



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

FOI  **Fats & Oils Istanbul**
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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 PPP_x: US\$ 1,576 billion

GDP per capita PPP_x: US\$ 19,949

GDP Growth (x): 3%

Exchange rate: US\$ 1 = 2.92 Turkish Lira

Unemployment: 10.5% (2015 est.)

Annual inflation: 7.7% (consumer, 2015 est.)



Turkey Fact File

Age Structure*:

0-14	25.5%
15-24	16.3%
25-54	43.1%
55-64	8.1%
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 Use: 48.7%

Arable Land*: 26.7%

Permanent Crops*: 4%

Irrigated Land*: 53,400 sq km

* CIA Data (Oct. 2014)

X IMF Data (Nov. 2014)



Source : IMF/CIA WorldFactbook, December 2015



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

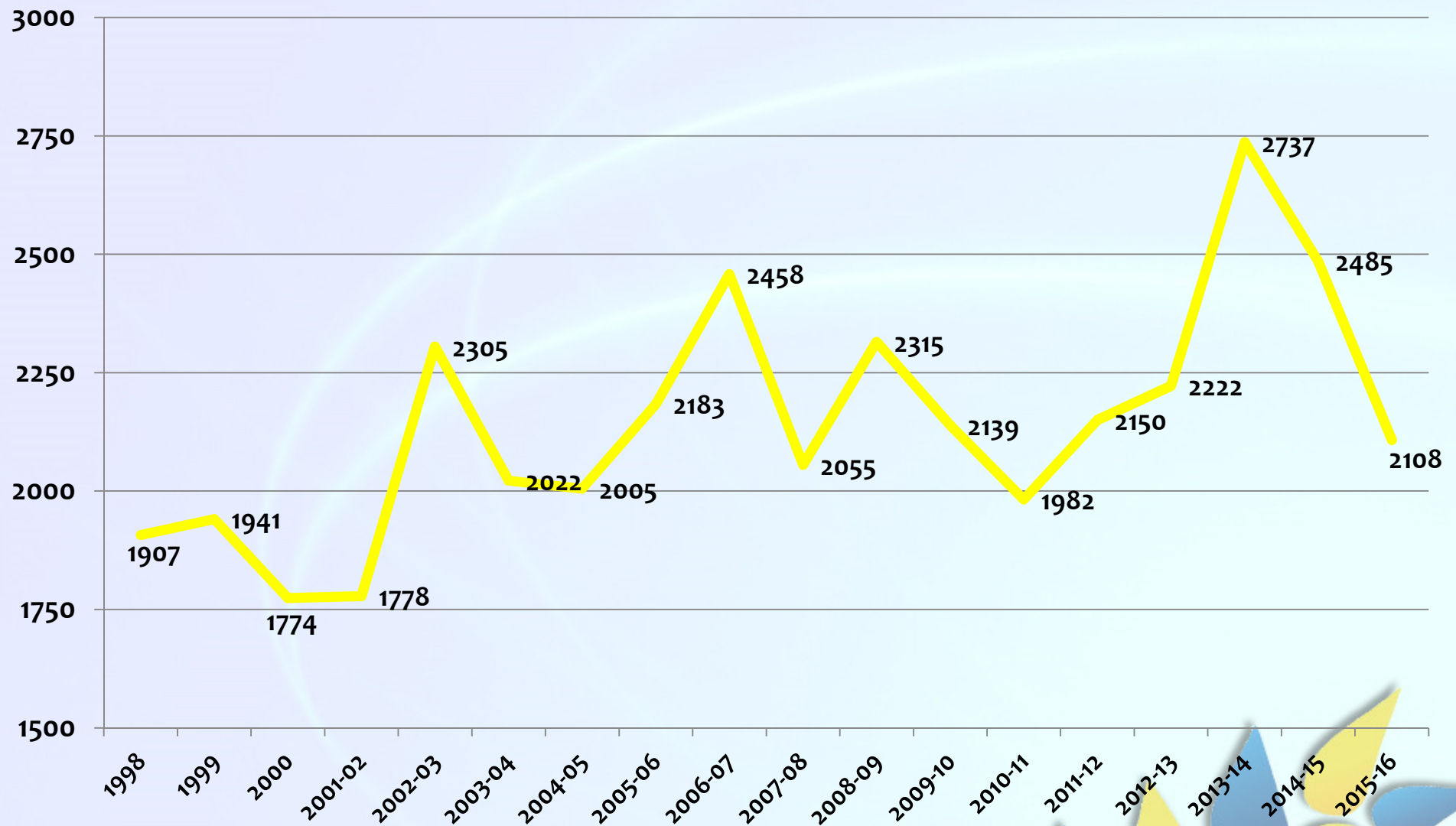
Oilseeds: c. 2.1 million tonnes



Oils/Oilseeds Supply & Demand

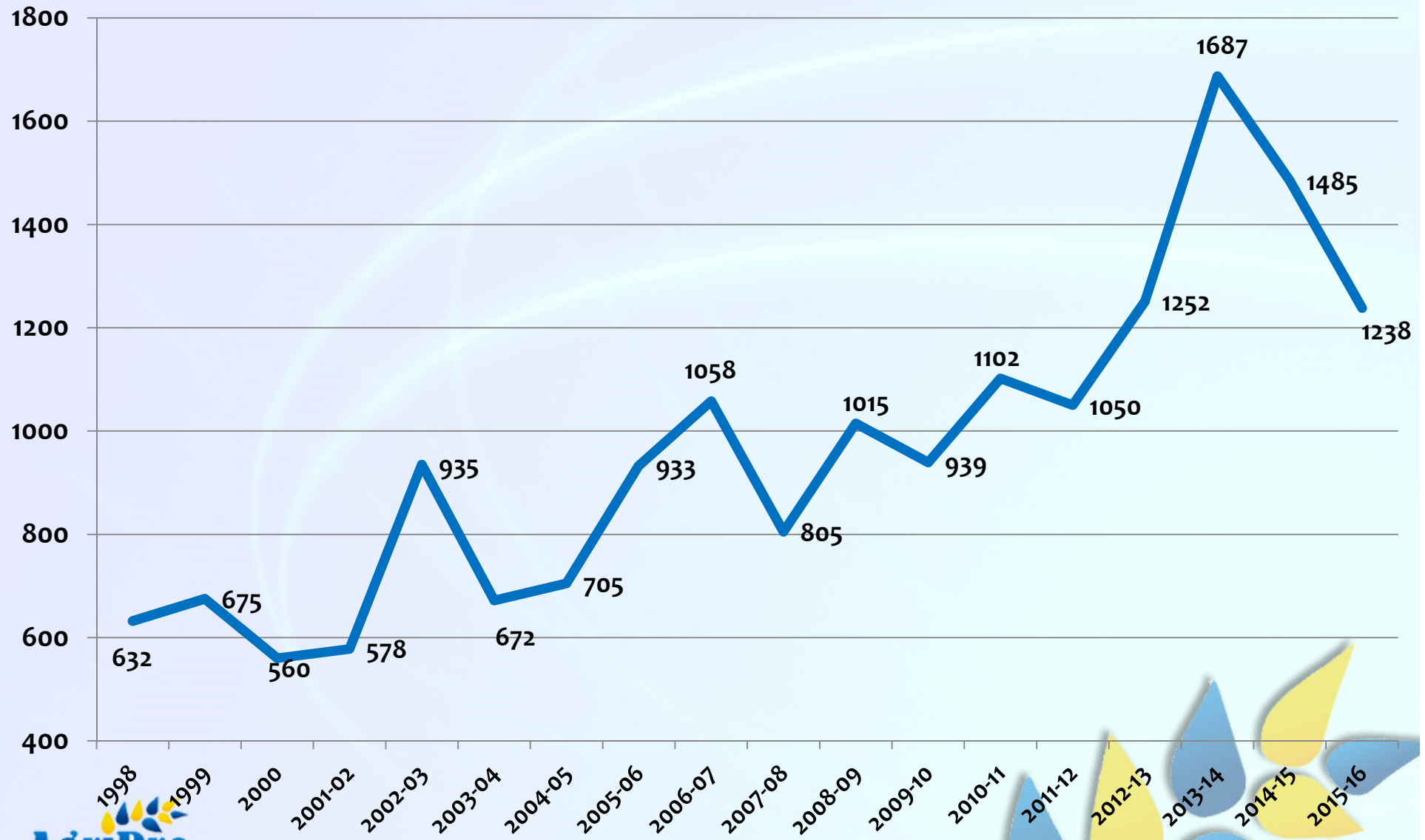


Turkish Oilseeds Production (th tonnes)



