



Turkish Fats & Oils Trade Balances 2014/15 and 2015/16*

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Main Topics

- 1. Turkey**
- 2. Oils/Oilseeds Supply & Demand**
- 3. Turkish Oils & Oilseeds Balances**
- 4. Conclusions**



Turkey



Turkey Fact File

Population:	79 million (79.4m/CIA - 77.7m/IMF)
Population Growth*:	1.26%
GDP PPPx:	US\$ 1,589 billion
GDP per capita:	US\$ 9,261
GDP Growth:	4% (2015)
Exchange rate:	US\$ 1 = 2.97 Turkish Lira
Unemployment:	10.3% (2015)
Annual inflation:	8.8% (consumer, 2015)



Turkey Fact File

Age Structure*:

0-14	25.5%
15-24	16.3%
25-54	43.1%
55-64	8.2%
65 & over ...	7.1%

Median Age*: 30.1

Fertility Rate*: 2.05 born/woman*

Urban Population*: 73.4%

Rate of urbanisation*: 1.97%



Turkey Fact File

Total Land: 783,562 sq km

Agricultural Land: 49.7%

Arable Land*: 26.7%

Permanent Crops*: 4%

Irrigated Land*: 52,115 sq km

* CIA Data (May 2016)
x IMF Data (April 2016)



Turkey Major Crops (2015/16 season)

Wheat: c. 18.8 million tonnes (3.8 m durum)

Sugar beat: c. 16 million tonnes

Corn: c. 6.5 million tonnes

Barley: c. 8 million tonnes

Oilseeds: c. 2.2 million tonnes



Oils/Oilseeds Supply & Demand

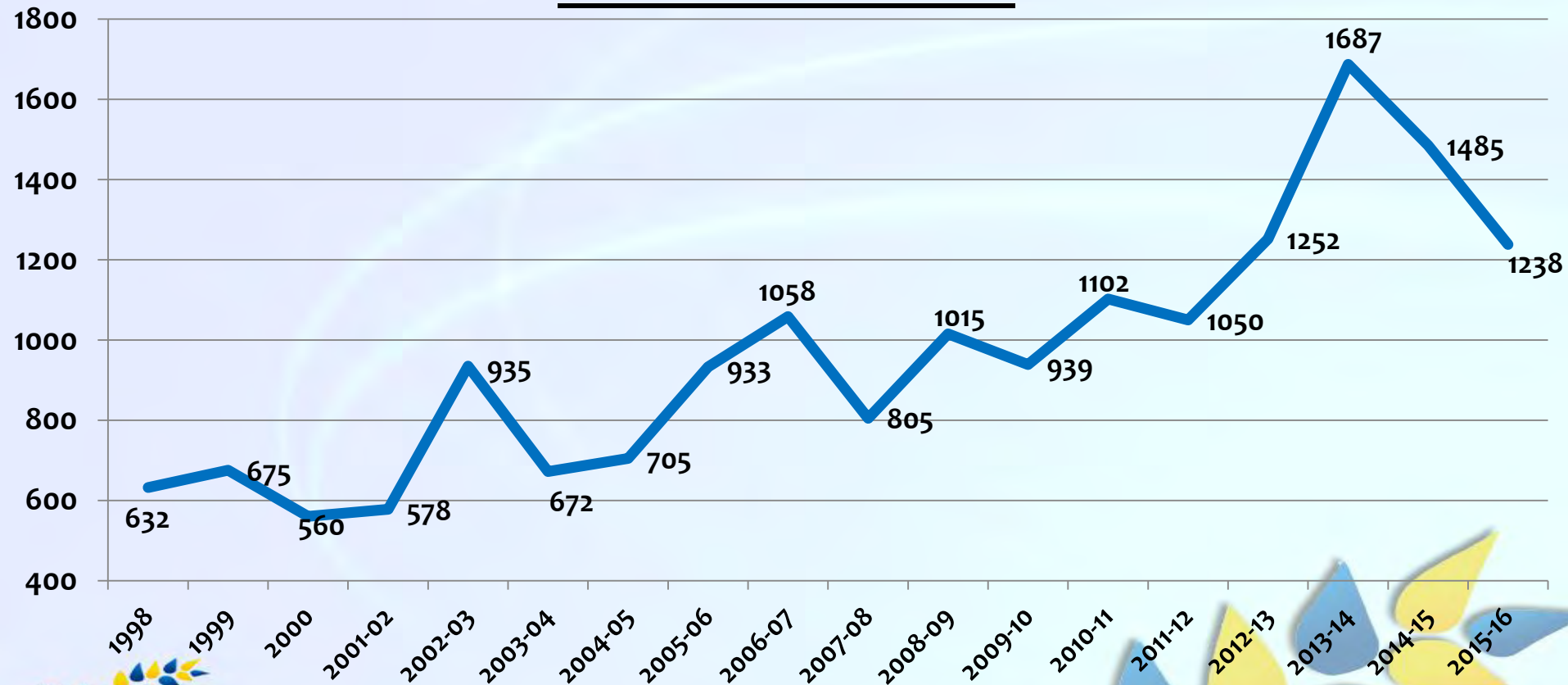


Turkish Oilseeds Production (th tonnes)



Turkish Oilseeds Production (th tonnes)

Without cottonseeds



Turkish Oilseeds Production 2015/16

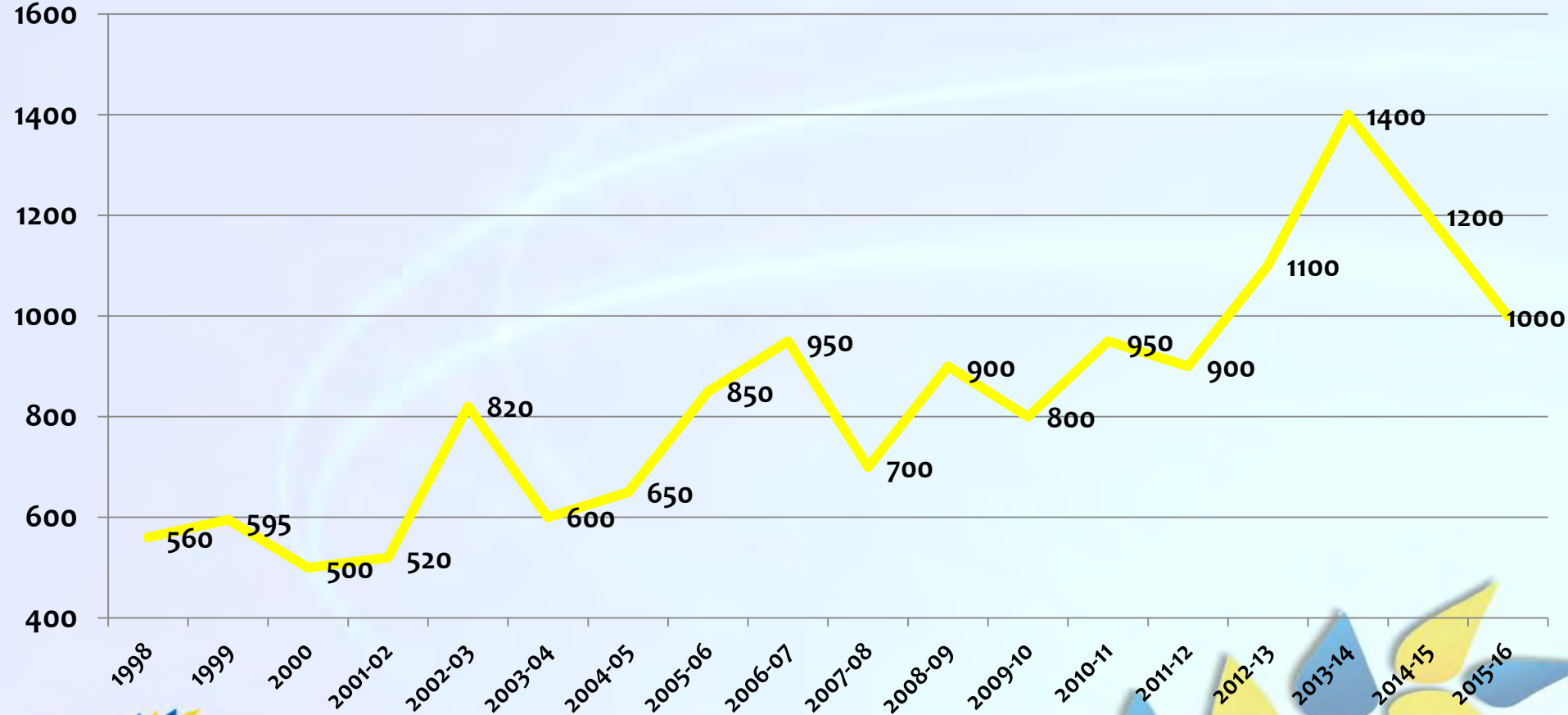
(thousand tonnes)

