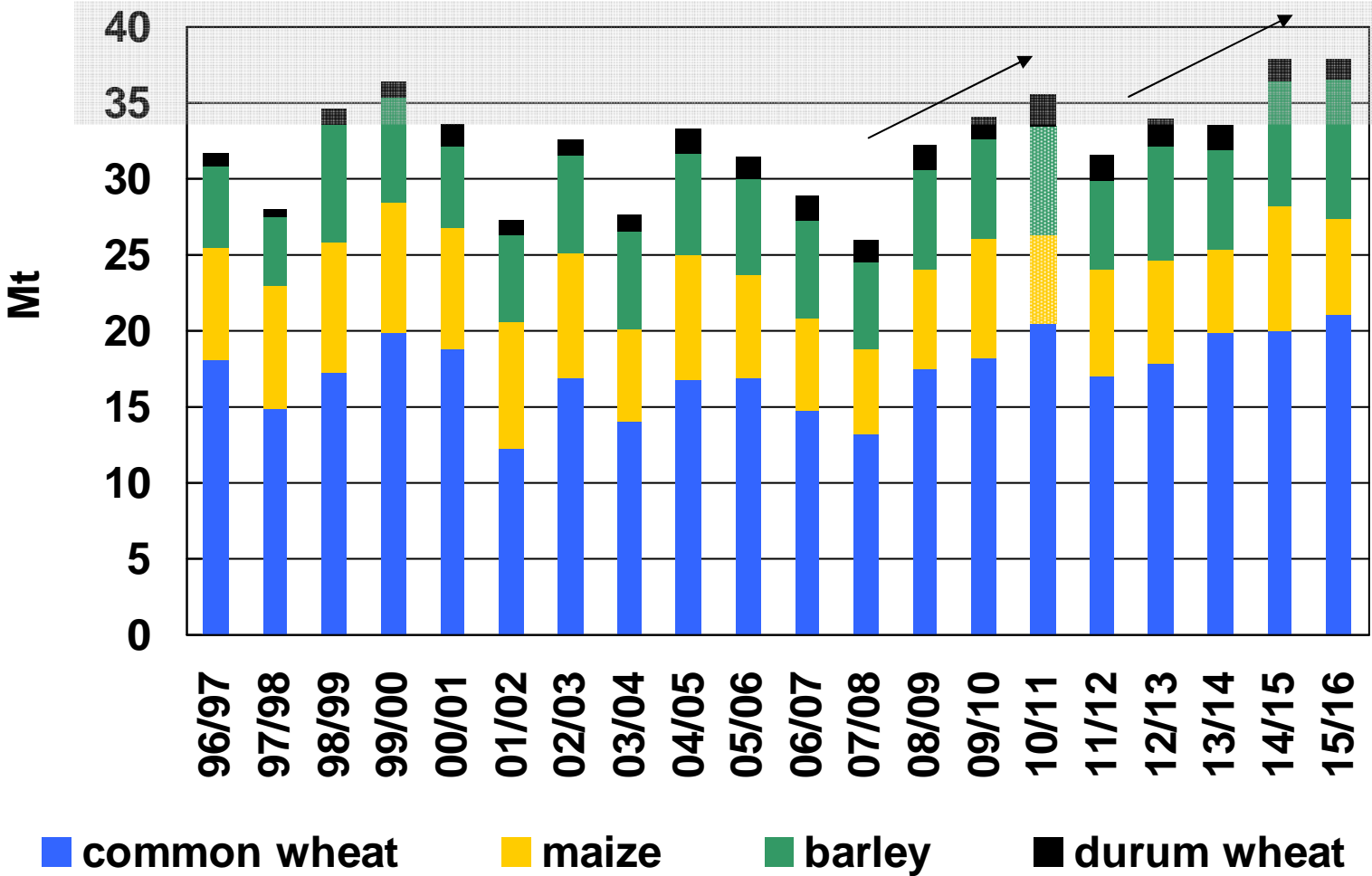
French COMMON WHEAT exports – sustained demand



French BARLEY exports – ability to adjust



French cereals exports (grains & 1st processing)

