

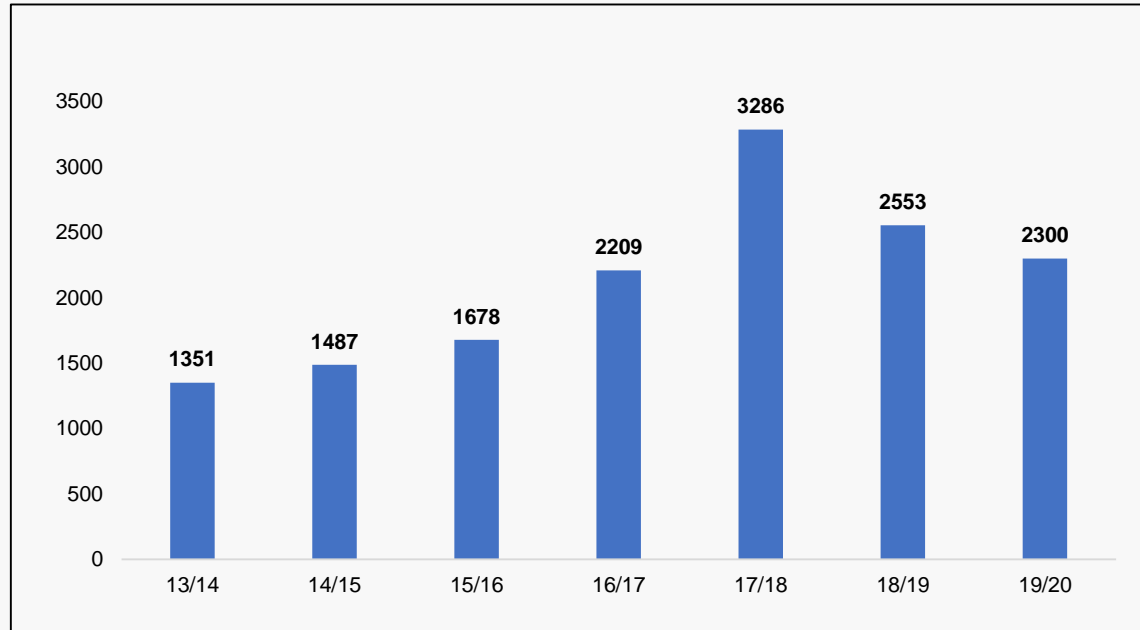
Black Sea Pulses



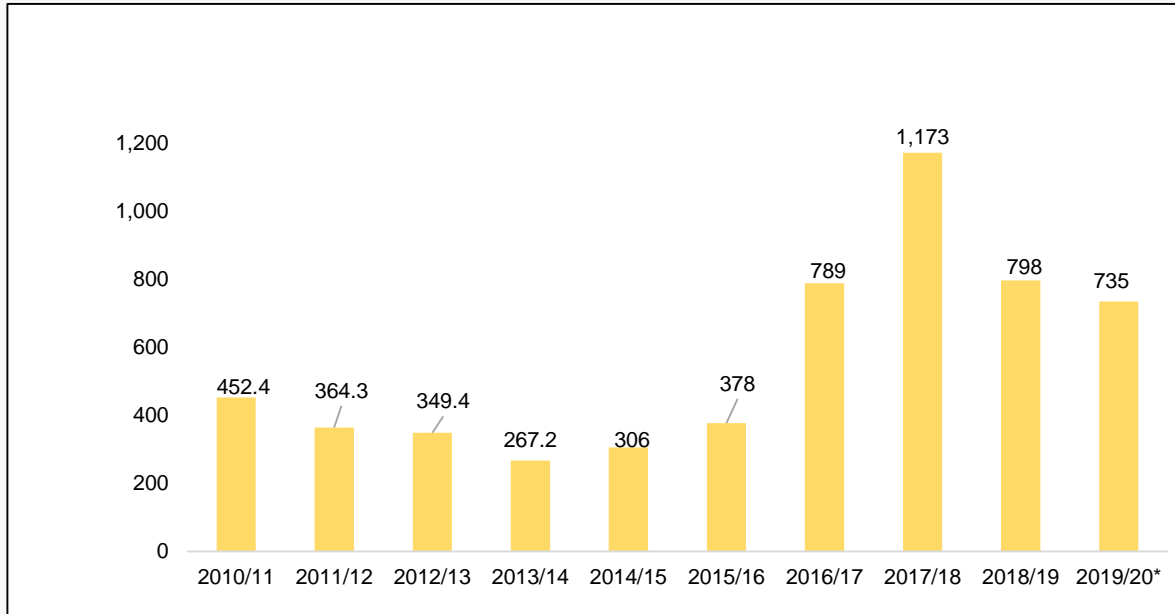
Black Sea Pulse Production

- Low production cost \$200-300 per ha
- Good rotation value (nitrogen fixation)
- Normal yields 2-2.5 mt / ha
- Crop cost \$100-120 per mt
- BUT very weather sensitive
- Handling & storage complicated
- Prices have been disappointing
- Farmer strong holder
- Growing local feed markets