- Sunflowerseeds : 1,000,000 tonnes
- Cottonseeds : 870,000 tonnes
- Rapeseeds : 85,000 tonnes
- Corn germs : 73,000 tonnes
- Soybeans : 130,000 tonnes

TOTAL : 2,158,000 tonnes



Sunseeds Production (thousand tonnes)



Major Import Duties

Sunseeds	: 27% (or \$173/mt minimum)
Soybeans	: 0%
Linseeds	: 0%
Rapeseed	: 10%
Crude Sunoil	: 36% (or \$540/mt minimum)
Refined Sunoil	: 50%
RBD Palm Oils	: 31.2% (21.8% for Malaysia origin)
Other Vegoils	: 31.2%
Soymeal	: 5% (0% for EU origin soymeal)
Other protein meals:	13.5%

Source: Ministry of Economy 2016

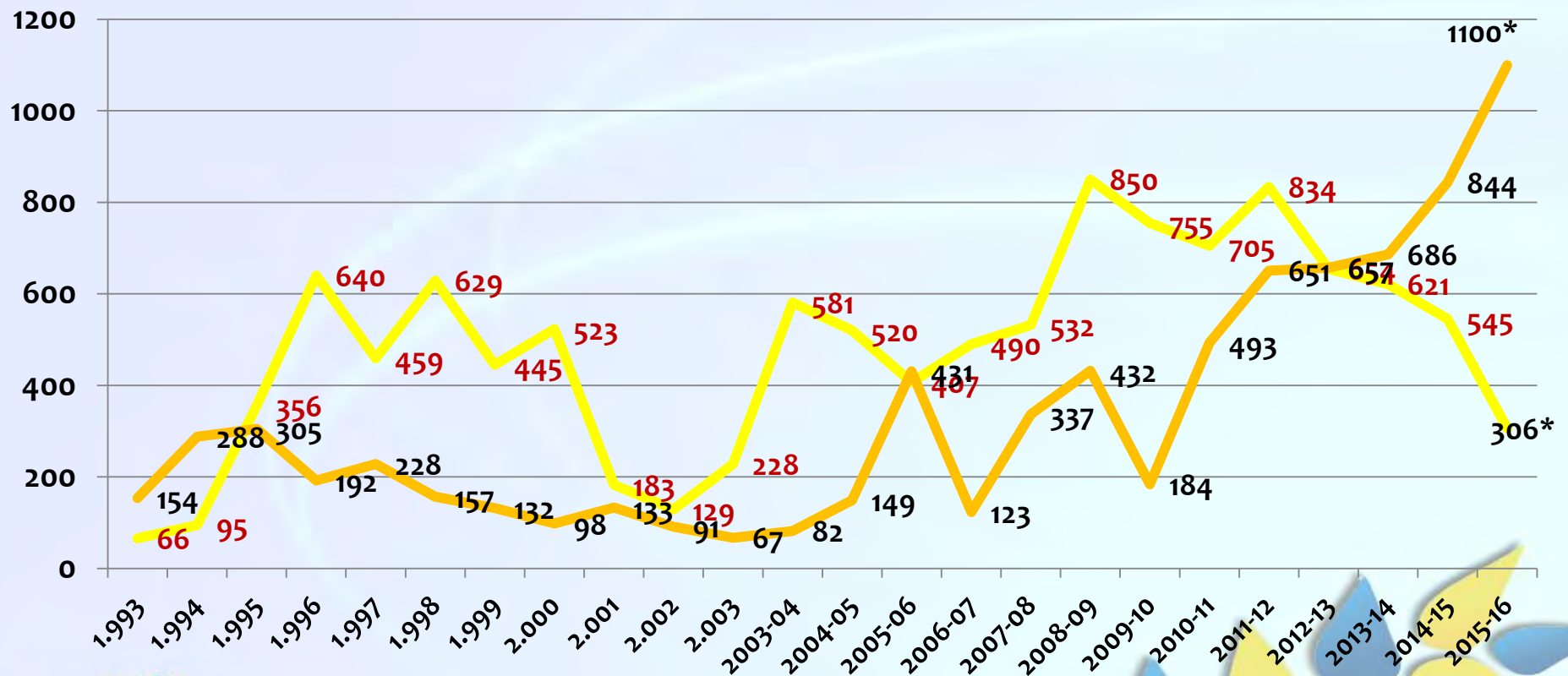


Turkish Oils & Oilseeds Balances



Sunseeds & Sunoil Imports (th tonnes)

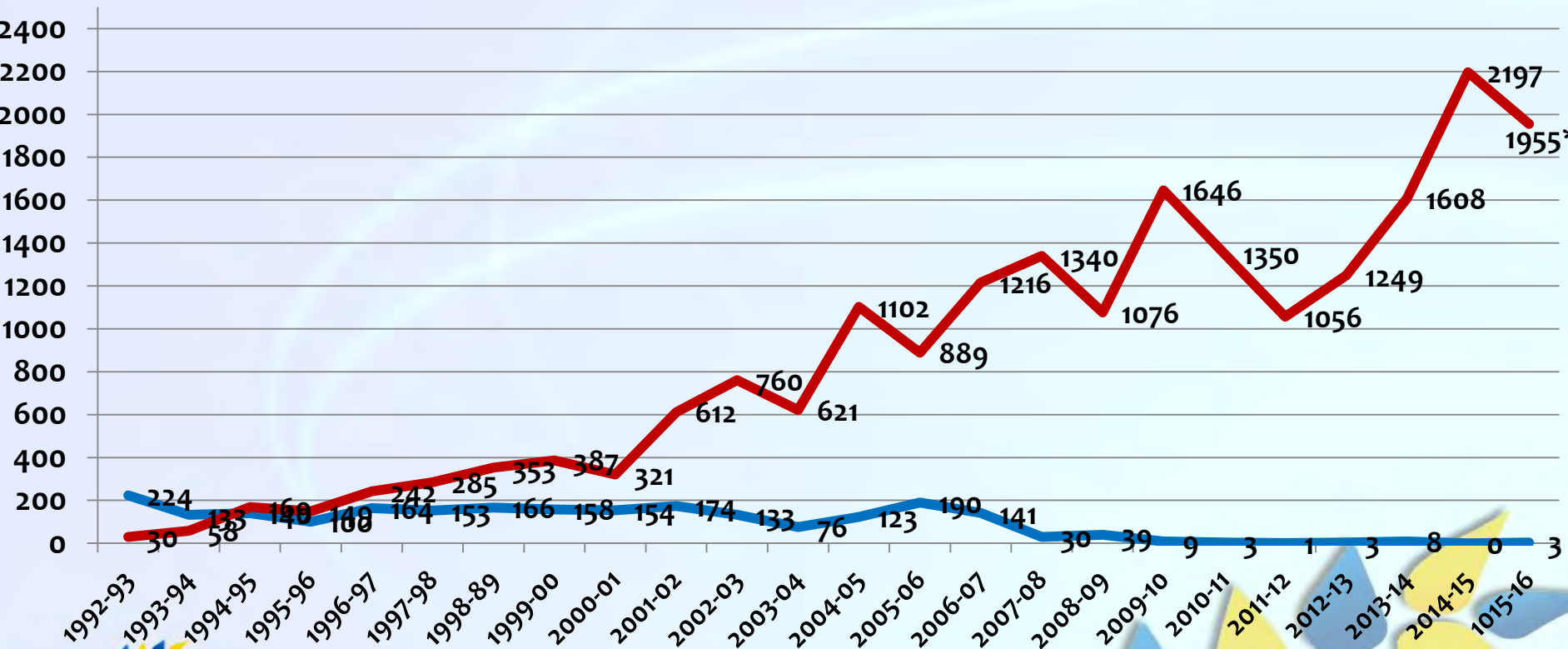
— Sunseeds — Crude Sunoil



Source: Ministry of Economy 2015

Soybeans & Soy Oil Imports (th tonnes)