Turkish Oilseeds Production (th tonnes)

Without cottonseeds



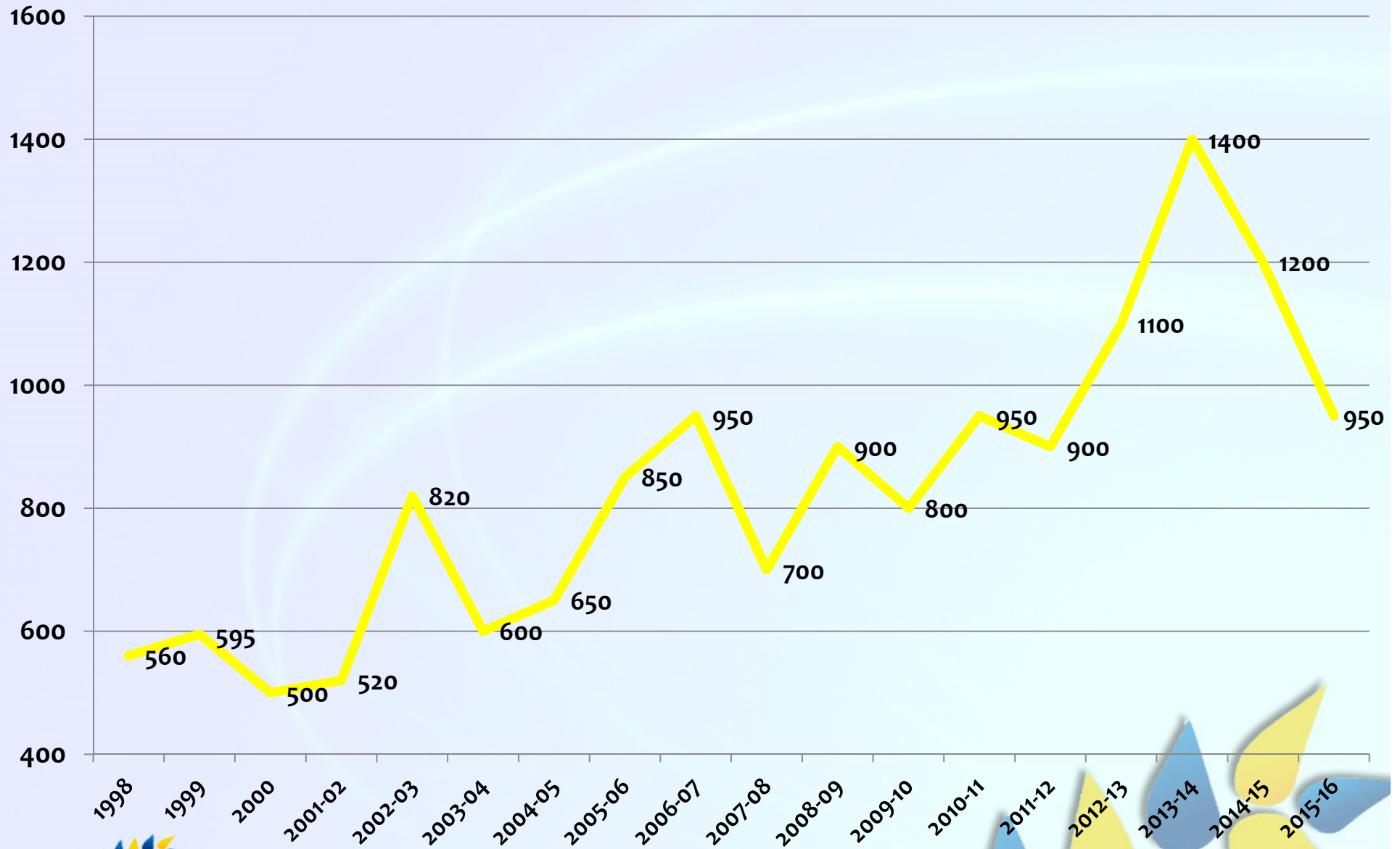
Turkish Oilseeds Production 2015/16

(thousand tonnes)

- Sunflowerseeds : 950,000 tonnes
 - Cottonseeds : 870,000 tonnes
 - Rapeseeds : 85,000 tonnes
 - Corn germs : 73,000 tonnes
 - Soybeans : 130,000 tonnes
- TOTAL : 2,108,000 tonnes**



Sunseeds Production (thousand tonnes)



Source: AgriPro 2015

Turkish Oils & Oilseeds Balances

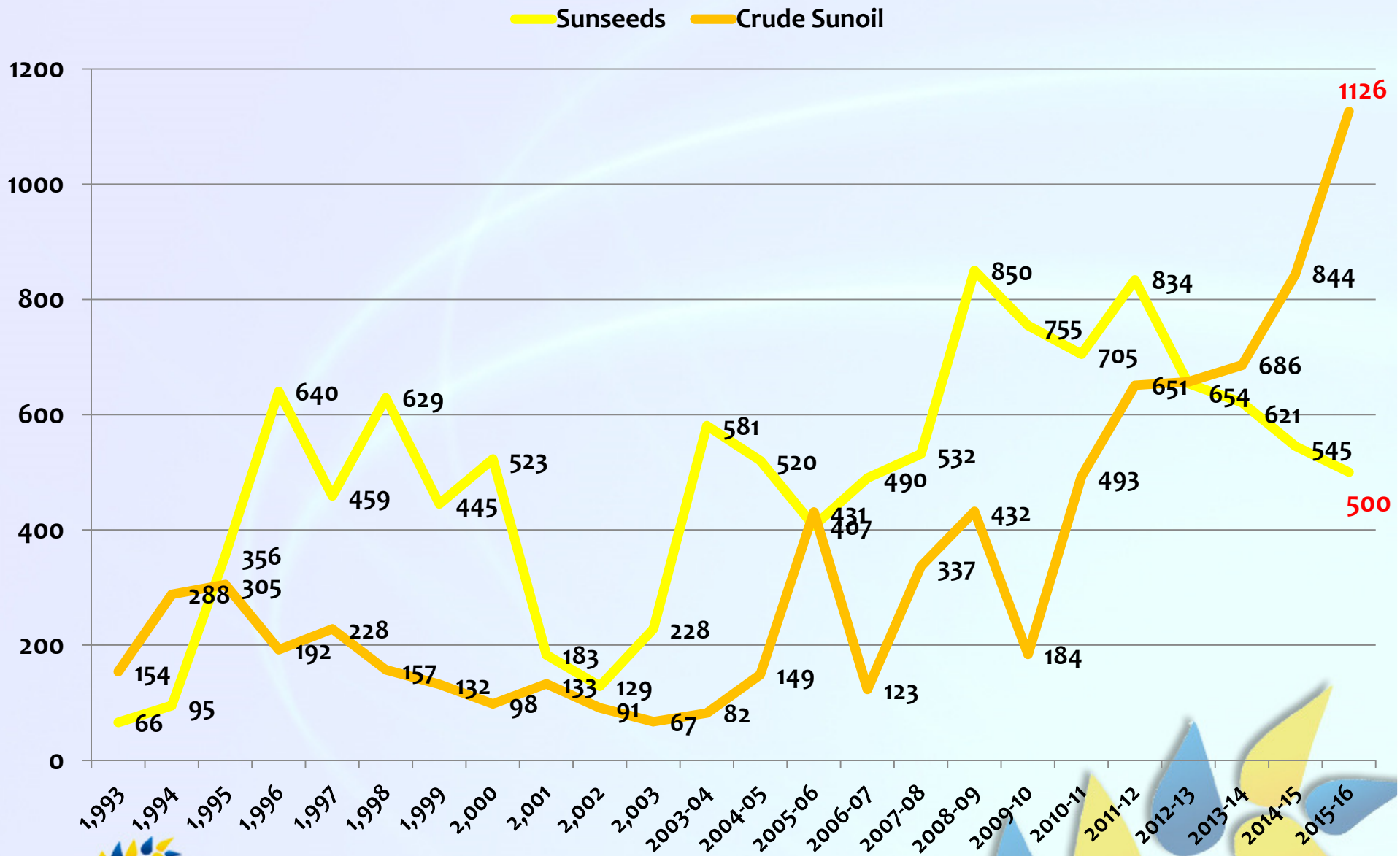


Major Import Duties

Sunseeds	: 27% (or \$173/mt min.)
Soybeans	: 0%
Rapeseed	: 10%
Crude Sunoil	: 36% (or \$540/mt min.)
Refined Sunoil	: 50%
Other Vegoils	: 31.2%
Sunmeal	: 13.5%
Soymeal	: 0%