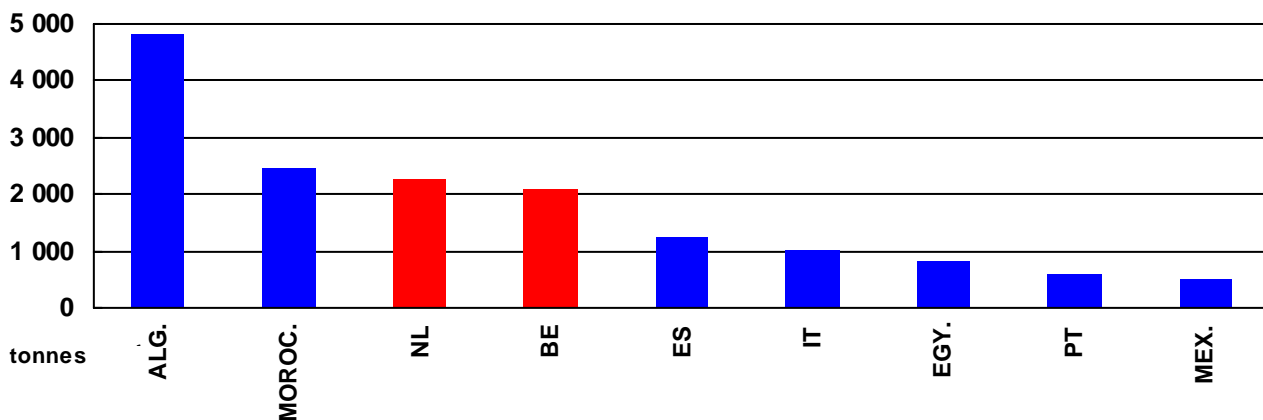




France / Belgium & the Netherlands:

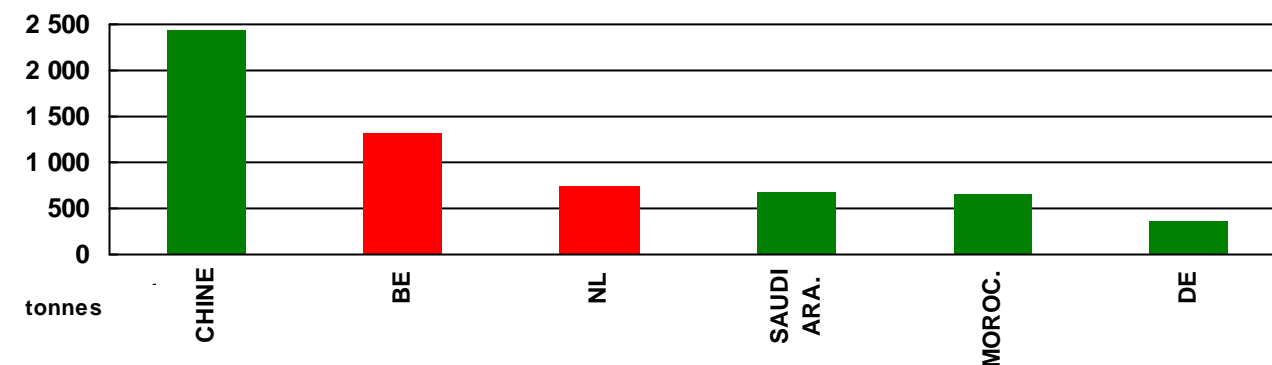
Interdependent markets

The importance of Northern European markets for French cereals

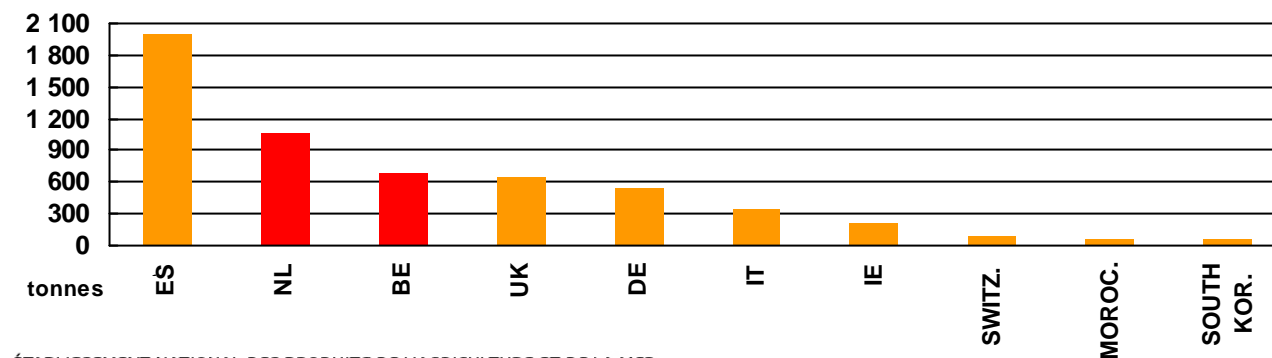


2015/16
all countries

**Main FR common
wheat markets**



**Main FR barley
markets**



**Main FR maize
markets**

French maize: crop progress

Harvest is almost completed



Maïs grain - récolte - France
% de surface - récolte 2016

	semaine se terminant le		
	14 novembre 2016	7 novembre 2016	14 novembre 2015
	%	%	%
Auvergne-Rhône-Alpes - Rhône-Alpes	88	82	97
Bourgogne-Franche-Comté	91	82	98
Bretagne	98	91	75
Centre-Val de Loire	94	89	98
Grand-Est - Alsace	94	86	100
Grand-Est - Champagne-Ardenne	100	100	100
Ile-de-France	98	95	100
Nouvelle-Aquitaine - Aquitaine	96	91	98
Nouvelle-Aquitaine - Poitou-Charentes	95	89	97
Occitanie - Midi-Pyrénées	94	91	98
Pays-de-la-Loire	96	91	95
moyenne France	95	89	95
<i>nombre de régions prises en compte</i>	<i>11 (1)</i>	<i>11 (2)</i>	<i>11 (3)</i>