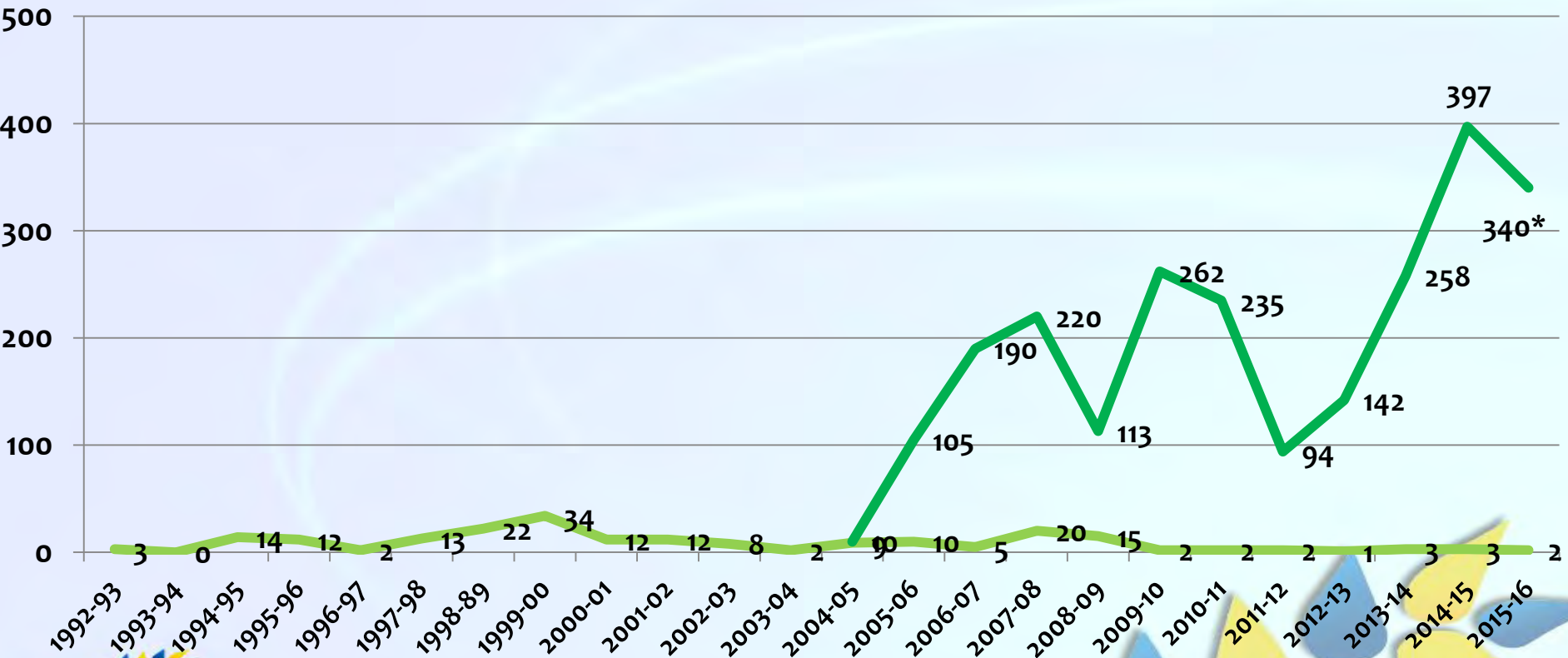
— Soy Oil — Soybeans



Source: Ministry of Economy 2015

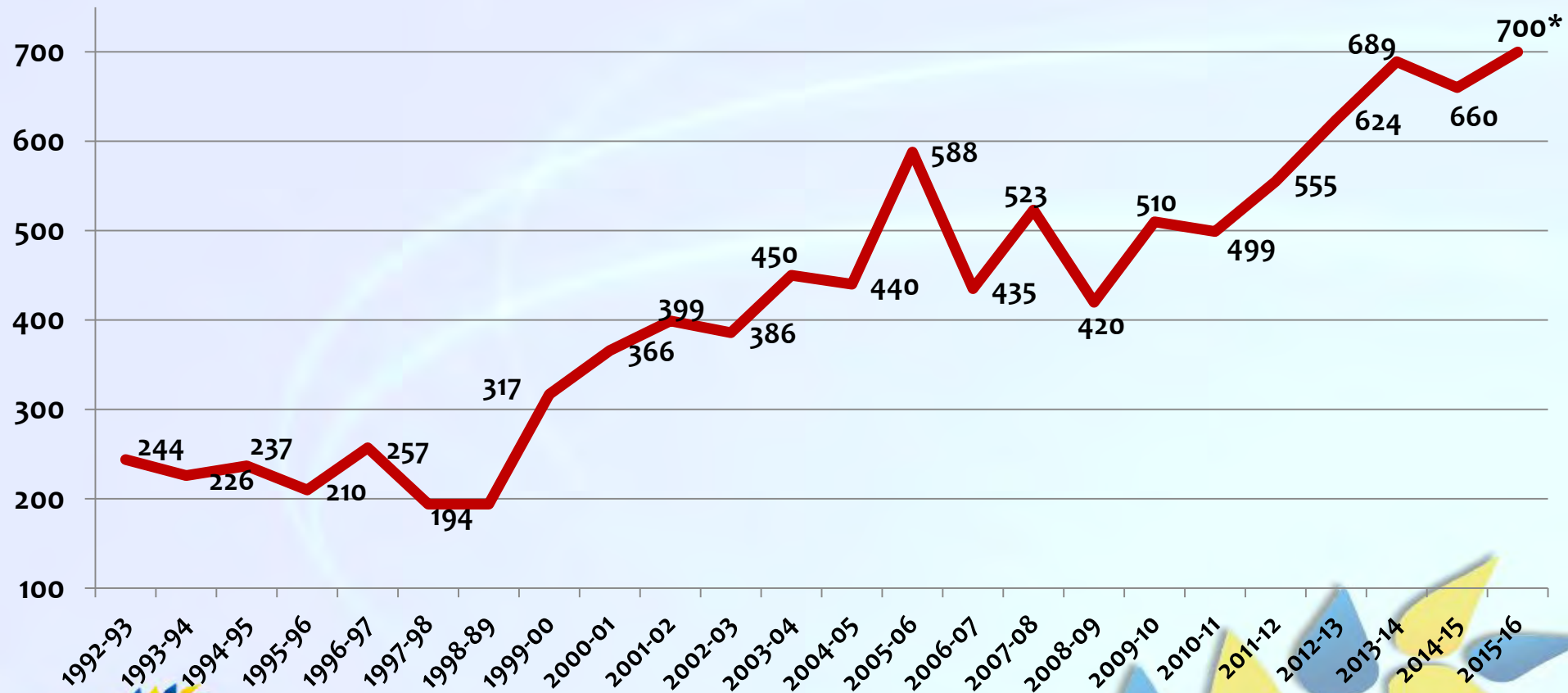
Rapeseeds & Rape Oil Imports (th tonnes)

Rape Oil Rapeseed



Source: Ministry of Economy 2015

Palm Oil Imports (thousand tonnes)



Palm Oil Imports (thousand tonnes)

For 7 months (Sept. 2015 to March 2016)