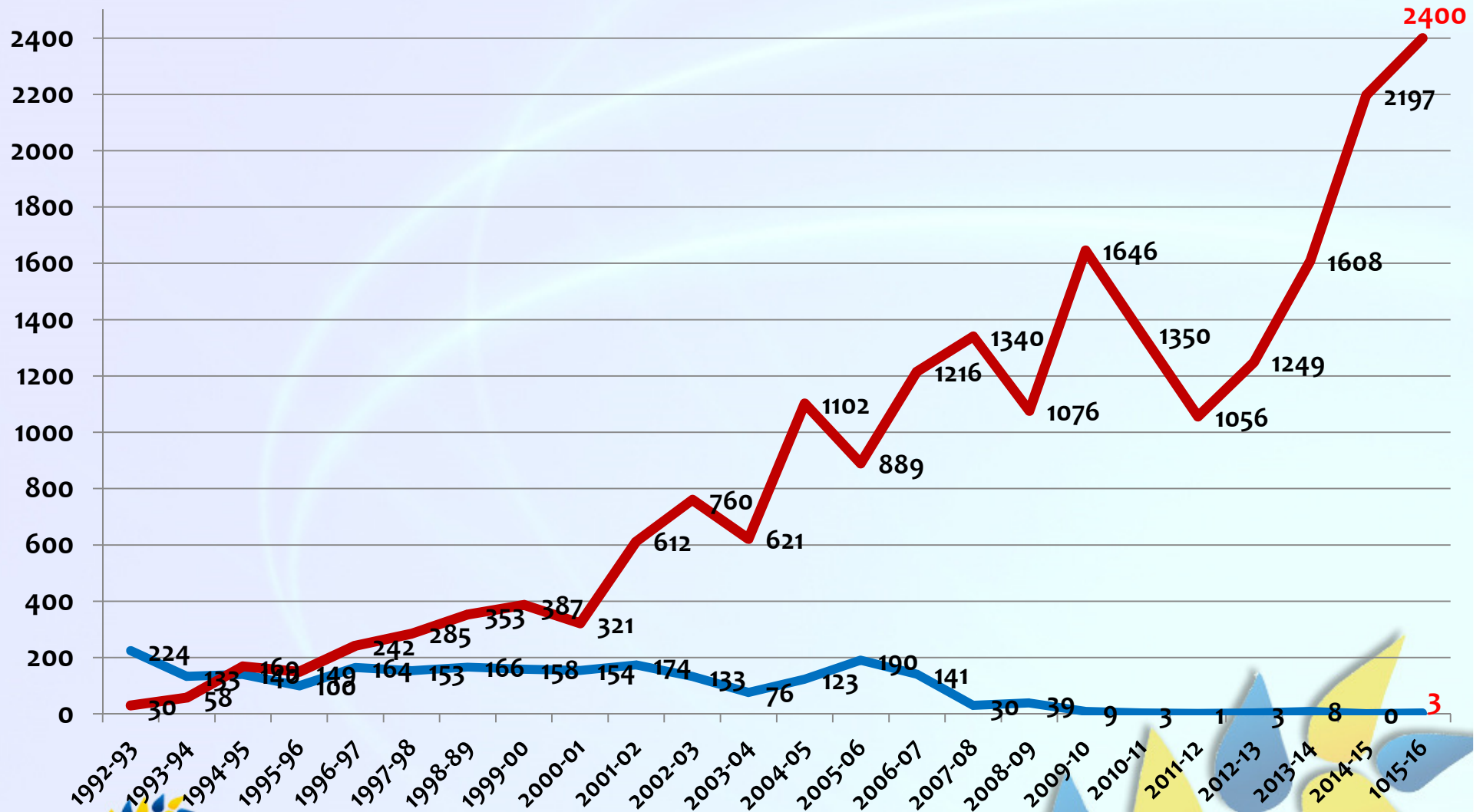


Sunseeds & Sunoil Imports (th tonnes)

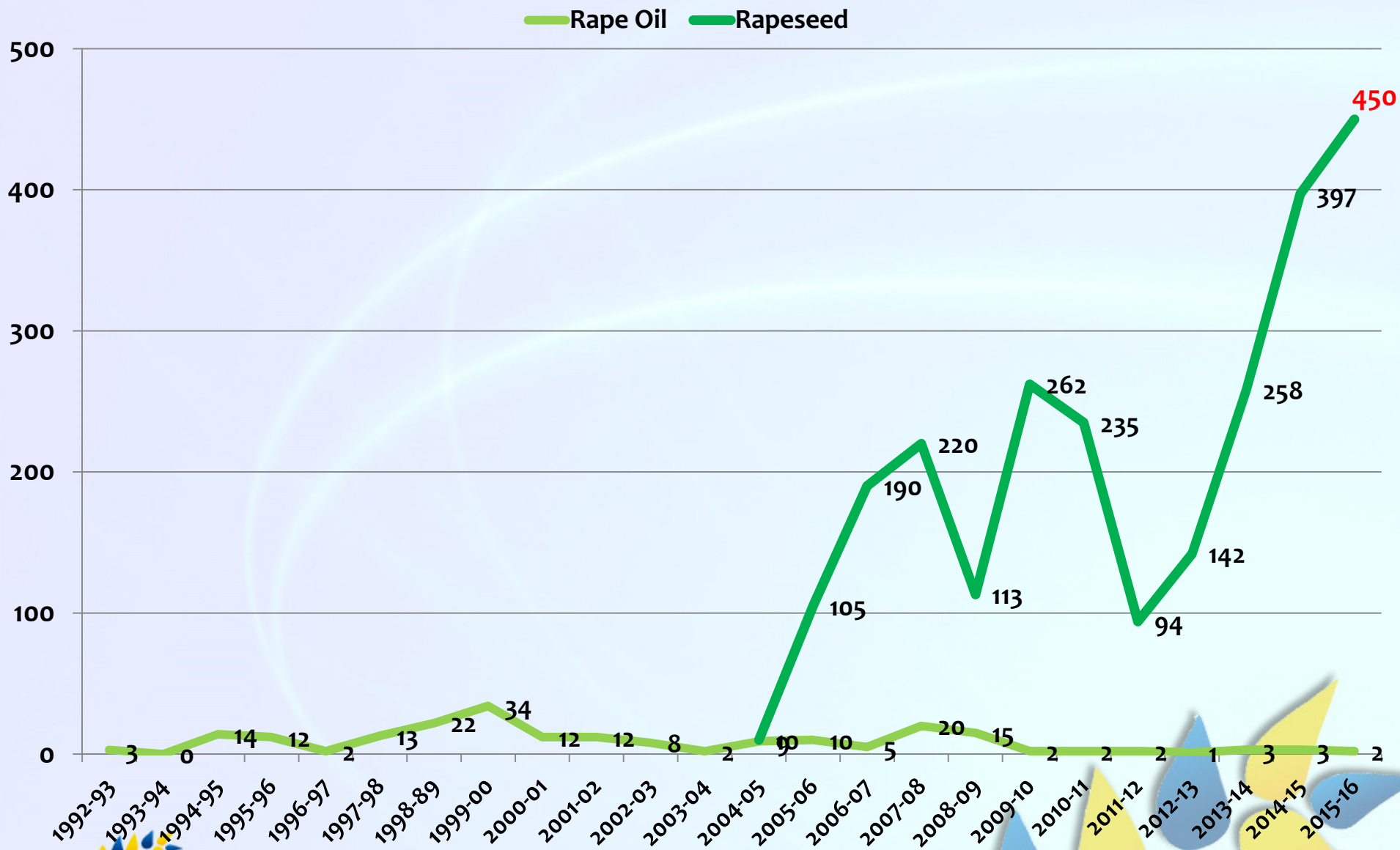


Soybeans & Soy Oil Imports (th tonnes)

