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GENERAL COMMENTS

U.S. DDGS are steady this week with ethanol production rising slightly and end-users having booked most of their Q1 and early Q2 needs. Kansas City soymeal prices are \$5/MT higher despite declines in FOB prices. The DDGS/soymeal ratio stands at 0.50, steady with the prior week and up from the three-year average of 0.42. The DDGS/cash corn ratio is down from the prior week at 115 percent and above the three-year average of 110 percent.

Industry sources say the export DDGS market is mixed in quiet trade. Merchandisers and exporters report a wide bid/ask spread is creating volatility in traded prices. Barge CIF NOLA values are slightly lower this week while FOB NOLA offers are steady/\$1-2/MT higher. Prices for 40-foot containers to Southeast Asia are higher this week, with product destined for Malaysia leading the way. On average, containers to Southeast Asia are offered at \$355-356 for February-April shipment, with spot offers up \$8/MT while deferred positions are up \$6/MT.



| DDGS Price Table: February 4, 2021 (USD/MT) (Quantity, availability, payment and delivery terms vary) | | | |
|---|-----------------|--------------|--------------|
| Delivery Point Quality Min. 35% Pro-fat combined | February | March | April |
| Barge CIF New Orleans | 312 | 310 | 308 |
| FOB Vessel GULF | 323 | 323 | 319 |
| Rail delivered PNW | 315 | 313 | 313 |
| Rail delivered California | 319 | 318 | 318 |
| Mid-Bridge Laredo, TX | 315 | 315 | 315 |
| FOB Lethbridge, Alberta | 307 | 305 | 304 |
| 40 ft. Containers to South Korea (Busan) | 347 | 347 | 347 |
| 40 ft. Containers to Taiwan (Kaohsiung) | 348 | 348 | 348 |
| 40 ft. Containers to Philippines (Manila) | 358 | 357 | 358 |
| 40 ft. Containers to Indonesia (Jakarta) | 353 | 353 | 352 |
| 40 ft. Containers to Malaysia (Port Kelang) | 358 | 358 | 357 |
| 40 ft. Containers to Vietnam (HCMC) | 362 | 363 | 362 |
| 40 ft. Containers to Japan (Yokohama) | 358 | 358 | 357 |
| 40 ft. containers to Thailand (LCMB) | 358 | 358 | 358 |
| 40 ft. Containers to China (Shanghai) | 353 | 352 | 353 |
| 40 ft. Containers to Bangladesh (Chittagong) | 357 | 357 | 358 |
| 40 ft. Containers to Myanmar (Yangon) | 353 | 352 | 352 |
| KC Rail Yard (delivered ramp) | 283 | 283 | 282 |
| Elwood, IL Rail Yard (delivered ramp) | 284 | 283 | 282 |

Source: World Perspectives, Inc. *Prices are based on offer indications only; terms of delivery, payment and quality may vary from one supplier to another, impacting the actual value of the price.

OCEAN FREIGHT MARKET

Dry-bulk ocean freight markets continue dancing to an up and down beat that provides trading opportunities but makes little headway either direction. This has been another mixed week that resulted in little net movement in rates. Most market optimism remains out in Q2 and forward positions.

The hottest market appears to be the Handymax and Supramax sectors in the U.S. Gulf where vessel supply is tight. Daily hire rates in the Panamax sector traded at \$12,600 for February-March and at \$12,750 for Q2. There has not yet been an observable jump in Panamax fixtures from the U.S. PNW to China but looking at the widening spread in the U.S. PNW-Gulf corn basis, such pricing is likely occurring.

Source: O'Neil Commodity Consulting



Bulk Freight Indices for HSS — Heavy Grain, Sorghum and Soybeans*
February 4, 2021