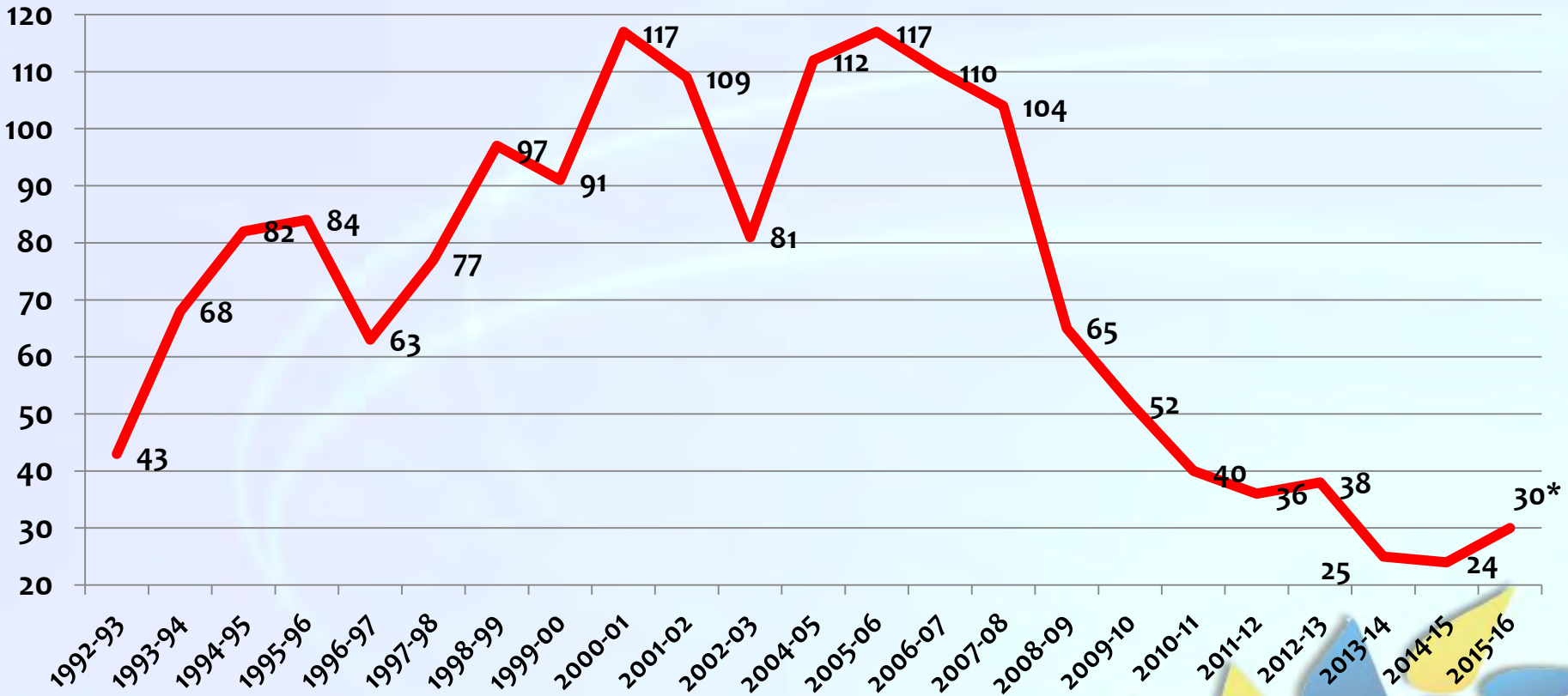
451,405 mtons

***projected 2015/16 season:**

700.000 mtons*



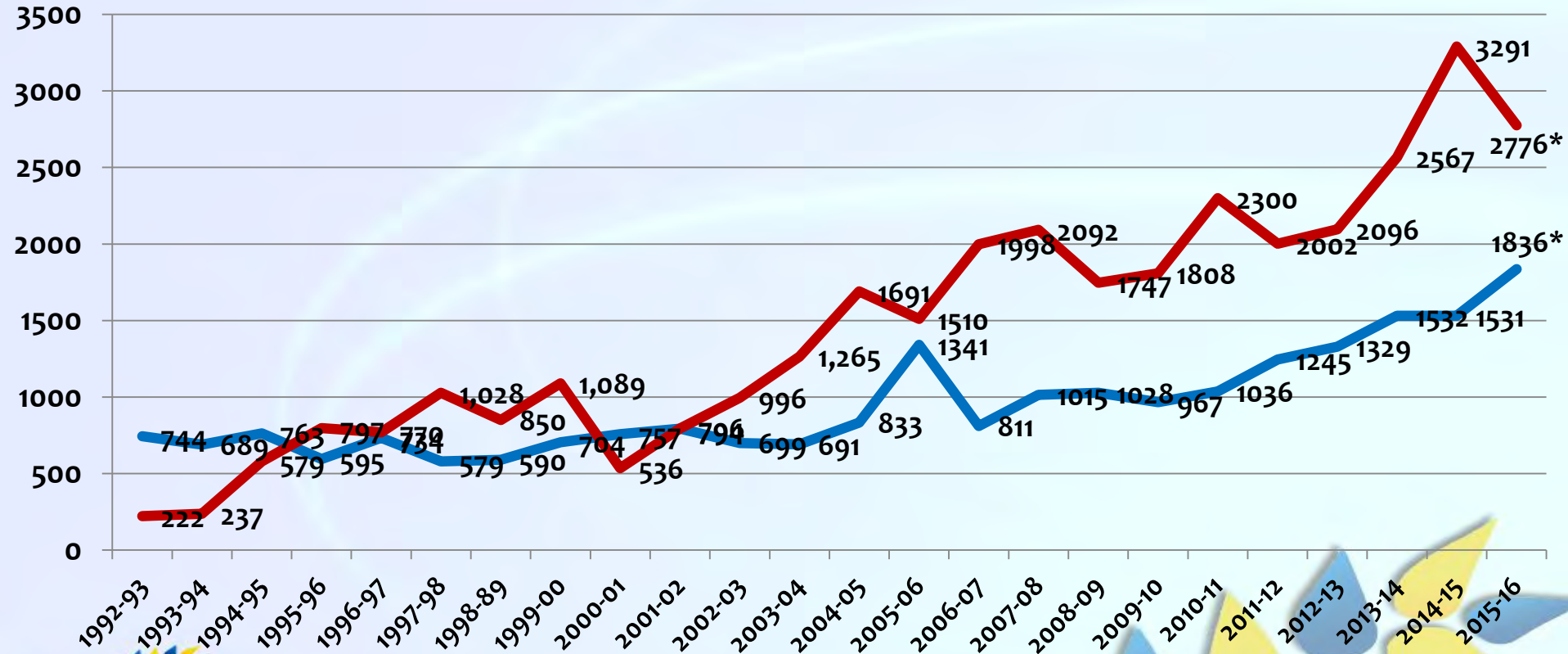
Corn Oil Imports (thousand tonnes)