FranceAgriMer - CéréObs - tous droits réservés - reproduction interdite sans mention de la source

- (1) : ces 11 régions représentent 89 % de la moyenne nationale des surfaces de maïs grain
- (2) : ces 11 régions représentent 89 % de la moyenne nationale des surfaces de maïs grain
- (3) : ces 11 régions représentent 89 % de la moyenne nationale des surfaces de maïs grain



New adm. regions

Weekly update

<https://cereobs.franceagri.fr>

French wheat and barley: crop progress



Blé tendre - semis - France
% de surface - récolte 2017

	semaine se terminant le		
	14 novembre 2016	7 novembre 2016	14 novembre 2015
	%	%	%
Auvergne-Rhône-Alpes - Rhône-Alpes	93	88	99
Bourgogne-Franche-Comté	ε		
Bretagne	ε		
Centre-Val de Loire	ε		
Grand-Est - Alsace	ε		
Grand-Est - Champagne-Ardenne	11		
Grand-Est - Lorraine	11		
Hauts-de-France	ε		
Ile-de-France	ε		
Normandie	ε		
Nouvelle-Aquitaine - Aquitaine	ε		
Nouvelle-Aquitaine - Poitou-Charentes	ε		
Occitanie - Midi-Pyrénées	ε		
Pays-de-la-Loire	ε		
Provence-Alpes-Côte d'Azur	ε		
moyenne France	9		
nombre de régions prises en compte	15		

FranceAgriMer - CéréObs - tous droits réservés - reproduction interdite

- (1) : ces 15 régions représentent 97 % de la moyenne
- (2) : ces 15 régions représentent 97 % de la moyenne
- (3) : ces 15 régions représentent 97 % de la moyenne

Seeding has just been completed

Blé tendre - levée - France
% de surface - récolte 2017

	semaine se terminant le		
	14 novembre 2016	7 novembre 2016	14 novembre 2015
	%	%	%
Auvergne-Rhône-Alpes - Rhône-Alpes	63	47	90
Bourgogne-Franche-Comté	95	87	98
Bretagne	22		
Centre-Val de Loire	81		
Grand-Est - Alsace	56		
Grand-Est - Champagne-Ardenne	99		
Grand-Est - Lorraine	99		
Hauts-de-France	77		
Ile-de-France	81		
Normandie	74		
Nouvelle-Aquitaine - Aquitaine	67		
Nouvelle-Aquitaine - Poitou-Charentes	22		
Occitanie - Midi-Pyrénées	62		
Pays-de-la-Loire	90		
Provence-Alpes-Côte d'Azur	59		
moyenne France	73		
nombre de régions prises en compte	15		

	semaine se terminant le		
	14 novembre 2016	7 novembre 2016	14 novembre 2015
	%	%	%
Auvergne-Rhône-Alpes - Rhône-Alpes	0	0	8
Bourgogne-Franche-Comté	14	6	38
Bretagne	0	0	1
Centre-Val de Loire	3	3	25
Grand-Est - Alsace	0	0	2
Grand-Est - Champagne-Ardenne	10	8	31
Grand-Est - Lorraine	20	13	70
Hauts-de-France	15	7	24
Ile-de-France	9	6	33
Normandie	8	5	36
Nouvelle-Aquitaine - Aquitaine	0	0	0
Nouvelle-Aquitaine - Poitou-Charentes	0	0	2
Occitanie - Midi-Pyrénées	0	0	0
Pays-de-la-Loire	0	0	15
Provence-Alpes-Côte d'Azur	6	0	15
moyenne France	7	4	23
nombre de régions prises en compte	15 (1)	15 (2)	15 (3)

FranceAgriMer - CéréObs - tous droits réservés - reproduction interdite

- (1) : ces 15 régions représentent 97 % de la moyenne nationale des surfaces de blé tendre
- (2) : ces 15 régions représentent 97 % de la moyenne nationale des surfaces de blé tendre
- (3) : ces 15 régions représentent 97 % de la moyenne nationale des surfaces de blé tendre

Weekly update

<https://cereobs.franceagrimer.fr>

FranceAgriMer

MORE INFORMATION *on our website*

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CROP CONDITIONS

<https://cereobs.franceagrimer.fr>

STATISTICAL DATA

<https://visionet.franceagrimer.fr>

