

# NON-EU REGION

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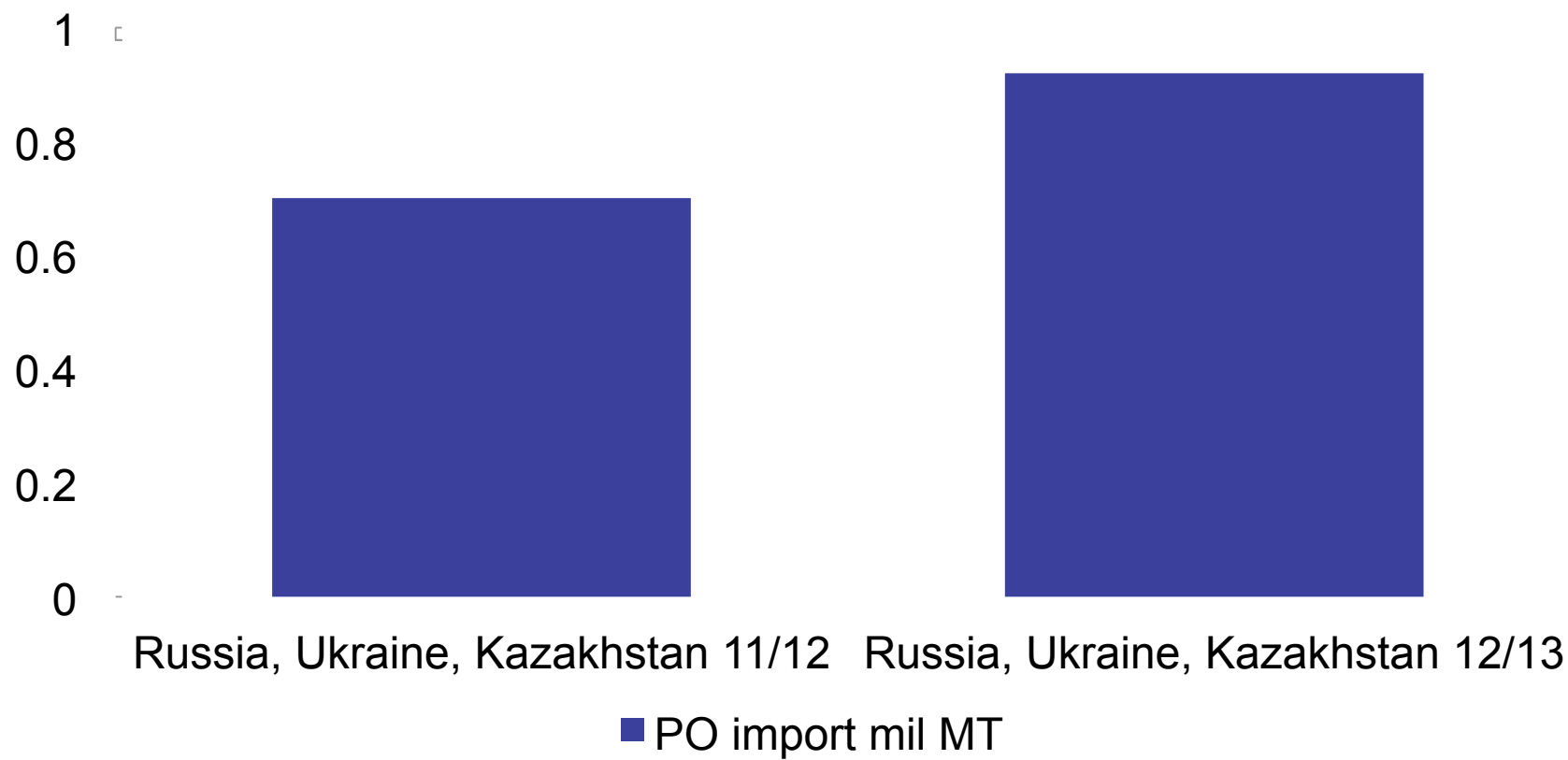
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# Review of Regional Situation