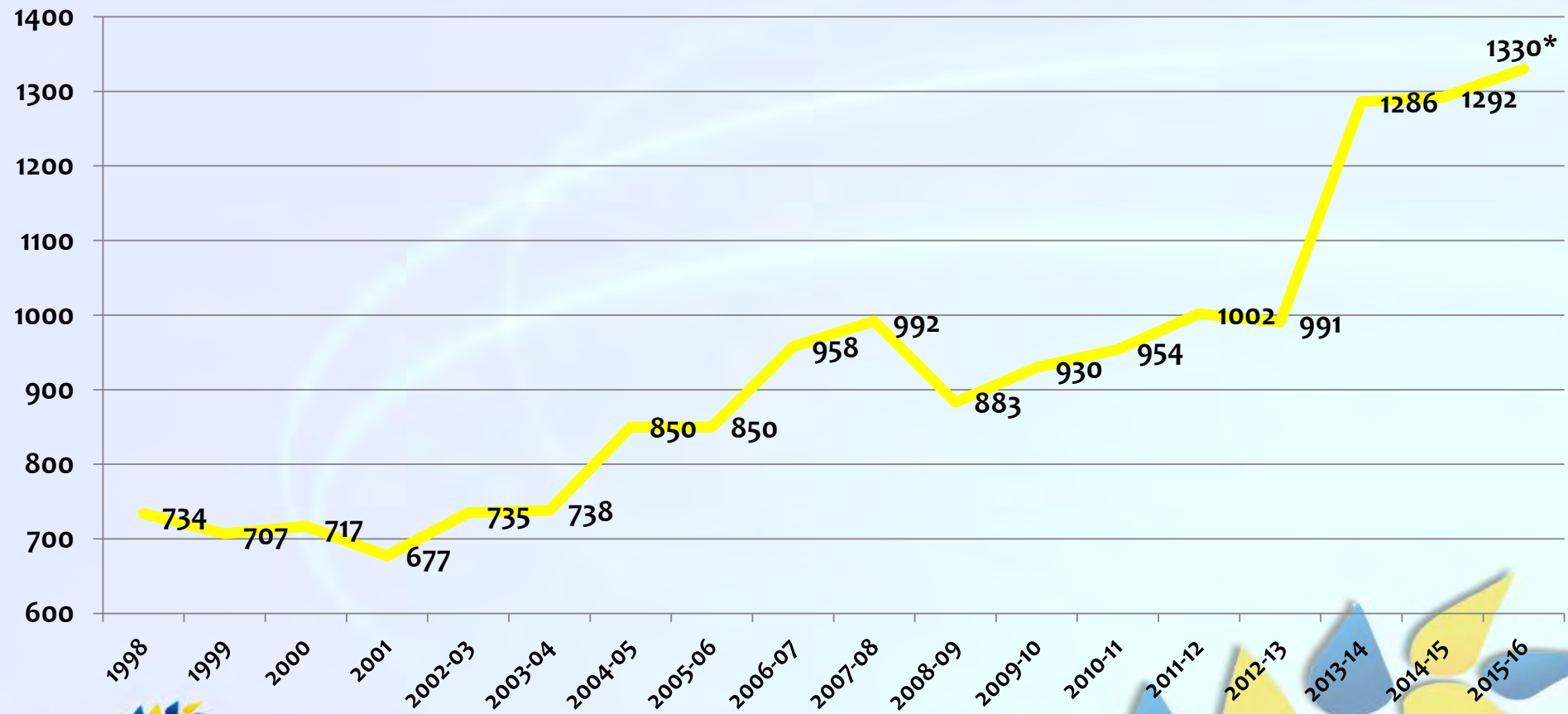
Source: Ministry of Economy 2015

Total Oils & Oilseeds Imports (th tonnes)

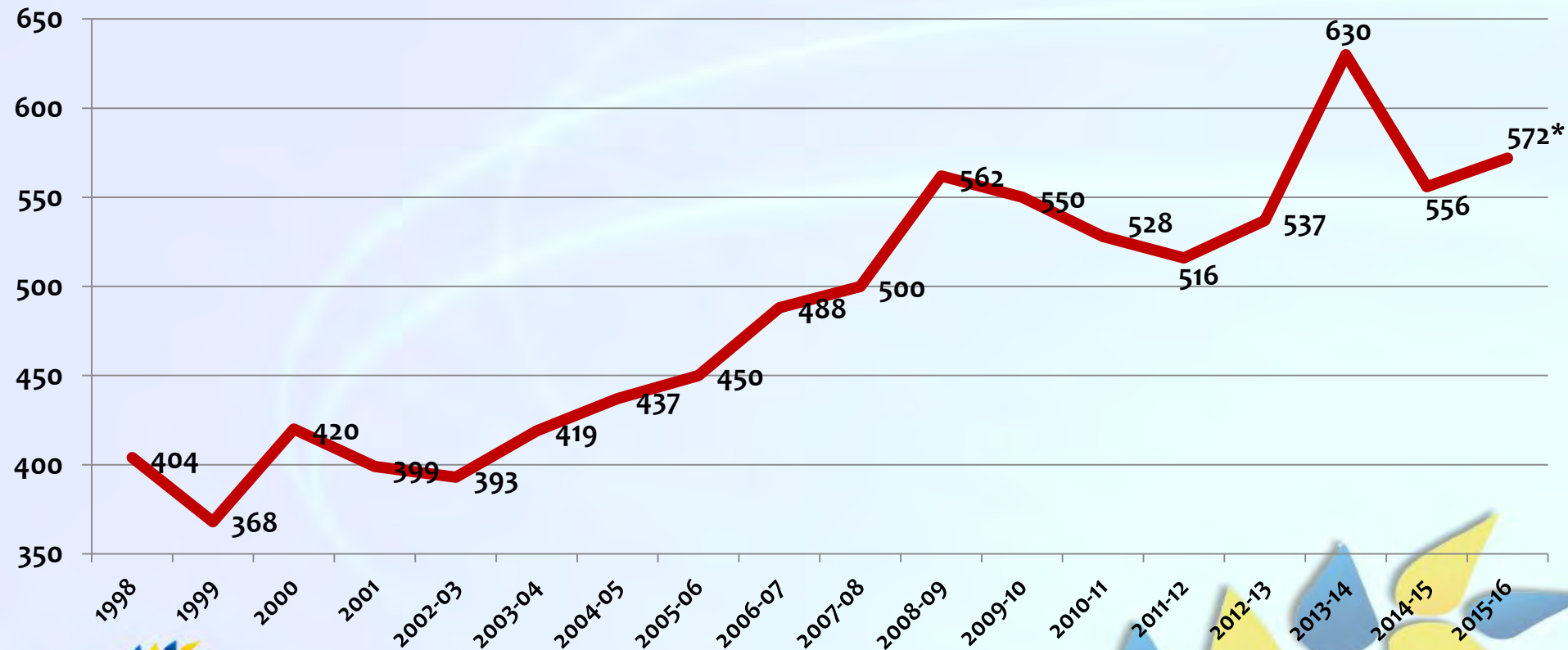
— Oils Imports — Oilseed Imports



Liquid Oils Consumption (thousand tonnes)



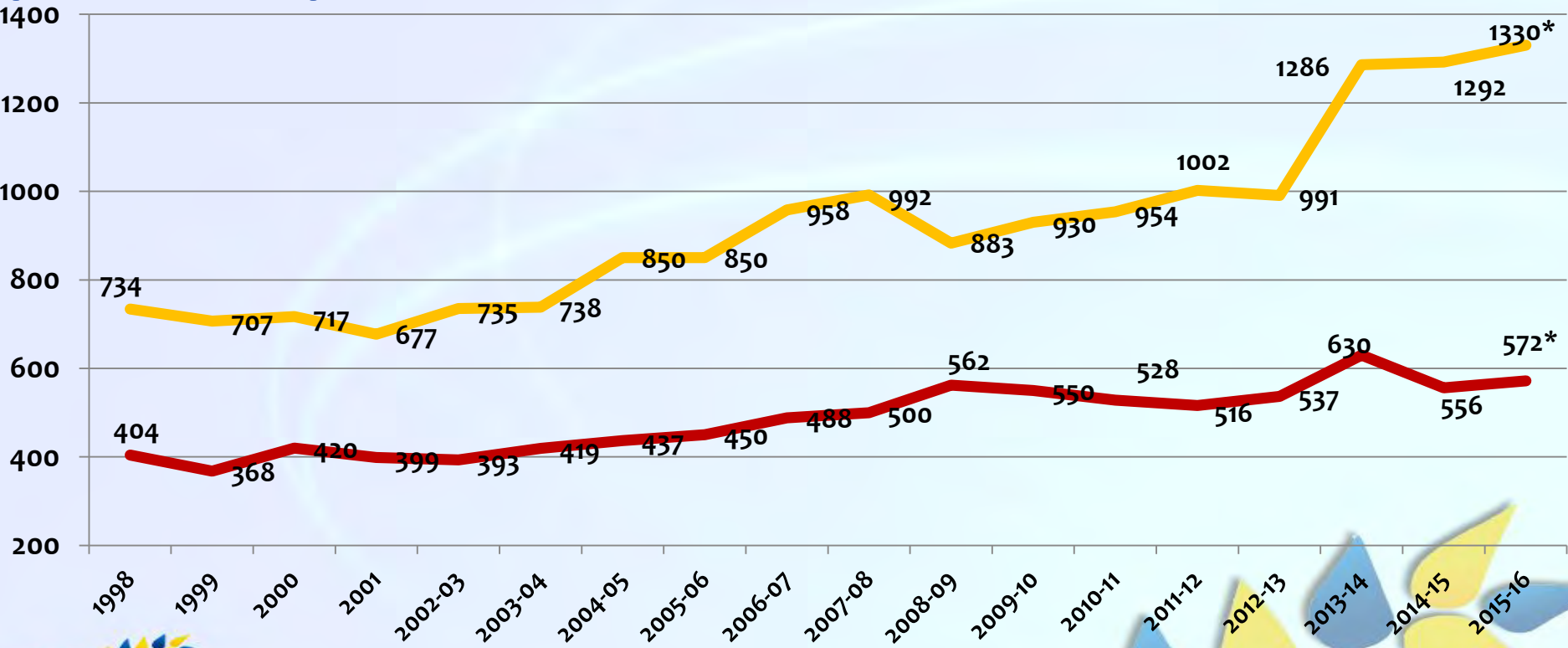
Margarine/Industrial Fats Consumption (th tonnes)