— Soy Oil — Soybeans



Rapeseeds & Rape Oil Imports (th tonnes)

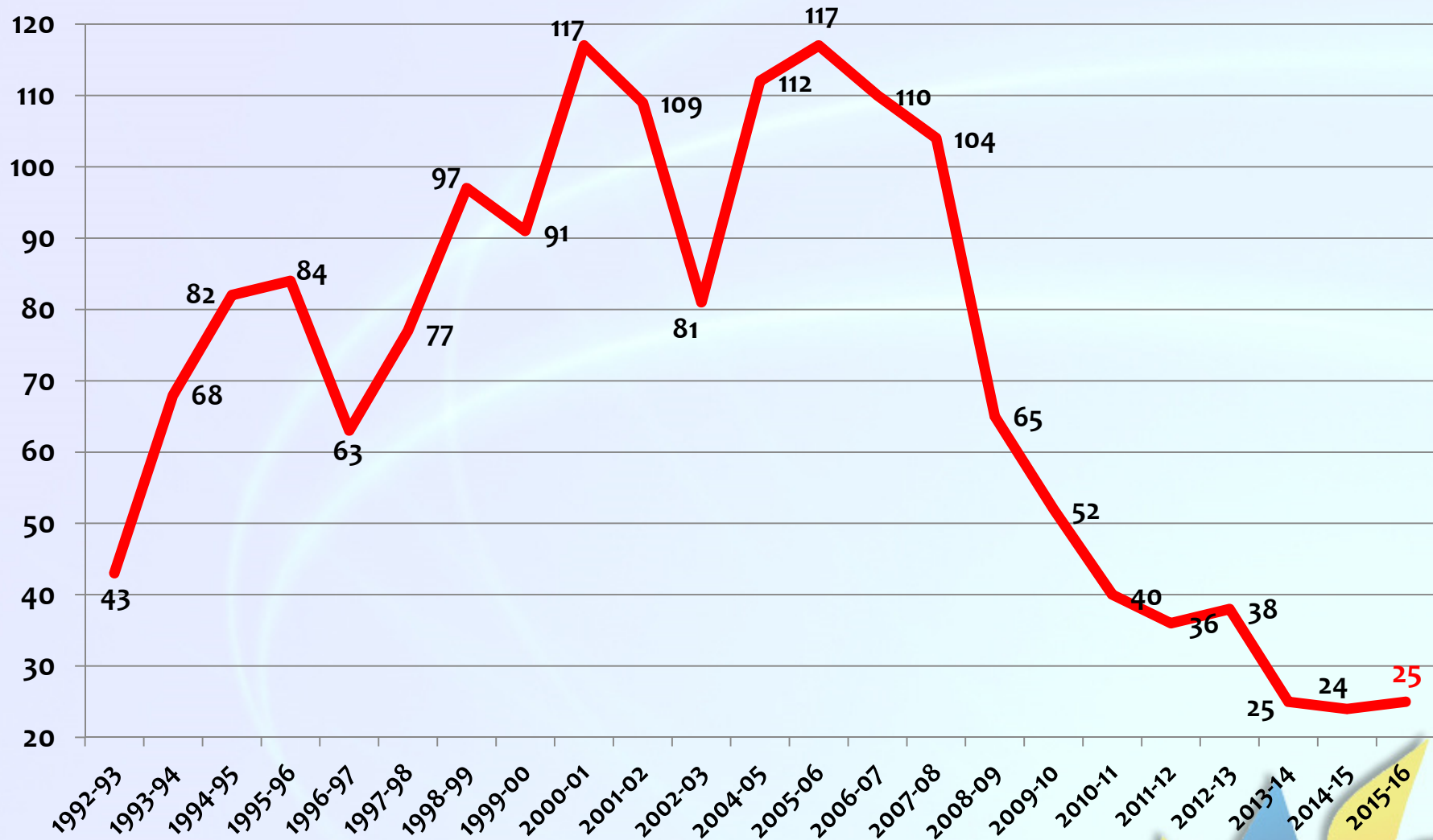


Source: Ministry of Economy 2015

Palm Oil Imports (thousand tonnes)

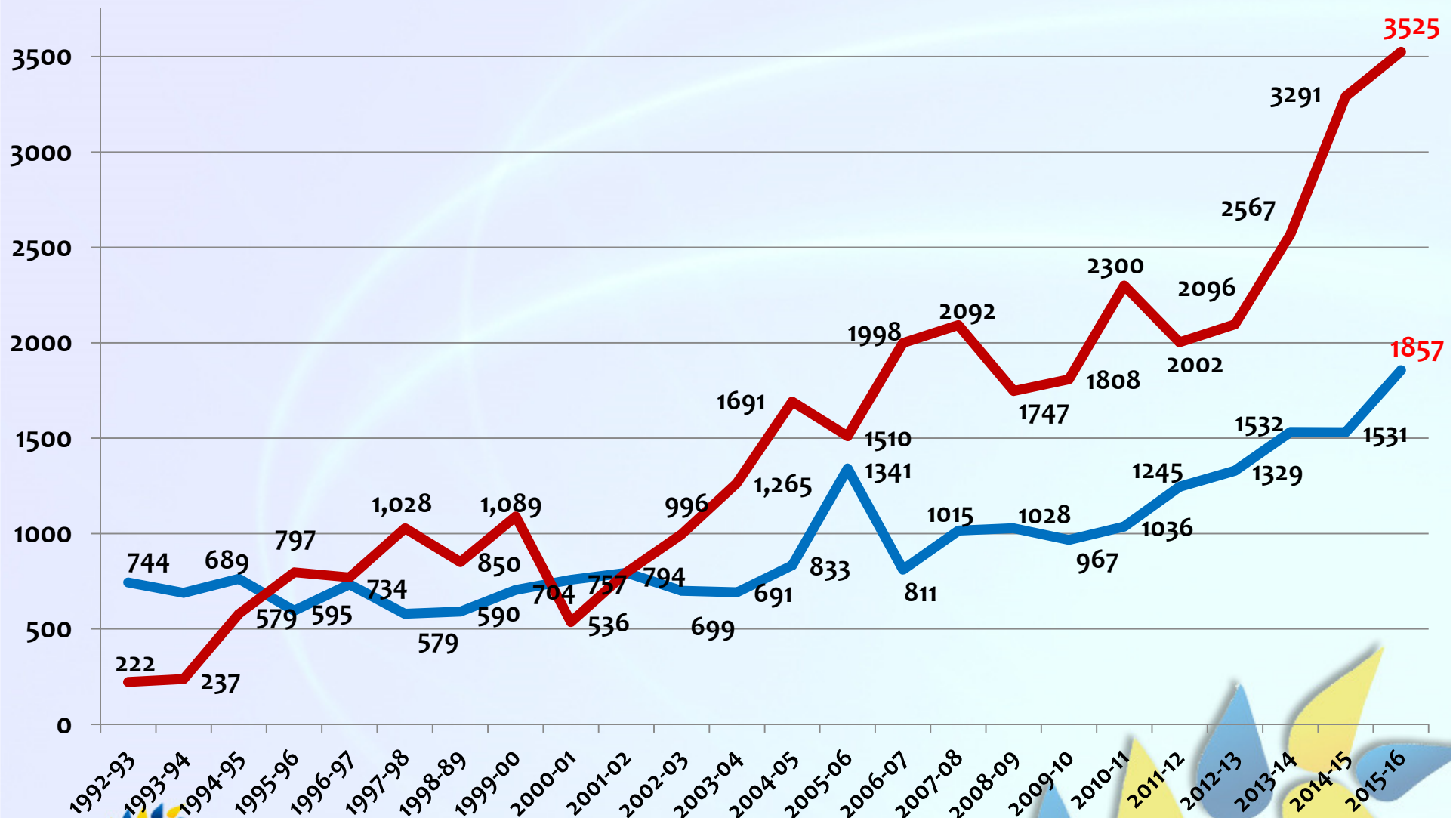


Corn Oil Imports (thousand tonnes)