| Route and Vessel Size | Current Week (USD/MT) | Change from Previous Report | Remarks |
|---|---------------------------|-----------------------------|--|
| 55,000 U.S. Gulf-Japan | \$46.75 | Up \$0.25 | Handymax \$47.25 MT |
| 55,000 U.S. PNW- Japan | \$26.75 | Unchanged | Handymax \$27.00 MT |
| 66,000 U.S. Gulf – China | \$45.75 | Unchanged | North China |
| PNW to China | \$25.25 | Unchanged | |
| 25,000 U.S. Gulf - Veracruz, México | \$20.50 | Unchanged | 3,000 MT daily discharge rate |
| 30-36,000+ U.S. Gulf - Veracruz, México | \$17.25 | Unchanged | Deep draft and 6,000 MT per day discharge rate. |
| 30-38,000 U.S. Gulf - Colombia | \$23.50 | Unchanged | <u>West Coast Colombia at \$33.50</u> |
| <u>East Coast Colombia</u> From Argentina | <u>\$33.50</u> \$35.00 | | USG to E/C 50,000 MT at \$19.00 |
| 43-45,000 U.S. Gulf - Guatemala | \$30.50 | Unchanged | Acajutla/Quetzal - 8,000 out |
| 26-30,000 U.S. Gulf – Algeria | \$43.75 \$45.75 | Up \$0.25 | 8,000 MT daily discharge 3,000 MT daily discharge |
| 26-30,000 US Gulf - Morocco | \$44.50 | Up \$0.25 | 5,000 discharge rate |
| 55-60,000 U.S. Gulf –Egypt | \$34.00 | Up \$0.50 | 60,000 -55,000 MT -Egypt |
| PNW to Egypt | \$34.00 | | Romania- Russia- Ukraine \$15.00-\$15.50 -\$16.00 France \$20.50 |
| 60-70,000 U.S. Gulf – Europe, Rotterdam | \$17.50 | Down \$0.50 | Handymax at +\$1.75-\$2.00 more |
| Brazil, Santos – China | \$36.25 | Unchanged | 54-59,000 Supramax-Panamax |
| Brazil, Santos – China | \$35.75 | | 60-66,000 Post Panamax |
| Northern Coast Brazil - China | \$36.75 | | Upriver No. Brazil Plus -55,000 MT Plus \$7.50/MT |
| 56-60,000 Argentina/Rosario- China, Deep Draft | \$42.00 | Unchanged | Upriver with BB Top Off Plus \$3.75 MT |

Source: O'Neil Commodity Consulting

*Numbers for this table based on previous night's closing values.

LATEST EXPORT FIGURES

Calendar Year (January-December):

| | CY 2016 | CY 2017 | CY 2018 | CY 2019 | CY 2020 | CHANGE YTD (%) | CHANGE YTD (MT) |
|--------------------|------------|------------|------------|------------|------------|----------------|-----------------|
| <i>World Total</i> | 11,308,964 | 11,027,217 | 11,799,279 | 10,810,389 | 10,958,333 | 1% | 147,944 |
| Mexico | 1,907,573 | 2,184,385 | 2,012,746 | 2,028,684 | 1,741,873 | -14% | -286,811 |
| Vietnam | 1,153,660 | 308,356 | 1,246,899 | 1,203,135 | 1,287,324 | 7% | 84,189 |
| Korea, South | 889,190 | 960,916 | 1,139,457 | 1,247,483 | 1,269,980 | 2% | 22,497 |
| Indonesia | 355,355 | 728,185 | 843,582 | 913,928 | 940,891 | 3% | 26,963 |
| Thailand | 753,381 | 739,453 | 1,016,581 | 574,380 | 840,446 | 46% | 266,066 |
| Turkey | 789,613 | 1,417,099 | 887,129 | 577,364 | 789,049 | 37% | 211,685 |
| Japan | 314,561 | 473,528 | 465,962 | 516,947 | 462,987 | -10% | -53,960 |
| Canada | 518,272 | 707,259 | 664,483 | 643,982 | 392,221 | -39% | -251,761 |
| Ireland | 255,958 | 347,360 | 396,265 | 277,440 | 288,796 | 4% | 11,356 |
| Philippines | 161,224 | 137,935 | 196,418 | 261,970 | 283,805 | 8% | 21,835 |
| China | 2,341,650 | 371,667 | 192,174 | 179,049 | 280,852 | 57% | 101,803 |
| New Zealand(*) | 71,408 | 183,857 | 250,081 | 208,571 | 261,413 | 25% | 52,842 |
| Taiwan | 216,738 | 255,019 | 220,547 | 242,815 | 241,475 | -1% | -1,340 |
| Colombia | 181,762 | 207,653 | 220,222 | 200,615 | 209,962 | 5% | 9,347 |
| Israel(*) | 176,902 | 257,972 | 276,156 | 212,153 | 195,748 | -8% | -16,405 |
| Egypt | 141,440 | 138,414 | 193,254 | 142,591 | 193,938 | 36% | 51,347 |
| Morocco | 165,841 | 250,419 | 190,682 | 223,352 | 189,550 | -15% | -33,802 |
| Bangladesh | 35,602 | 117,010 | 150,788 | 160,873 | 165,931 | 3% | 5,058 |
| United Kingdom | 162,250 | 213,394 | 323,780 | 180,625 | 121,609 | -33% | -59,016 |
| Costa Rica | 84,896 | 89,413 | 77,142 | 92,651 | 86,807 | -6% | -5,844 |
| Honduras | 42,338 | 44,618 | 53,526 | 62,508 | 75,218 | 20% | 12,710 |
| Guatemala | 46,684 | 52,224 | 66,435 | 73,214 | 69,982 | -4% | -3,232 |
| Spain | 195,132 | 297,687 | 213,717 | 103,369 | 64,670 | -37% | -38,699 |