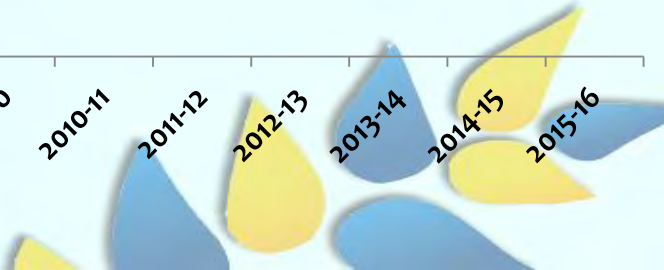
Liquid Oils vs Margarine Consumption

(th tonnes)

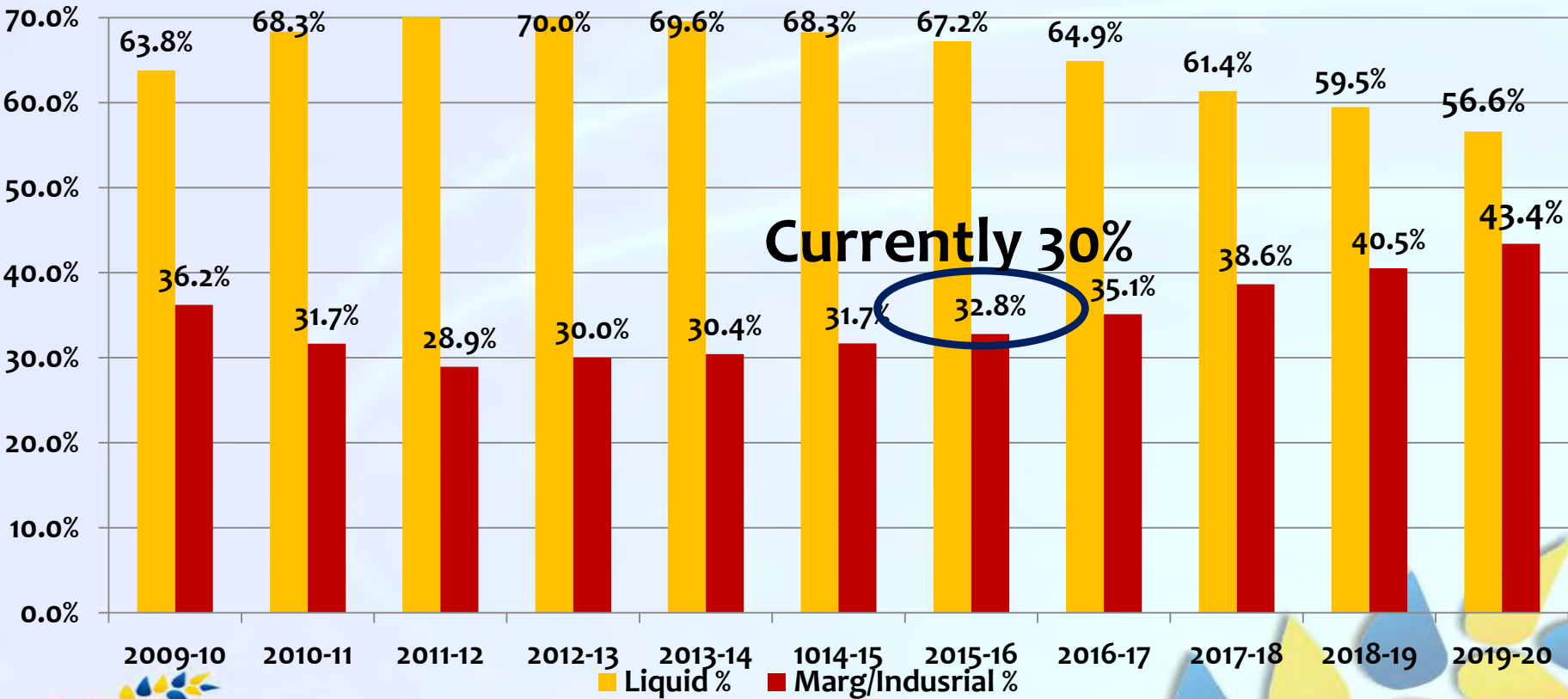
Liquid Oils Consumption Marg/Industrail



Source: Agripro 2016



Liquid Oils vs Margarine Consumption (th tonnes)