## PO import mil MT

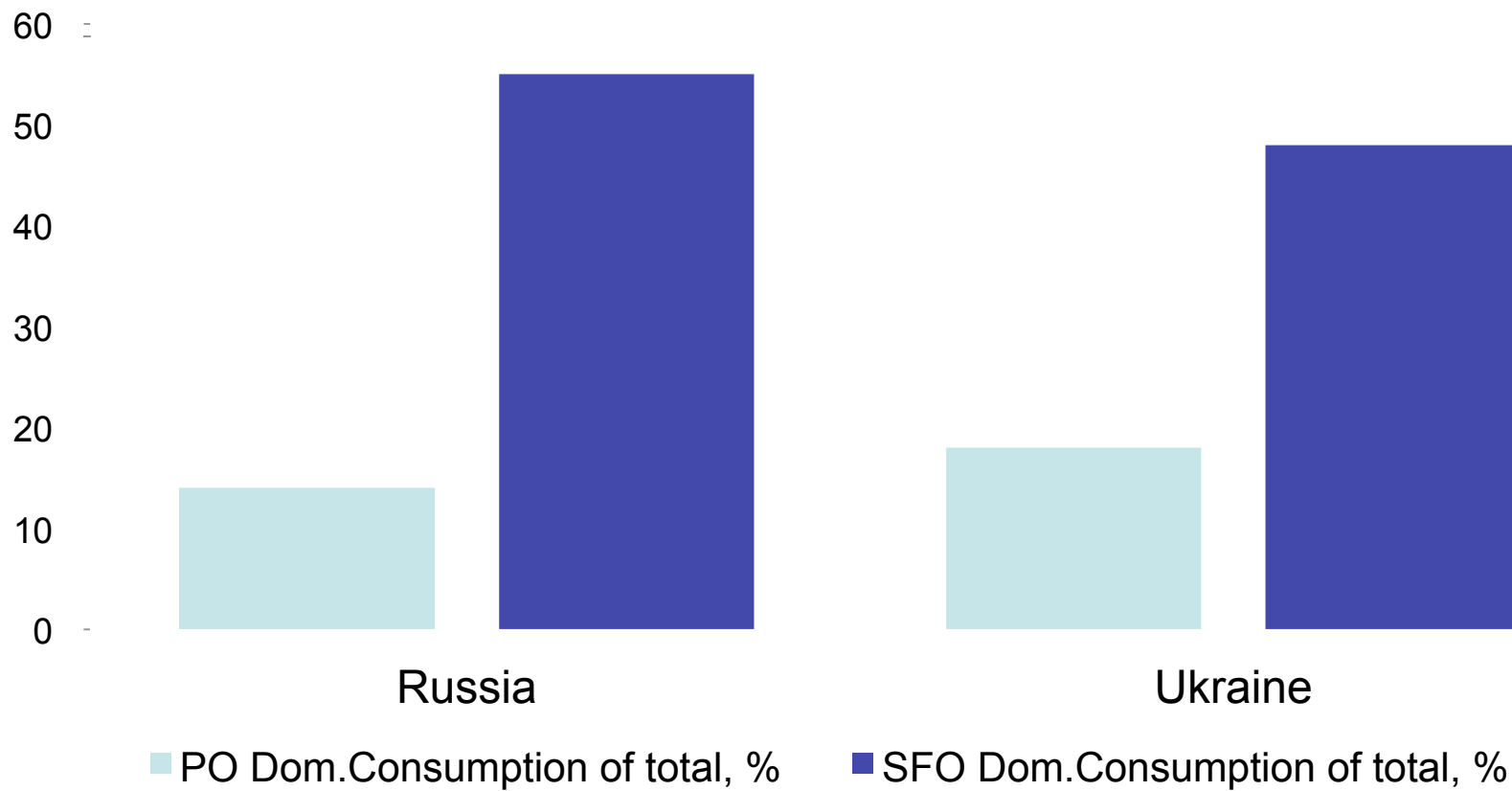


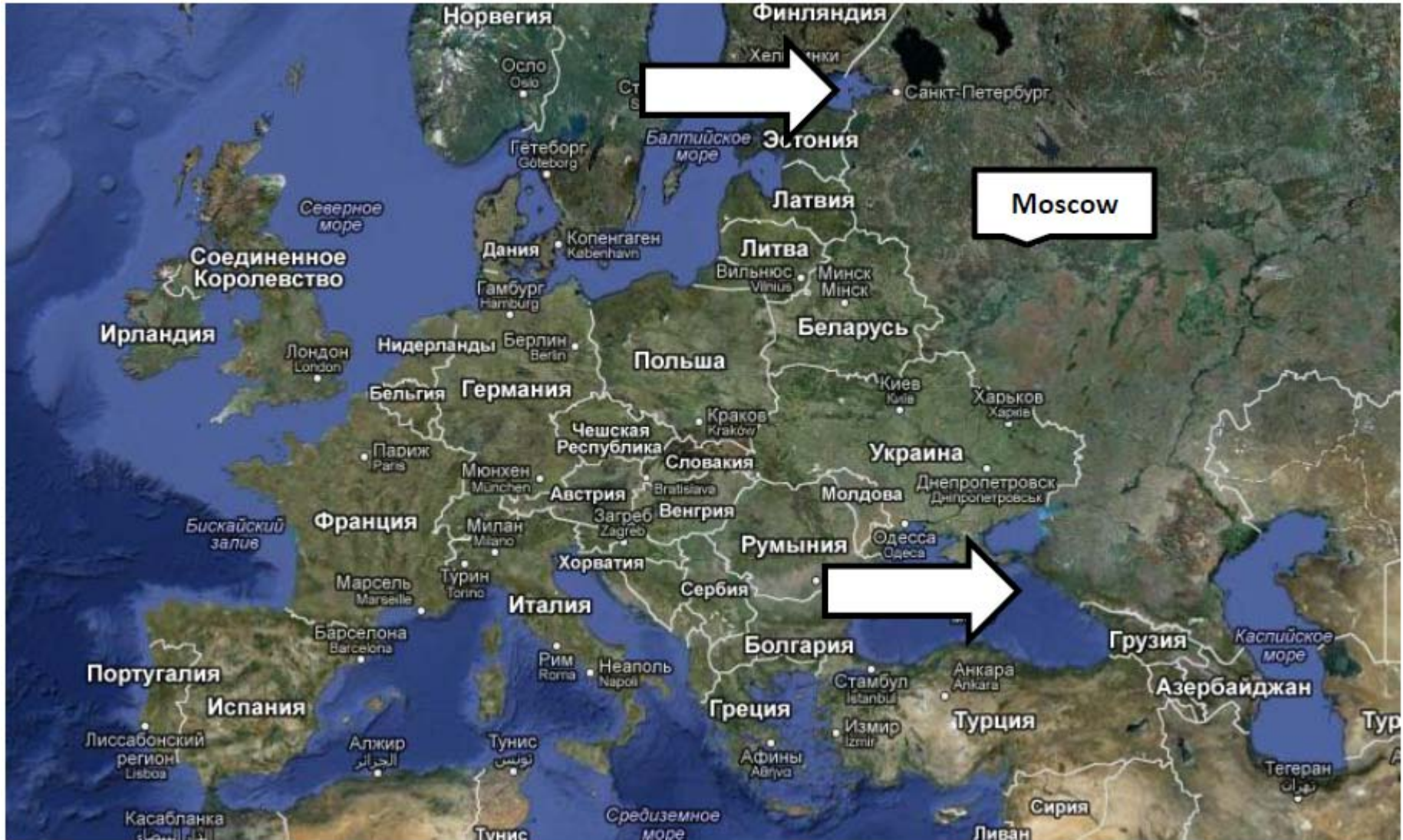
5 years High Imports of PO **0,92** mil MT in 12/13 vs **0,7** mil MT in 11/12