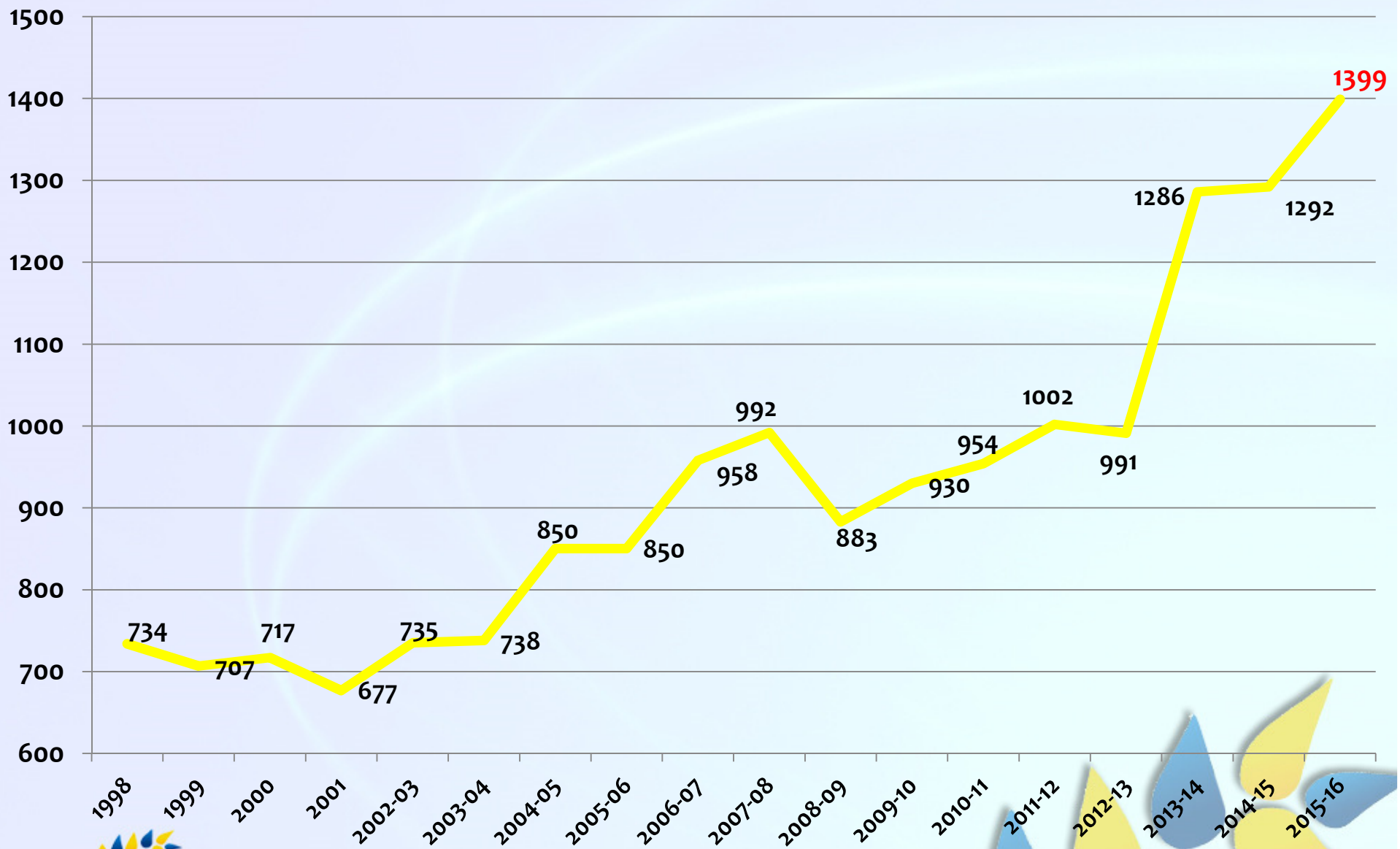
Total Oils & Oilseeds Imports (th tonnes)

Oils Imports Oilseed Imports

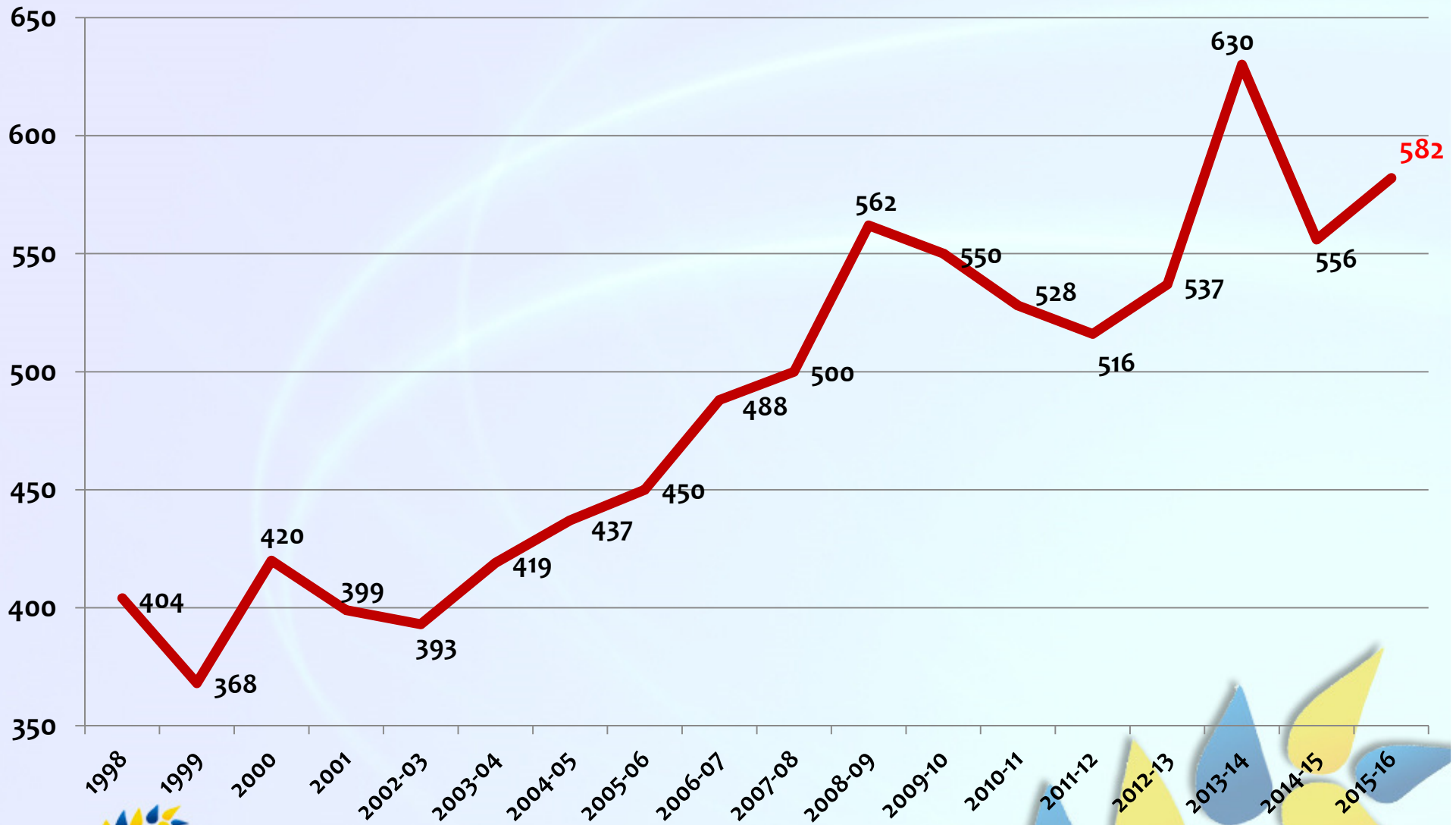


Source: Ministry of Economy 2015

Liquid Oils Consumption (thousand tonnes)