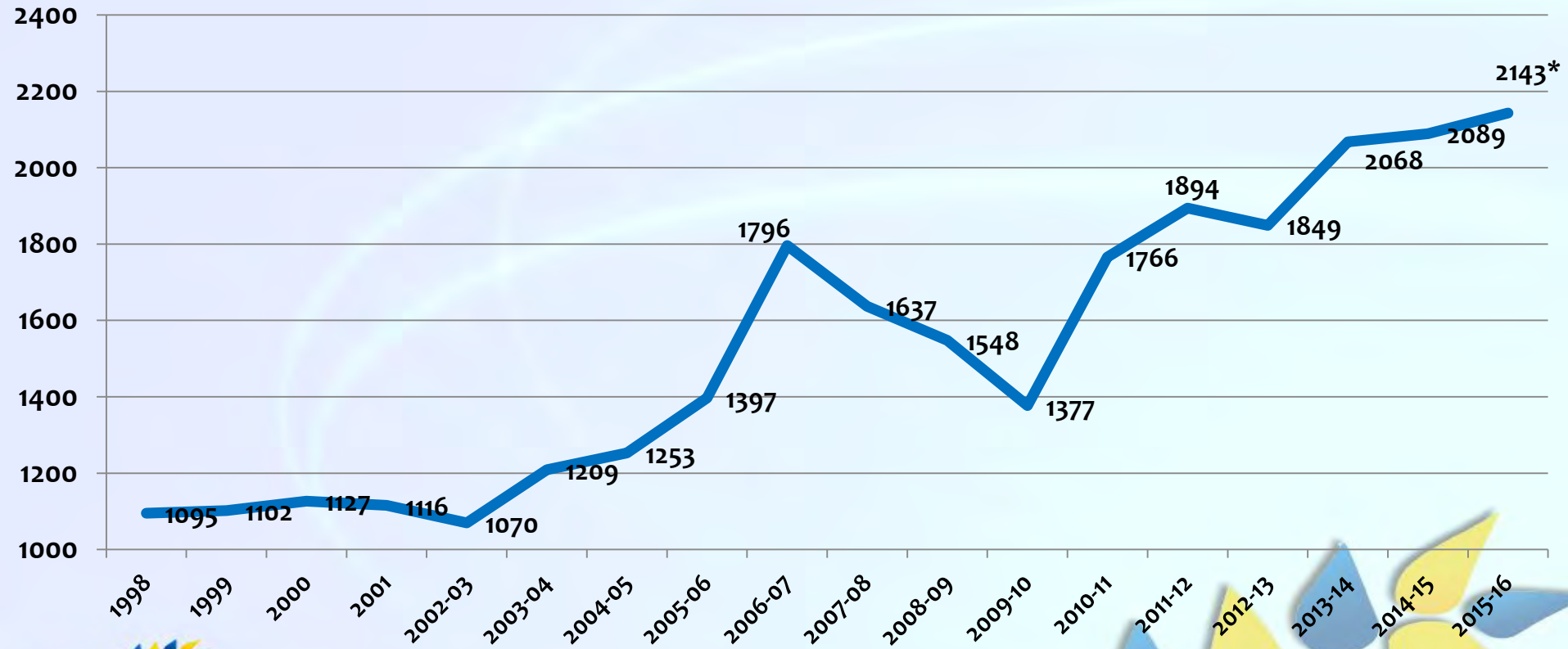


Currently 30%



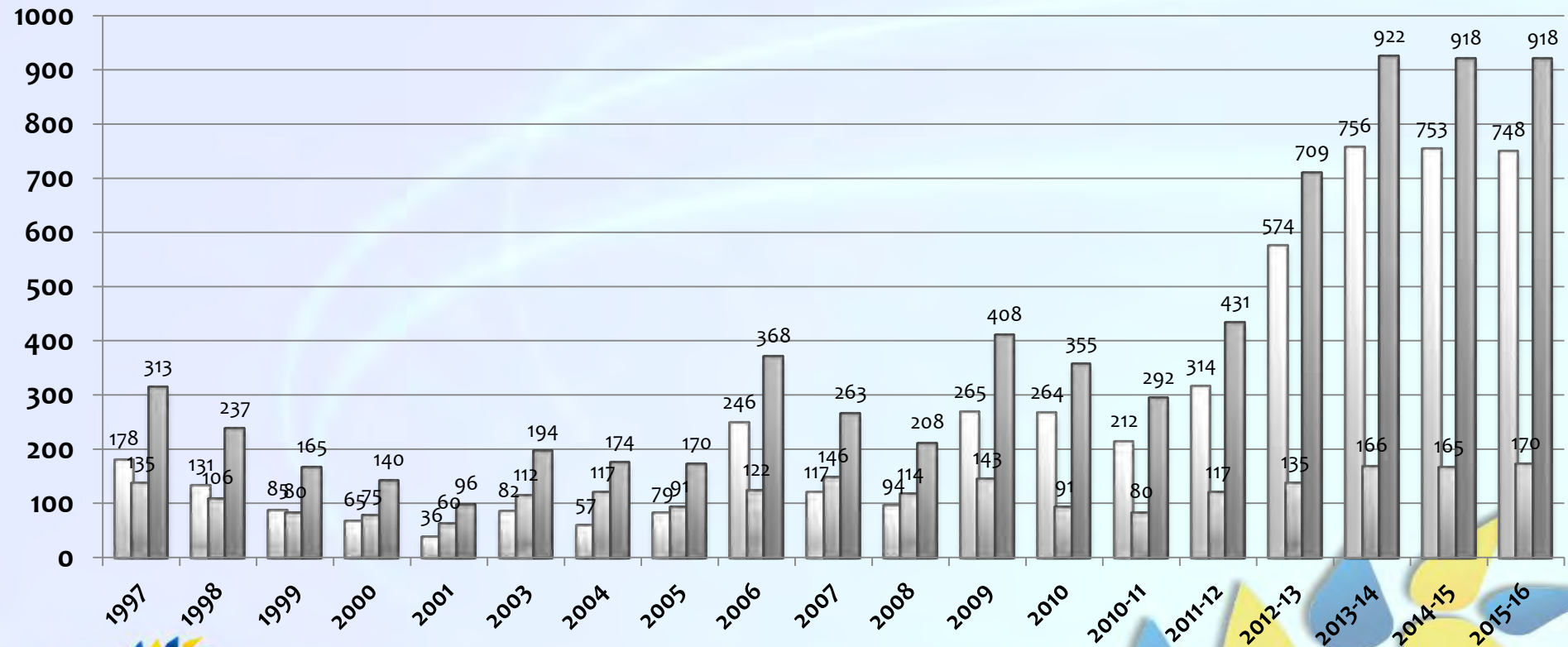
Source: Agripro 2012

Total Vegoil Oil Consumption (th tonnes) exports excluded



Turkish Vegoil Exports (thousand tonnes)

■ Liquid Oils ■ Margarine ■ Total





Total Turkish Vegoil Demand 2014/15

Liquid oils (incl. Olive Oil)	: 1,292,000 tonnes
Margarine & Industrial	: 556,000 tonnes
Exports	: 918,000 tonnes
<u>Other (paint/feed etc.)</u>	<u>: 241,000 tonnes</u>
TOTAL	: 3,007,000 tonnes

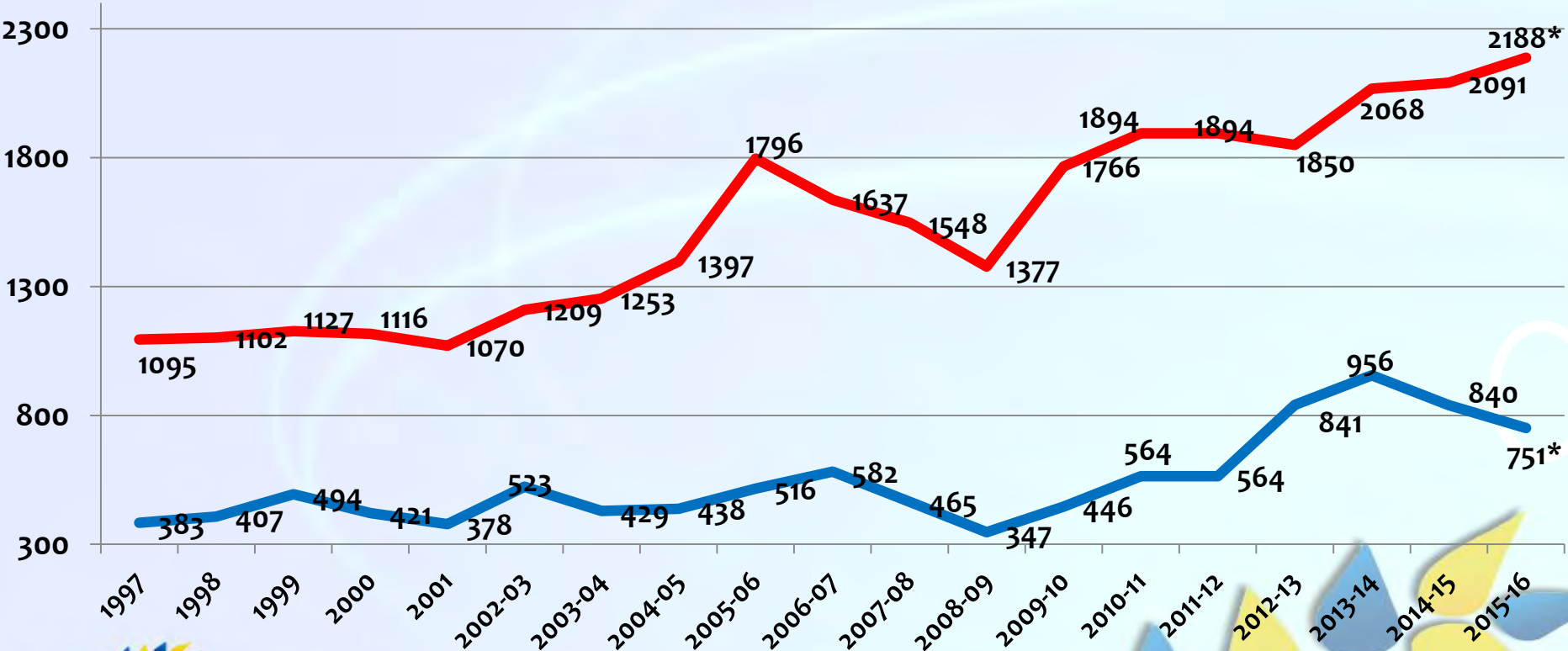
(2,990,000 tons in 2013/14)