Russia Yellow Peas Production

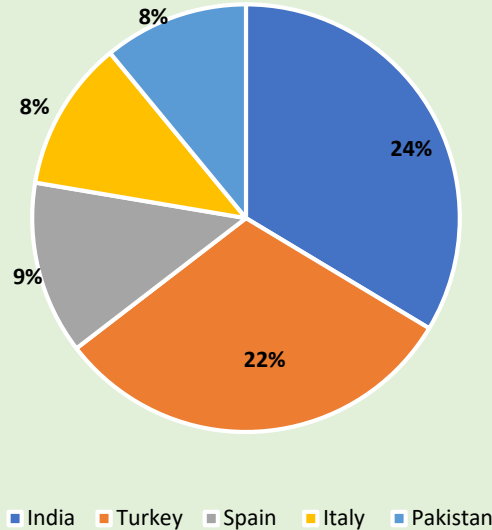


Ukraine Yellow Peas Production

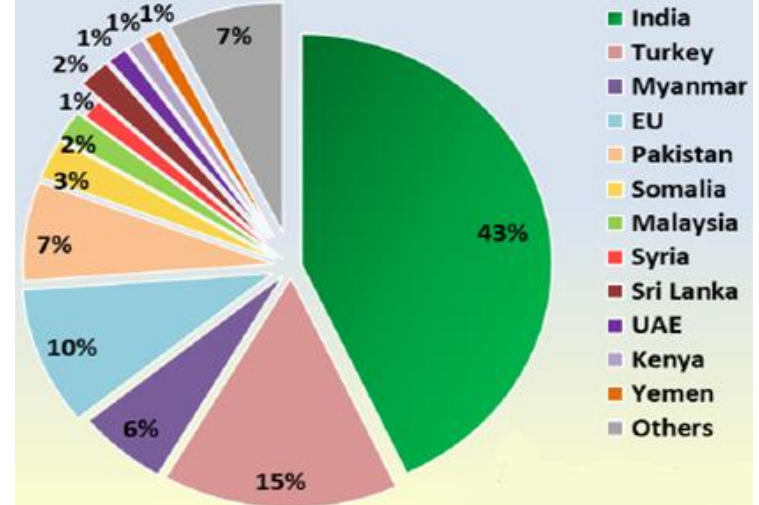


Black Sea Pulse Destinations 2017/18

Main destinations of Russian peas

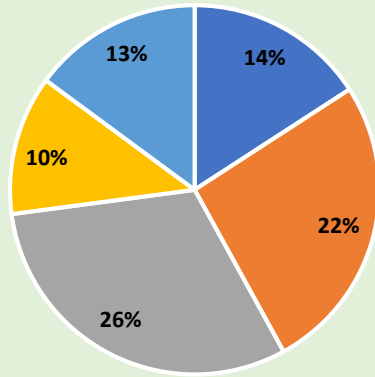


Main destinations of Ukrainian peas exports in 2017/18 MY



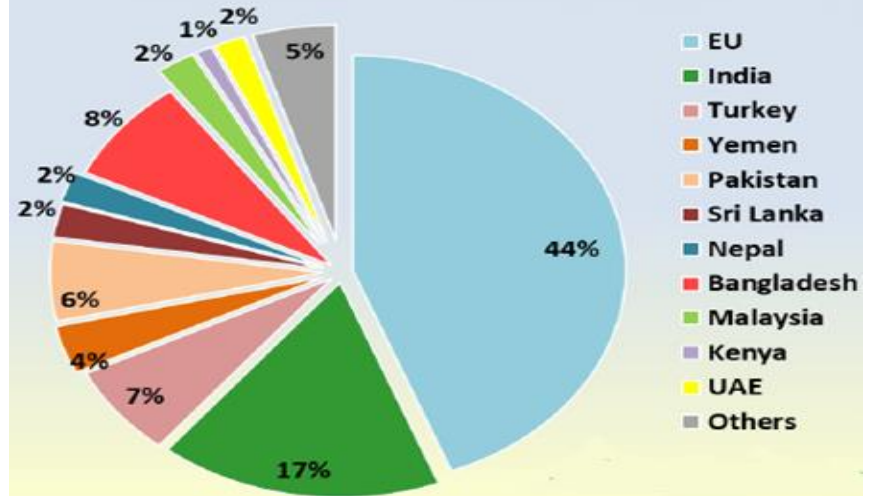
Black Sea Pulse Destinations 2018/19

Main destinations of Russian peas exports in 2018/19 MY



■ India ■ Turkey ■ Spain ■ Italy ■ Pakistan

Main destinations of Ukrainian peas exports in Jul-Mar 2018/19 MY



Black Sea Pulse Demand

- Farmers look for \$170 xfarm / \$205 FOB
- OR \$40 over wheat.....
- Lack of Indian demand switch to feed
- New markets for feed
- Likely weakness in SBM with SAm crop & softer wheat prices

Russia Yellow Peas Balance

| RU Yellow Peas | 2013 - 2014 | 2014 - 2015 | 2015 - 2016 | 2016 - 2017 | 2017 - 2018 | 2018 - 2019 | 2019 - 2020 |
|----------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Carry in | 15 | 12 | 17 | 38 | 97 | 110 | 101 |
| Acreage, Kha | 994 | 1069 | 1092 | 1152 | 1313 | 1461 | 1210 |
| Yield, ton/ha | 1,4 | 1,4 | 1,5 | 2,1 | 2,5 | 1,8 | 1,9 |
| Crop | 1351 | 1487 | 1678 | 2209 | 3286 | 2553 | 2300 |
| Export | 291 | 340 | 704 | 726 | 1319 | 740 | 590 |
| Domestic Use | 1065 | 1150 | 960 | 1430 | 1960 | 1828 | 1800 |
| Carry out | 12 | 17 | 38 | 97 | 110 | 101 | 18 |

Russia has a strong local demand, around 2Mil Tons are consumed locally.

Ukraine Yellow Peas Balance

| UA Yellow Peas | 2013 - 2014 | 2014 – 2015 | 2015 – 2016 | 2016 – 2017 | 2017 – 2018 | 2018 – 2019 | 2019 – 2020 |
|----------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Carry in | 38 | 47 | 61 | 41 | 76 | 24 | 36 |
| Acreage, Kha | 174 | 185 | 170 | 240 | 416 | 436 | 295 |