Source: Oil World

# Review of Regional Situation

PO vs SFO







## **Port of Kaliningrad**

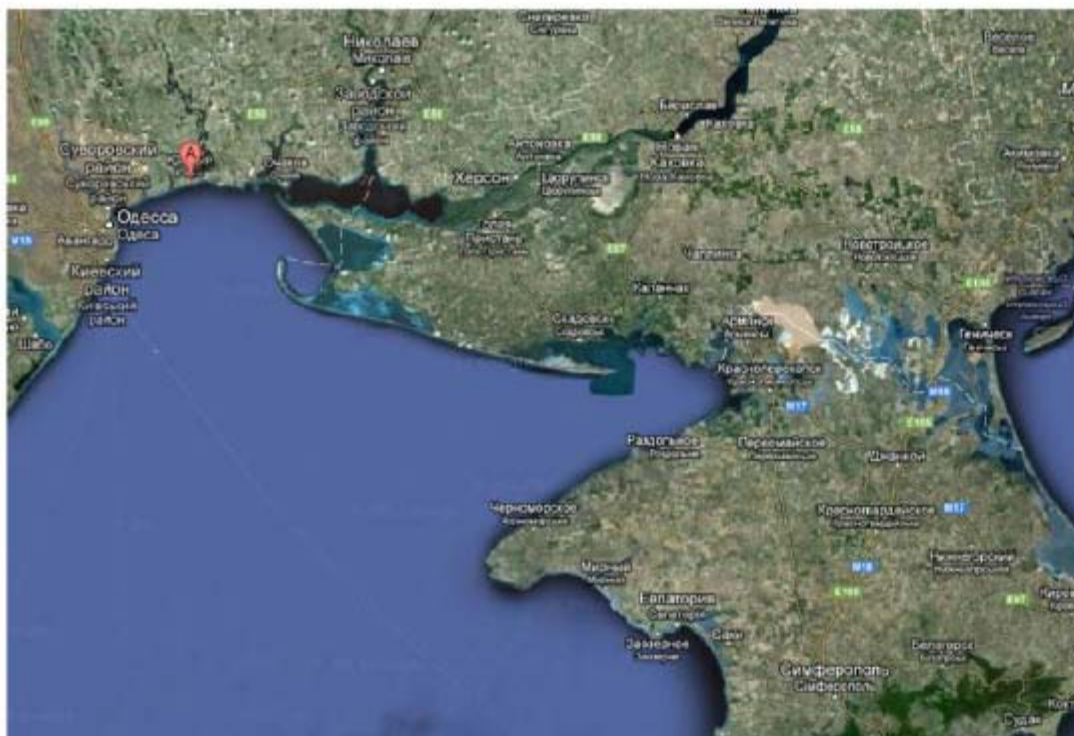
[berth #6]

1 Option – Bulking facility is used

Operator: Sodrugestvo

Company: Corporation Soyuz

Company Sodrugestvo is using facility for Soy oil transshipment and palm oil transshipment for the needs of Corporation Soyuz