Marketing Year (September-August):

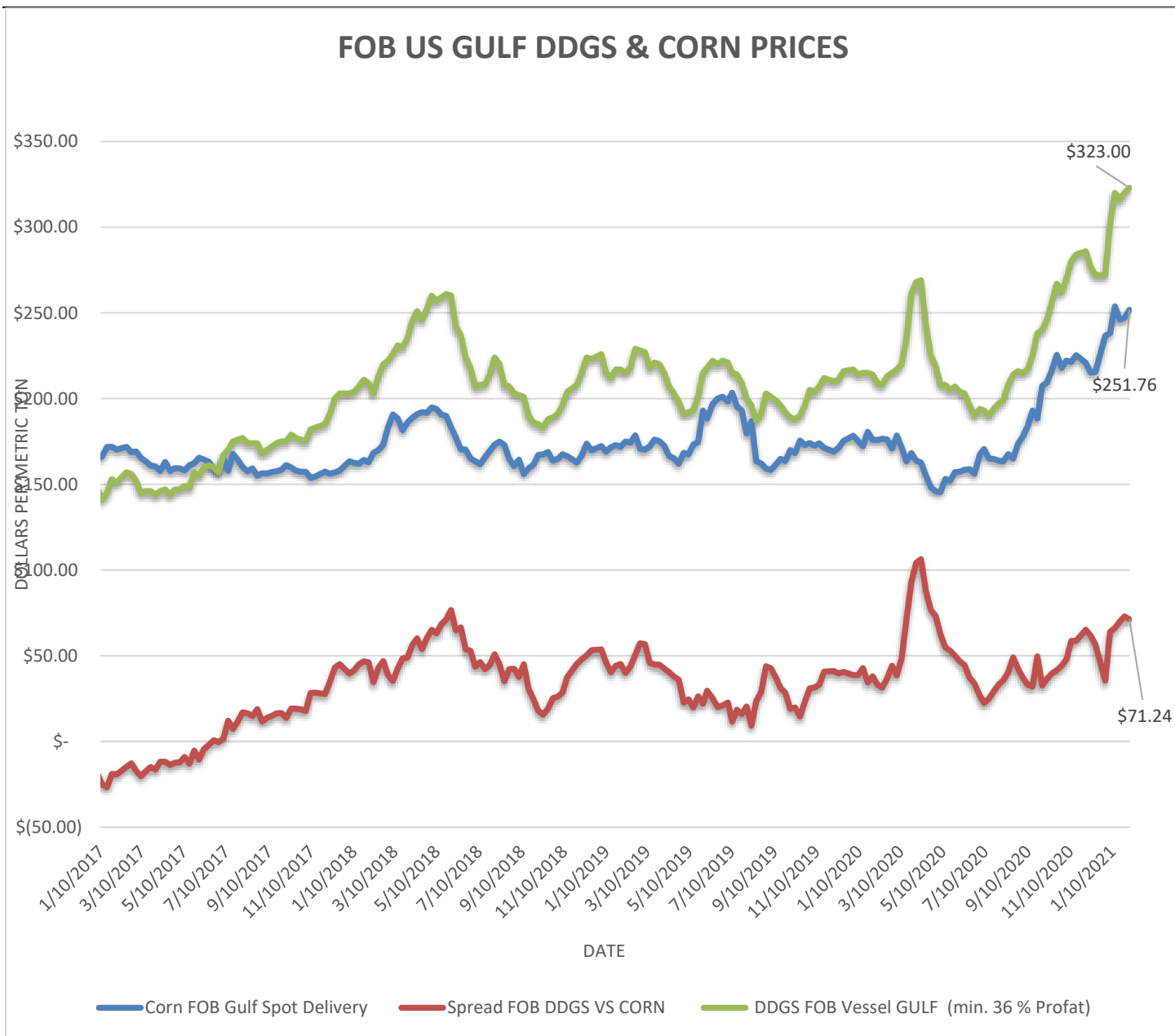
| | MY 17/18 | MY 18/19 | MY 19/20 | SEP19-DEC19 | SEP20-DEC20 | CHANGE YTD (%) | CHANGE YTD (MT) |
|--------------------|------------|------------|------------|-------------|-------------|----------------|-----------------|
| <i>World Total</i> | 11,631,190 | 11,278,695 | 10,531,129 | 3,452,802 | 3,880,006 | 12% | 427,204 |
| Mexico | 2,126,783 | 2,016,966 | 1,799,323 | 628,356 | 570,906 | -9% | -57,450 |
| Korea, South | 1,177,720 | 1,190,000 | 1,221,249 | 390,229 | 438,960 | 12% | 48,731 |
| Vietnam | 1,047,601 | 1,294,316 | 1,212,834 | 410,051 | 484,541 | 18% | 74,490 |
| Indonesia | 809,469 | 971,736 | 908,302 | 302,173 | 334,762 | 11% | 32,589 |
| Thailand | 945,404 | 724,888 | 871,608 | 209,852 | 178,690 | -15% | -31,162 |
| Turkey | 1,170,598 | 498,947 | 601,596 | 120,513 | 307,966 | 156% | 187,453 |
| Japan | 462,677 | 481,178 | 482,024 | 191,190 | 172,153 | -10% | -19,037 |
| Canada | 653,998 | 701,578 | 425,093 | 167,661 | 134,789 | -20% | -32,872 |
| Philippines | 163,693 | 242,381 | 283,793 | 101,540 | 101,552 | 0% | 12 |
| New Zealand(*) | 227,074 | 202,115 | 280,817 | 106,404 | 87,000 | -18% | -19,404 |
| Ireland | 383,232 | 339,843 | 256,634 | 87,297 | 119,459 | 37% | 32,162 |
| Taiwan | 218,083 | 234,317 | 253,400 | 87,966 | 76,041 | -14% | -11,925 |
| China | 160,715 | 178,169 | 205,002 | 78,249 | 154,099 | 97% | 75,850 |