| Yield, ton/ha | 1,6 | 1,7 | 2,2 | 3,1 | 2,7 | 1,8 | 2,4 |
| Crop | 267 | 306 | 378 | 789 | 1173 | 798 | 735 |
| Export | 90 | 95 | 225 | 468 | 870 | 590 | 500 |
| Domestic Use | 170 | 198 | 175 | 255 | 210 | 205 | 165 |
| Carry out | 47 | 61 | 41 | 76 | 24 | 36 | 83 |

Russian Chick Pea Balance

| RU Chickpeas | 2013 - 2014 | 2014 – 2015 | 2015 – 2016 | 2016 – 2017 | 2017 – 2018 | 2018 – 2019 | 2019 – 2020 |
|---------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Carry in | 35 | 19 | 14 | 80 | 74 | 109 | 121 |
| Acreage, Kha | 274 | 413 | 415 | 280 | 225 | 280 | 220 |
| Yield, ton/ha | 0,7 | 0,7 | 0,8 | 1,1 | 1,2 | 1,1 | 1,2 |
| Crop | 191 | 345 | 328 | 308 | 270 | 308 | 264 |
| Export | 166 | 305 | 210 | 200 | 133 | 271 | 305 |
| Domestic Use | 41 | 45 | 37 | 33 | 27 | 25 | 25 |
| Carry out | 19 | 14 | 80 | 74 | 109 | 121 | 55 |

40% exports to Turkey, 20% Pakistan, 15% India
then Jordan / Saudi

Black Sea Lentils Balance

| Russia Origin | 2017-2018 | 2018-2019 | 2019 – 2020 |
|----------------------|------------------|------------------|--------------------|
| Export, KMT | 98 | 105 | 135 |
| Acreage, Kha | 167,4 | 271,4 | 240 |
| Production | 197,9 | 194,7 | 250 |
| Kazak Origin | 2017-2018 | 2018-2019 | 2019 – 2020 |
| Export, KMT | 103 | 154 | 140 |
| Acreage, Kha | 330 | 295 | 93 |
| Production | 313 | 253 | 95 |

- Turkey main buyer for both origins, with %80 of total production moving in this flow on annual average

Market Drivers today

- Planting decisions – not happy with prices
- Weather
- India
- Feed use – locally & globally switching
- China – phyto / protein demand – alternate supply
- Remaining stocks in Russia – likely farmers lose this fight
- 2020 to lower production as feed grains / SBM outlook poor



Thank you