## Sea Port of Yuzhnyi

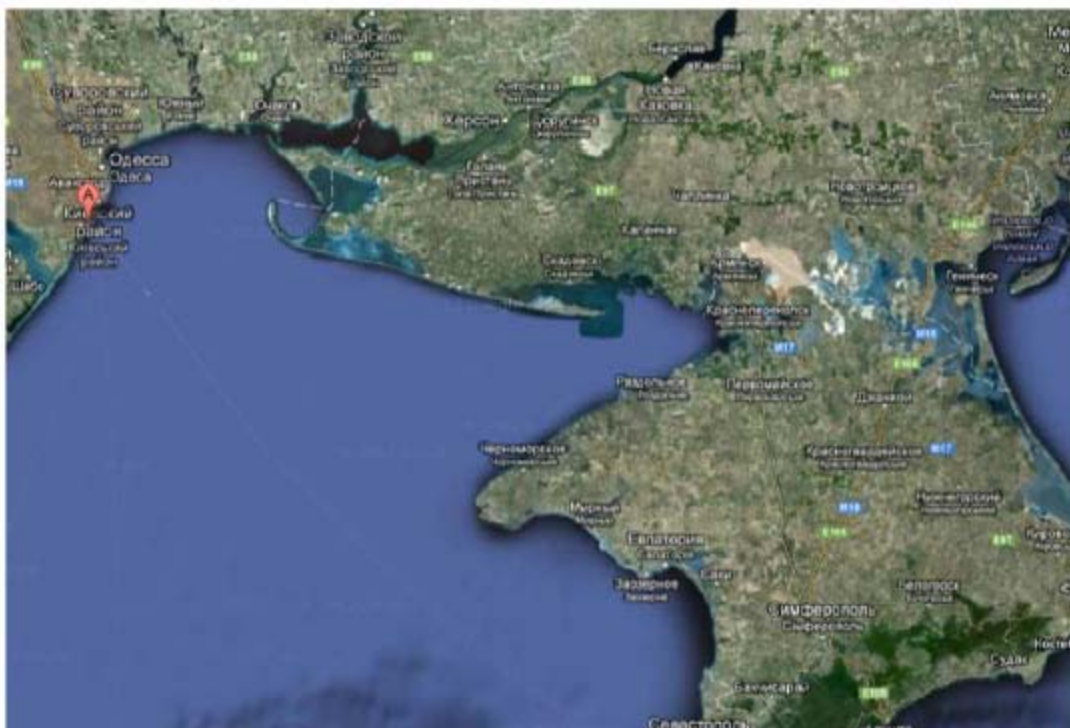
Max Draft – 15 m

Bulking capacity – 100 000 MT

1 Option – Bulking facility is used

Operator: Willmar

Willmar is using facility for the export of Sunflower oil and for the import of palm oil for the own needs and distribution.



## Sea Port of Ilyichevsk

Max Draft – 14 m

Bulking capacity 1 – 90 000 cub. m

Bulking capacity 2 – 36 000 cub. m

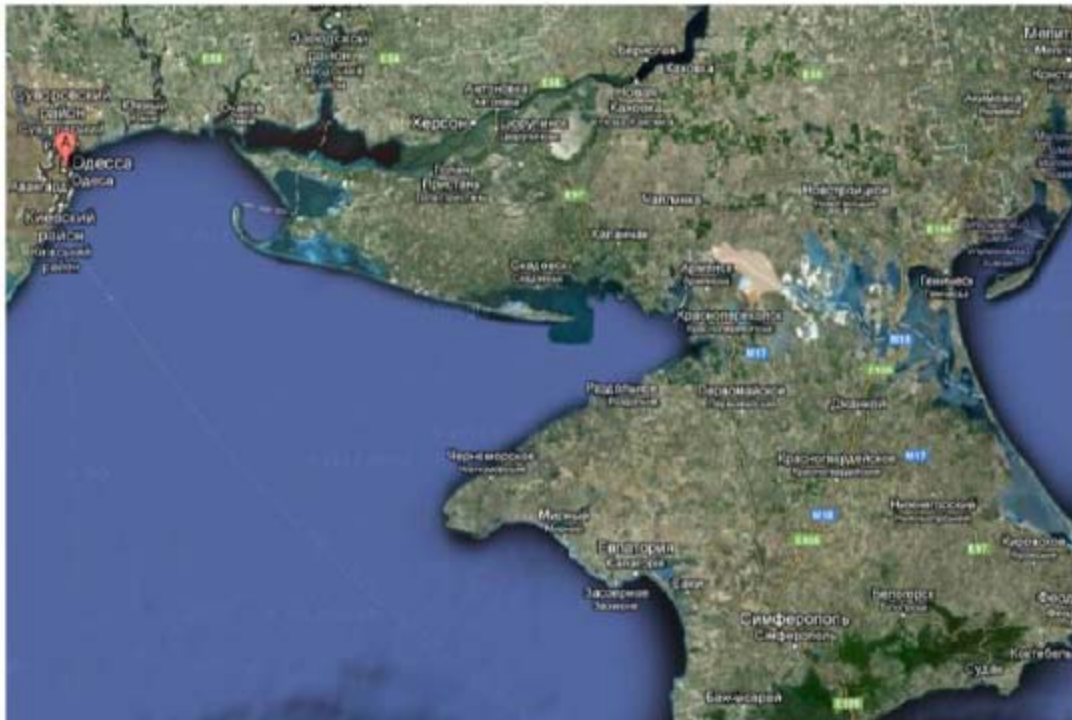
1 Option – Bulking facility is used

Operator: Risoil S.A [90 000]