0.6% growth in the last 12 months



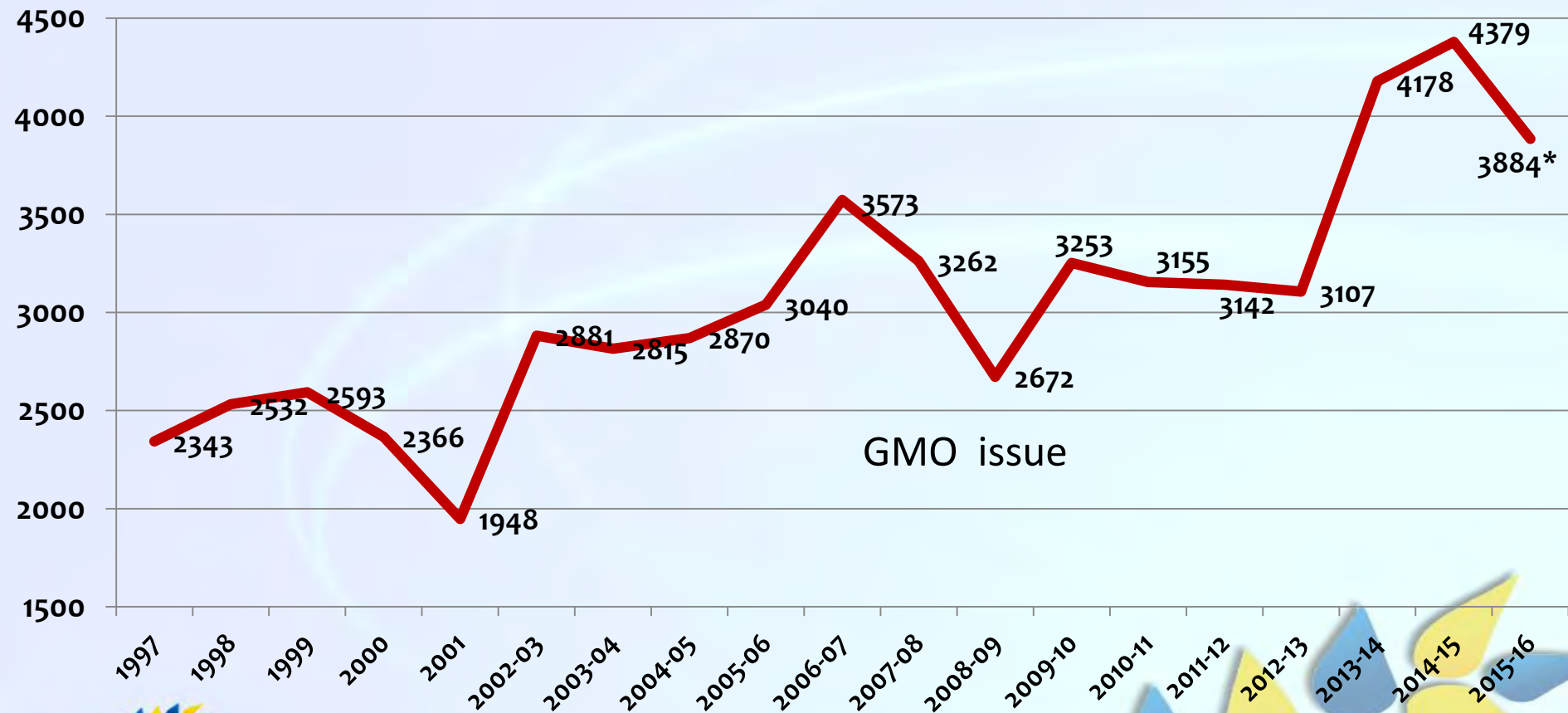
Vegoils Supply & Demand (thousand tonnes)

— Total Supply — Total Demand



Source: Agripro 2016

Turkey Oilseeds Crush (thousand tonnes)



Turkish Vegoil Production Capacity

- **Crushing capacity :** 9.31 mn tons
- **Viable crushing capacity:** 8.45 mn tons
Utilisation (2014/15) : 51,8%
- **Liquid Refining capacity:** 4.88 mn tons
- **Viable Refining capacity:** 4.29 mn tons
- *Utilisation (2014/15) : 64,4% (incl. export)*

Turkish Fats/Oils Trade Balance 2014/15

SUPPLY / DEMAND 2014/15	OILSEEDS SUPPLY		OILSEED USE	OILSEED CRUSH	OILS				CONSUMPTION					
	Domestic Prod.	Imports	Fullfat Feed Hybrid	CRUSH	Domestic Oil Equivalent	Import Oilseed Equivalent	Import Crude Oils	TOTAL CRUDE OIL SUPPLY	OTHER Feed Paint etc.	EXPORTS		DOMESTIC CONSUMPTN		TOTAL OIL CONS.
										Liq. Oils	Marg	Marg	Liq. Oils	
SUNFLOWER	1,200	545		1,745	496	240	844	1,580		693			886	1,580
SOYA	130	2,197	1,300	1,027	22	157	0	179	141	3			35	179
LINS/CAM'NA		106		106	0	40	0	40	32	8				40
CORN	68	45		113	30	25	24	85		19			66	85
OLIVE OIL					140			140		15			125	140
COTTONSEED	1,000	1	95	906	118			118		2	1	100	15	118
PALM OILS							660	660	68	2	159	431		660
RAPESEED	85	397		482	35	169	2	205		10	5	25	165	205
TOPLAM	2,483	3,291	1,395	4,379	840	631	1,531	3,007	241	753	165	556	1,292	3,007

Projected Trade Balance 2015/16*

SUPPLY / DEMAND 2015/16	OILSEEDS SUPPLY		OILSEED USE	OILSEED CRUSH	OILS				CONSUMPTION					
	Domesic Productn	Imports	Fullfat Feed Hybrid	CRUSH	Domestic Oil Equivalent	Import Oilseed Equivalent	Import Crude Oils	TOTAL CRUDE OIL SUPPLY	OTHER	EXPORTS		DOMESTIC CONSUMPTN		TOTAL OIL CONS.
									Feed Paint etc.	Liq. Oils	Marg	Marg	Liq. Oils	
SUNFLOWER	1.000	306		1.306	415	135	1.100	1.650		690			960	1.650
SOYA	130	1.955	1.000	1.085	23	167	3	193	144	3			46	193
LINS/CAM'NA		130		130	0	49	0	49	39	10				49
CORN GERM	73	45		118	32	25	30	85		30			55	85
OLIVE OIL					140			140		10			130	140
COTTONSEED	870		50	820	107			107				97	10	107
PALM OILS							700	700	88	2	160	450		700
RAPESEED	85	340		425	35	145	3	182	15	3	10	25	129	182
TOTAL	2.158	2.776	1.050	3.884	751	521	1.836	3.106	286	748	170	572	1.330	3.106



Conclusions

- Turkish vegoil consumption stands at **2.089** million tons for 2014/15 season.
- Total **market size** together with exports stands at **3.007** million tonnes.
- Market size grew only **0.56%** in **12** months. This is too low in comparison to previous years.
- Per capita domestic consumption grew just by **1%** in the last **12** months (14% in previous year).
- These numbers are caused by our domestic crisis, high exchange rate and lack of demand. This gave rise to lower than expected numbers for 2014/15 season.

Conclusions

- 2015/16 season will probably see domestic vegoil consumption reach **1.9** million tonnes, further down from last season as a result of a number of reasons:
 - Bomb attacks in major cities (Istanbul 4, Ankara 3, Diyarbakır 5)
 - Turco-Russian **jet downing** crisis affecting tourism (Russian tourists are down by 60%)
 - Worldwide worries over **global terrorist attacks** resulting in fewer people travelling.
 - Out-of-home usage has **stagnated** as tourism suffered and people not visiting mall food-halls over terrorism worries.



Thank you



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