Margarine/Industrial Fats Consumption (th tonnes)

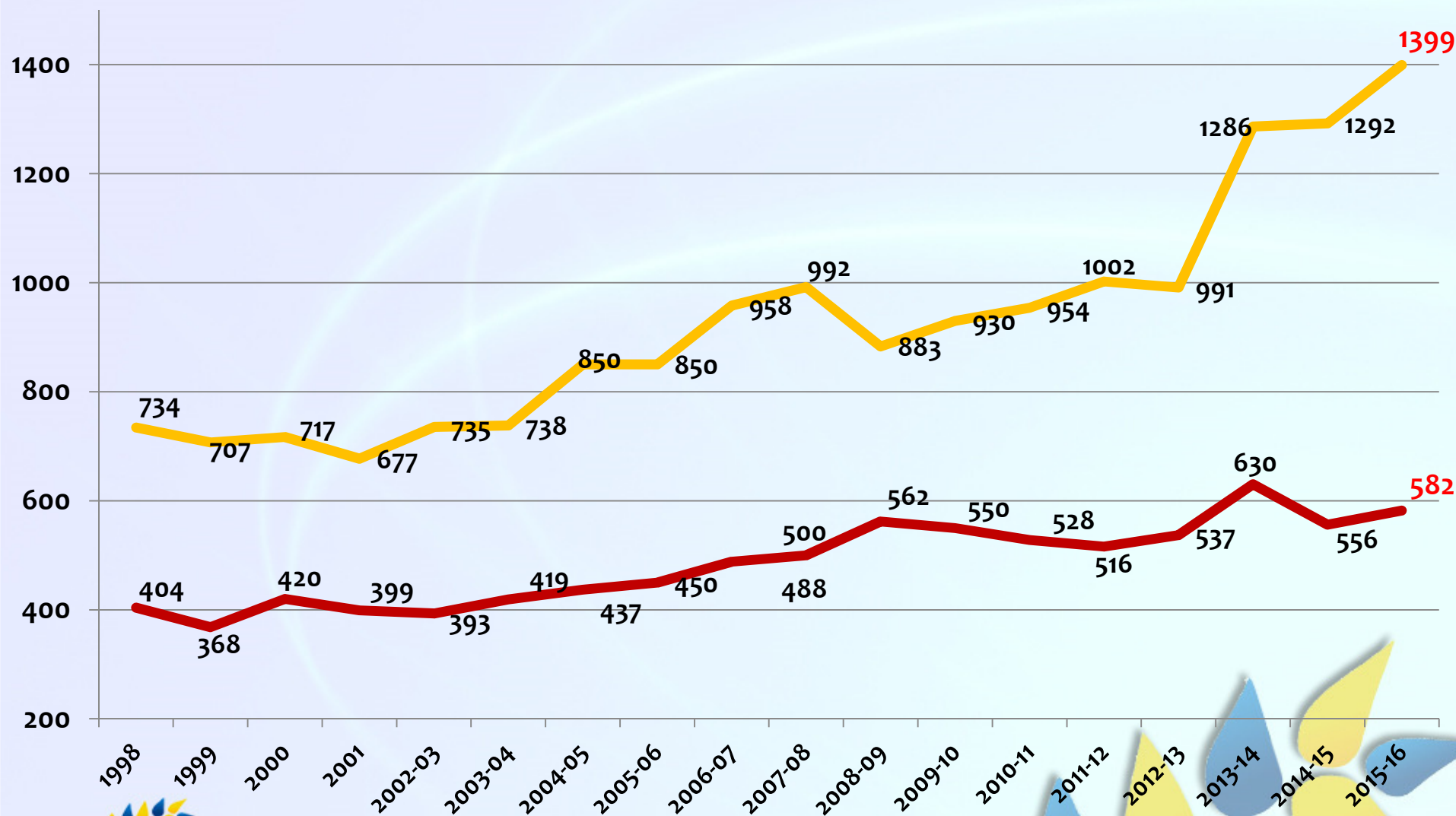


Source: Agripro 2015

Liquid Oils vs Margarine Consumption

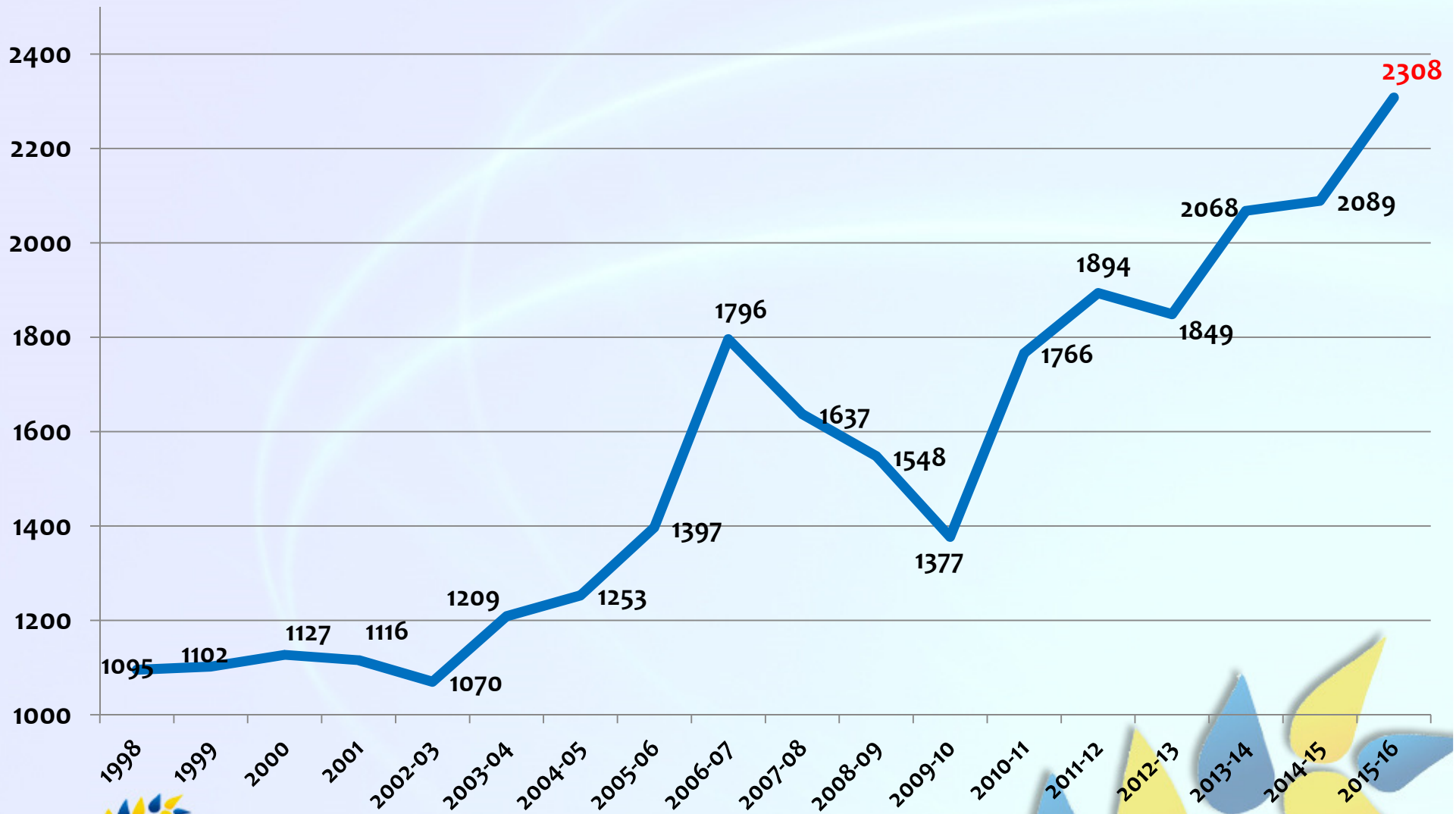
(th tonnes)