| Colombia | 202,317 | 195,446 | 204,056 | 92,191 | 98,097 | 6% | 5,906 |
| Morocco | 211,588 | 218,396 | 202,162 | 74,930 | 62,318 | -17% | -12,612 |
| Egypt | 245,526 | 79,936 | 169,839 | 64,113 | 88,212 | 38% | 24,099 |
| Israel(*) | 290,831 | 250,648 | 168,251 | 16,696 | 44,193 | 165% | 27,497 |
| United Kingdom | 177,559 | 362,848 | 135,149 | 30,930 | 17,390 | -44% | -13,540 |
| Bangladesh | 145,617 | 178,891 | 125,425 | 38,621 | 79,127 | 105% | 40,506 |
| El Salvador | 63,421 | 61,583 | 85,572 | 39,668 | 16,102 | -59% | -23,566 |
| Costa Rica | 84,532 | 88,074 | 81,195 | 26,591 | 32,203 | 21% | 5,612 |
| Guatemala | 48,840 | 75,909 | 70,879 | 26,861 | 25,964 | -3% | -897 |
| Burma | 51,814 | 77,273 | 59,298 | 27,135 | 32,067 | 18% | 4,932 |

NOTES:

1. Data Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics
2. (*) denotes a country that is a summarization of its component countries.
3. Users should use cautious interpretation on QUANTITY reports using mixed units of measure. QUANTITY line items will only include statistics on the units of measure that are equal to, grouped commodities. Or are able to be converted to, the assigned unit of measure of the grouped commodities.
4. Product Group : BICO-HS10

CHARTS BASED ON MOST RECENT DATA FROM FAS GATS DATABASE (DECEMBER 2020)

FOB US DDGS AND CORN PRICES



FOB US DDGS AND SOYBEAN MEAL PRICES