Operator: Ilyichevsk Oils and Fats Industrial Complex [IOFIC-36 000]

Companies: Pacific Interlink, East Oil

Pacific Interlink is one of the biggest importers of Palm oil in



## Sea Port of Odessa

Max Draft – 13 m

Bulking capacity – 45 000 cub. m

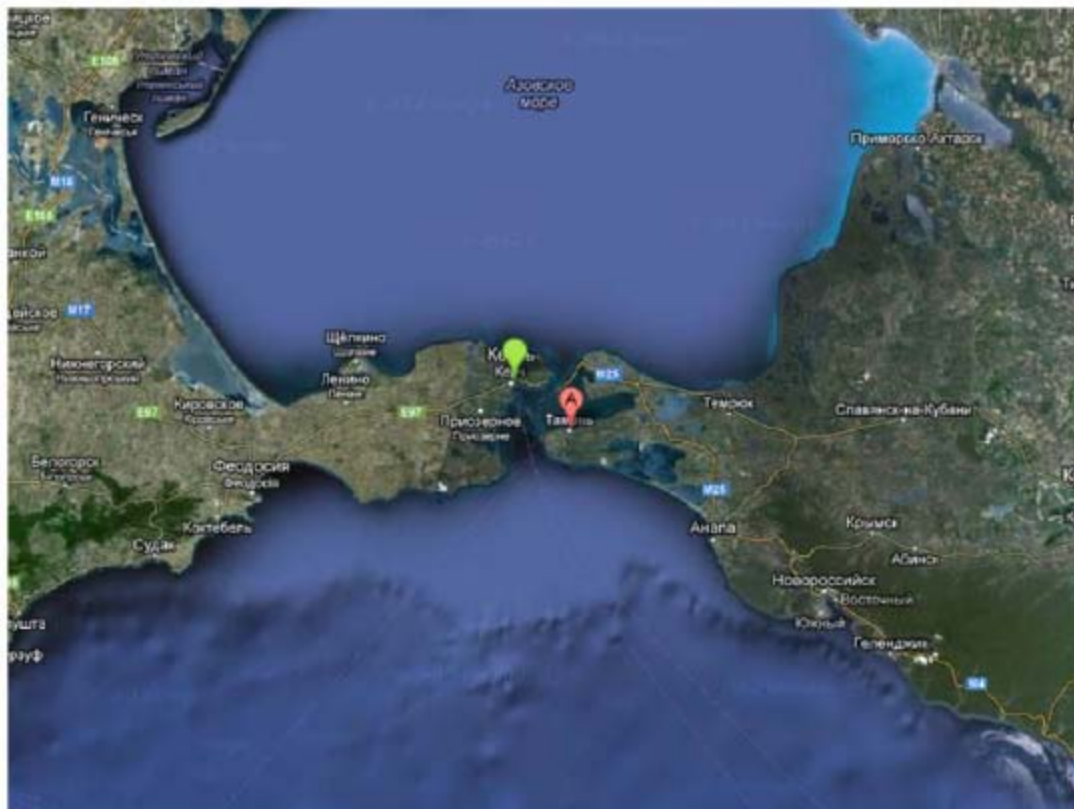
1 Option – Bulking facility is used

Operator: Odessa Port  
Production and Transshipment  
Complex [OPPTC]

Company: Cargill

Company OPPTC is using facility for the export of Sunflower oil and for the import of palm oil for the needs of Cargill and for some minor clients.