Liquid Oils Consumption Marg/Industrail

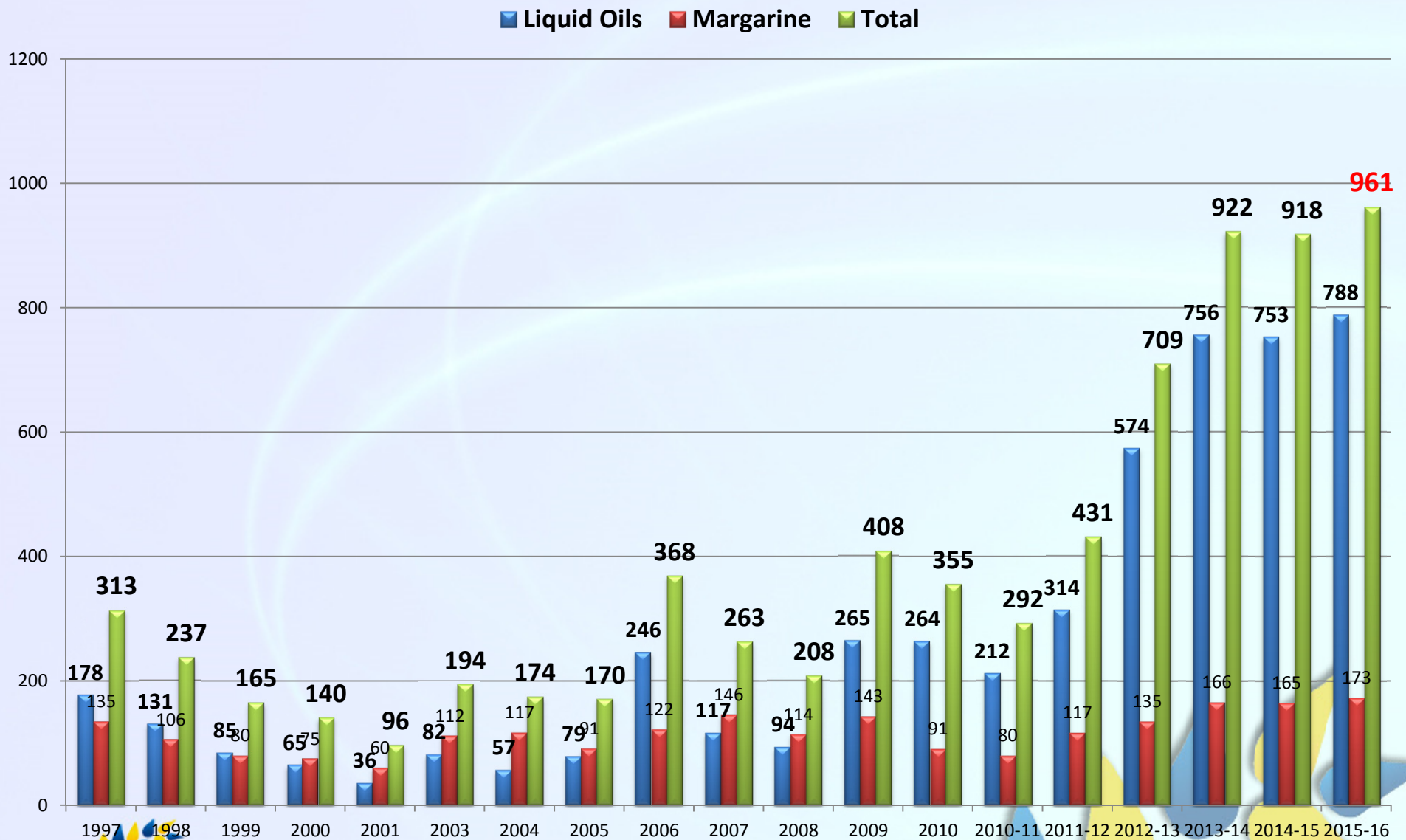


Source: Agripro 2015

Total Vegoil Oil Consumption (th tonnes) exports excluded



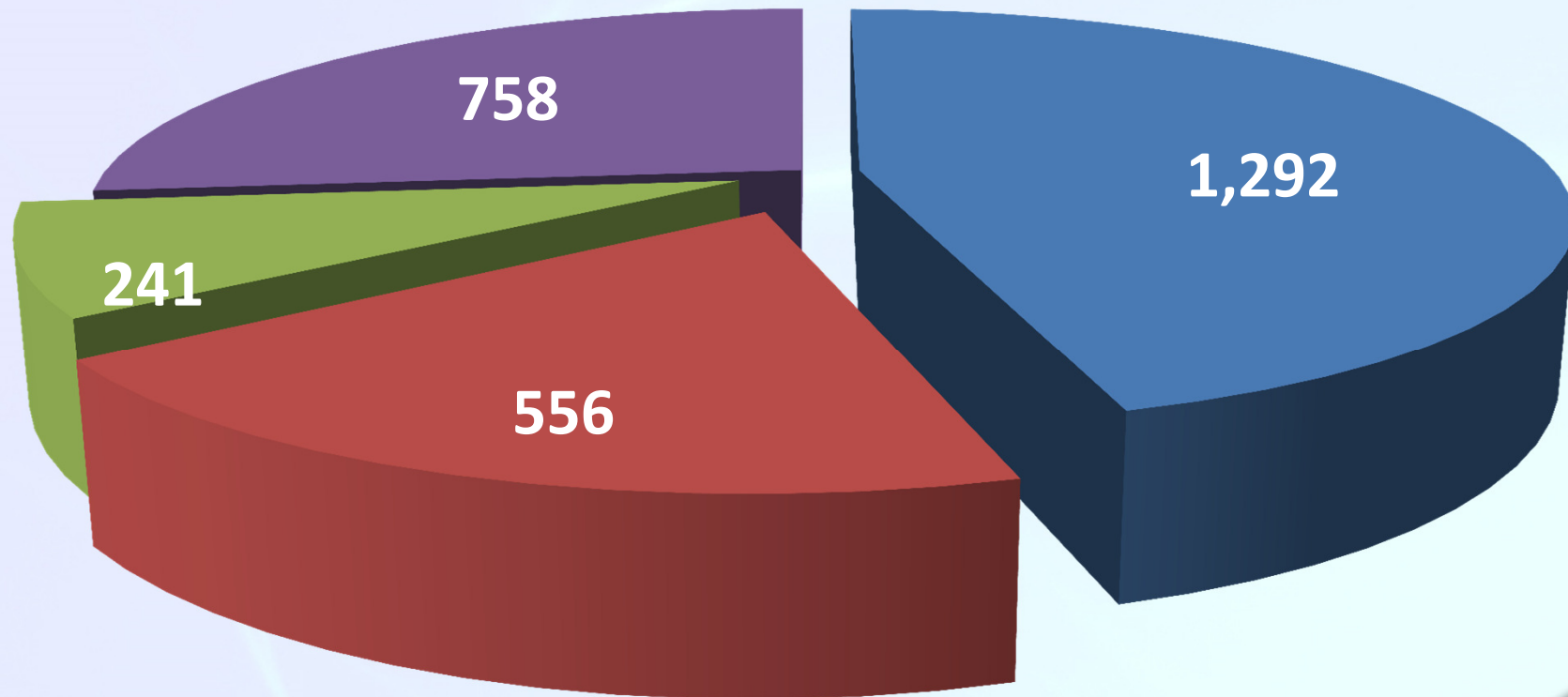
Turkish Vegoil Exports (thousand tonnes)



Turkish Vegoil Market Size 2014/15 (incl exp.)

2,847,000 tonnes

per capita consumption : 26.44 kg/ (excl. Exports)



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

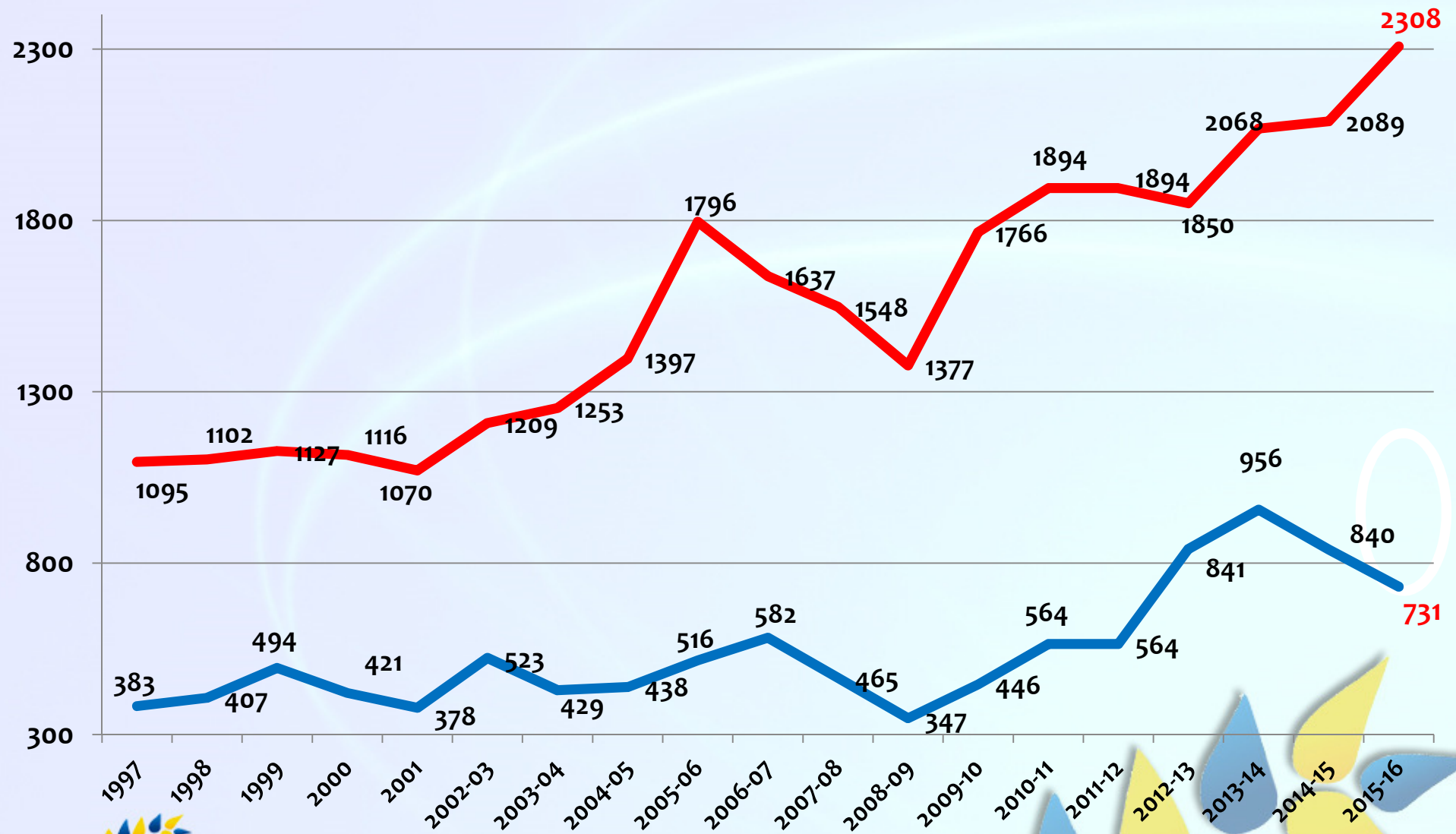
(2,990,000 tons in 2013/14)

0.6% growth in the last 12 months



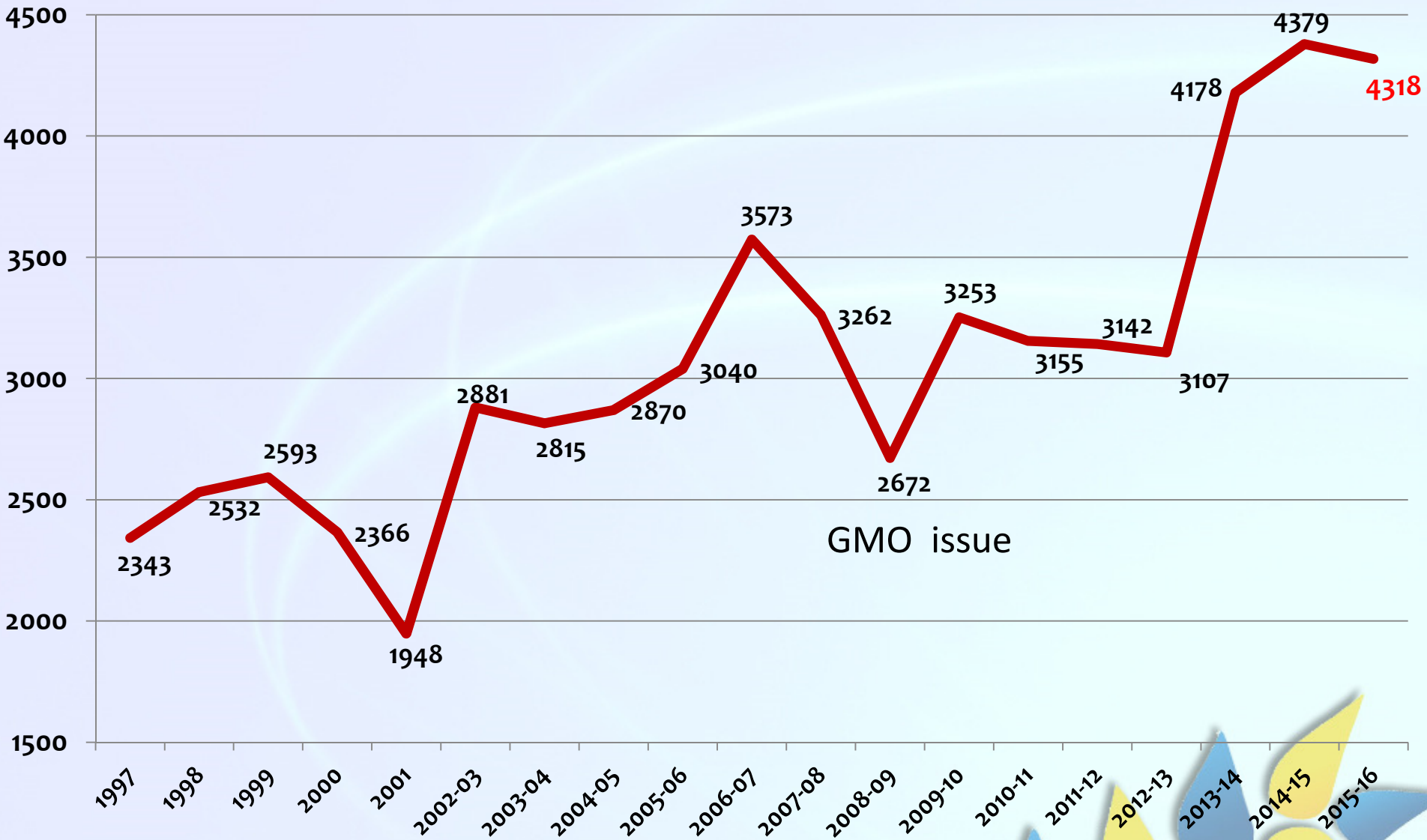
Vegoils Supply & Demand (thousand tonnes)

— Total Supply — Total Demand



Source: Agripro 2015

Turkey Oilseeds Crush (thousand tonnes)



Source: Agripro 2015

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	950	500		1,450	394	215	1,126	1,735		735			1,000	1,735
SOYA	130	2,400	1,265	1,265	23	199	3	224	175	3			46	224
LINS/CAM'NA		130		130	0	49	0	49	39	10				49
CORN GERM	73	45		118	32	25	25	85		25			60	85
OLIVE OIL					140			140		10			130	140
COTTONSEED	870		50	820	107			107				97	10	107
PALM OILS							700	700	83	2	165	450		700
RAPESEED	85	450		535	35	191	3	229	30	3	8	35	153	229
TOPLAM	2,108	3,525	1,315	4,318	731	679	1,857	3,269	327	788	173	582	1,399	3,269

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 the last **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 **2.3** million tonnes. Market size will reach **3.27** million tonnes.
- **Out-of-home** usage has **stagnated** as tourism suffered from worldwide terrorism and global economic slowdown.
- We expect this to continue, in view of recent Turco-Russian **jet downing** crisis for **2016** tourism season and worldwide worries over global terrorist attacks.

Thank you



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