## Sea Port of Taman

Max Draft – 9 m

Berth length – 225 m

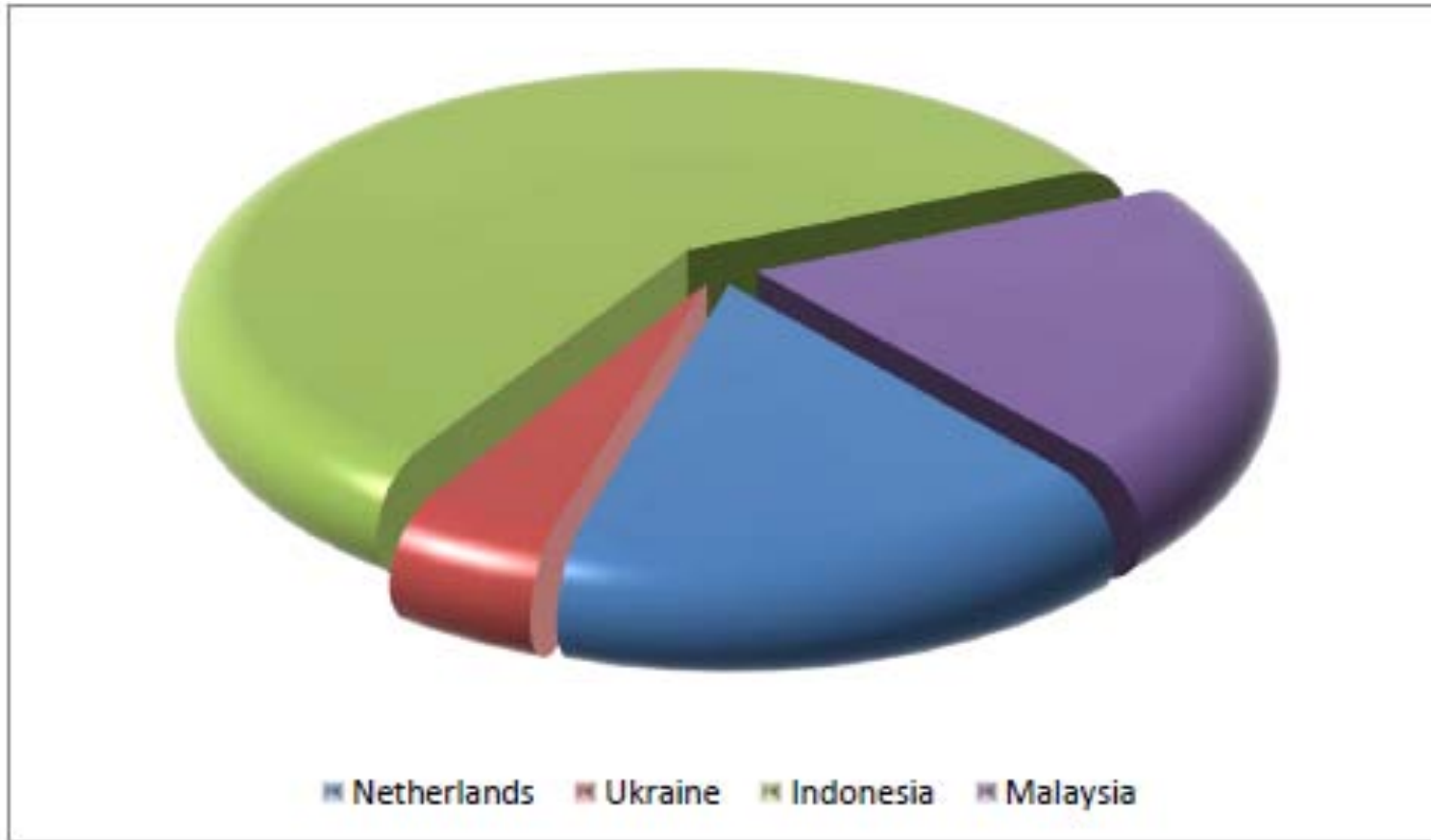
Bulking capacity – 60 000 MT

1 Option – Bulking facility is used

Operator: EFKO

Company EFKO is using facility for the export of Sunflower oil and for the import of palm oil for the own needs and distribution.

# Russia: Palm oil Imports, by Country



# Import Duty Structure

- HS 1511101000 for technical and industrial purposes, excluding manufacture of products for human consumption  
Import Duty - 0%  
VAT - 18%
- HS 1511109002 Other. In containers of a net weight of 20 000 kg or less  
Import Duty 5 %, **no less than 0.12 EUR/kg**  
VAT - 10%
- HS 1511109008 Other. Other  
Import Duty - 0 %,  
VAT - 10%
- HS 1511901100 Other. Solid fractions. In packings of a net content not exceeding 1 kg  
Import Duty 5 %, **no less than 0.12 EUR/kg**  
VAT - 18% (optional)  
VAT - 10% (basic)
- 1511901902 Other. In containers of a net weight of 20 000 kg or less  
Import Duty 5 %, **no less than 0.12 EUR/kg**  
VAT - 18% (optional)  
VAT - 10% (basic)
- 1511901908 Other. Other  
Import Duty 0 %  
VAT - 18% (optional)  
VAT - 10% (basic)

# Review of Regional Situation

## RUSSIA

Product Group	Jan-Aug, 2012		Jan-Aug, 2013	
	Volume (Tonnes)	Value (RM Mil.)	Volume (Tonnes)	Value (RM Mil.)
PALM OIL	25 717	87,52	30 117	78,94
PALM KERNEL OIL	4 941	26,77	6 556	22,56
OLEOCHEMICALS	4 671	25,38	5 487	21,20
FINISHED PRODUCTS	4 939	34,45	7 086	43,74

## UKRAINE

Product Group	Jan-Aug, 2012		Jan-Aug, 2013	
	Volume (Tonnes)	Value (RM Mil.)	Volume (Tonnes)	Value (RM Mil.)
PALM OIL	125 744	405,58	264 775	636,86
PALM KERNEL OIL	29 441	119,17	21 960	69,73
OLEOCHEMICALS	4 773	16,11	4 498	13,02
FINISHED PRODUCTS	1 435	5,58	1 870	7,01

Detail Product	Jan-Oct, 2013	
	Volume (Tonnes)	Value (RM Mill.)
RBD PALM OIL	24 139	61,22
RBD PALM STEARIN	245	0,90
RBD PALM OLEIN	20 111	54,79
HRBD PALM OLEIN	324	1,53
RBD PALM KERNEL OIL	501	1,30
RBD KERNEL STEARIN	323	1,07
RBD KERNEL OLEIN	2 067	5,74
H PALM KERNEL STEARIN	2 252	9,28
HRBD PALM KERNEL OLEIN	426	1,32
HRBD PALM KERNEL STEARIN	2 196	8,78
OLEIC ACID	86	0,36
PALMITIC ACID	255	0,77
LAURIC ACID	400	1,37
STEARIC ACID / STEARIC ACID FLAKES	529	1,88
COCOA AMIDES	278	1,08
SOAP NOODLES / STOCK / BLEND	219	0,58
PURIFIED / REFINED / DISTILL GLYCERINE / GRD GLYCERINE	1 563	4,36
TRIPLE PRESSED STEARIC ACID	567	1,89
ISO PROPYL MYRISTATE	226	2,21
SINGLE PRESSED STEARIC ACID	668	2,12
LAURYL-MYRISTYL ALCOHOL	394	1,76
STEARYL ALCOHOL	129	0,62
MIXTURE C12&C14 FATTY ALCOHOL	196	0,90
FOOD-GRADE ESTERS / EMULSIFIERS	1 016	4,79

# Projects Review 2013

## Local Unions

- Oil and Fat Union
- Association of O&F Producers
- Ingredients Union

## Expert Panels

- Nutrition
- Marketing
- Technology
- Logistics

## Media Promotion of MPO

- Publications
- Radio interviews
- Internet

## Exhibition Sponsoring

- Prodexpo
- World Food

## Market Research

- PKC
- Logistics
- Market Overview
- Oleochemistry etc.

## Buyer-Seller Mission

# REGIONAL SUPPORT - MPOC

- **Exhibitions Sponsoring**
  - Prodexpo in February
  - World Food in September
- **Palm Oil Trade Awareness Programme (POTAP)**
  - POC
  - PIPOC
- **Buyer-Seller Mission**

# LIST OF STUDIES

- Palm Oil Market of Russia
- PKC Market Potential
- Logistics of Deliveries
- Oleochemistry Market
- Market of Specialty Fats
- Trans Fat Research

more to come...





# Thank You

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