20-Nov-09

Contract

Graph 1: Beef price trends

17-Jul-09

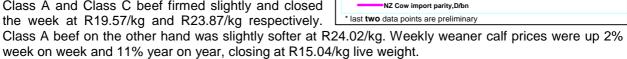
# **Agri-Weekly**

## 12 March 2010

**FNB** 

### Beef market trends (Graph 1)

- International: US domestic beef prices ended mixed on moderate supplies on markets. Domestic prices softened slightly early in the week but bottomed out towards the weekend due to tighter than anticipated supplies and improved processor demand. Market activity on imported beef was reported moderate with prices mostly firm to higher. Supplies out of Australia and New Zealand tightened due to improved production conditions and reduced slaughter numbers. A stronger Rand/ US dollar exchange rate continued to exert downward pressure on import
- Domestic: Beef prices ended mixed. Weekly Contract Class A and Class C beef firmed slightly and closed the week at R19.57/kg and R23.87/kg respectively.



Class A

(SA c/kg)

2,640.00

2,460.00

2.280.00

2.100.00

1.920.00

1,740.00

1.560.00

1.380.00

1,200.00

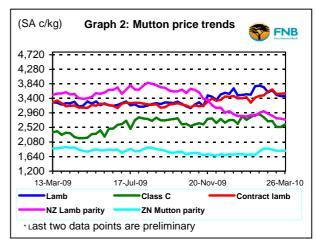
1,020.00 13-Mar-09

#### **OUTLOOK**

Beef prices are expected to firm slightly as the Easter Holidays draw nearer. Weaner calf prices will come under downward pressure as we approach the weaning season.

### Mutton market trends (Graph 2)

- International: New Zealand export lamb prices continued to strengthen due to limited supplies. Out of Australia, mutton and lamb markets trended higher due to tight supplies. Improved production conditions due to good rains ahead of winter which could see supplies tightening in the short term as producers withhold stock on farms.
- Domestic: On the domestic market, prices eased lower due to lack of demand during midmonth. Weekly prices for Class A, Class C and Class A contract closed firmer at R35.00/kg, R25.34/kg and R35.30/kg respectively, which is 6.8%, 6.6% and 7.5% higher when considered year on year. Feeder lamb prices increased by 1.1% week on week and 9.2% year on year, closing at R15.77/kg live weight.



#### **OUTLOOK**

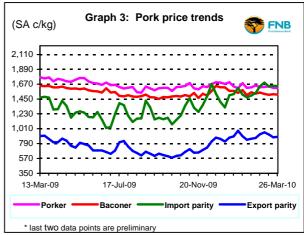
Lamb and mutton prices are expected to improve somewhat leading to the Easter holidays.



## Pork market trends (Graph 3)

International: US pork prices reversed last week's strong gains and eased lower across most cuts. Weekly carcass, loin, ribs and prices declined by 1%, hams were down 2% week on week. Import parity prices for pork ended down 3% week on week and 16% year on year, due to lower international prices and a stronger Rand/US dollar exchange rate.

<u>Domestic</u> Weekly prices ended softer on weak demand. Prices closed at R16.36/ kg and R15.12/kg for porkers and baconers respectively. Meanwhile pork imports came in higher during February at 2,365 tons, up 8.7% month on month and 53.1% year on year. The cumulative imports for the year to date stood at 4,541 tons, which is 74% higher than was imported during the same period in 2009. The bulk of imports were ribs (78%), which increased means to the same period in 2009.



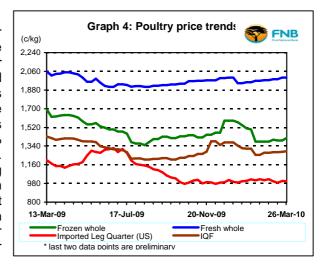
bulk of imports were ribs (78%), which increased month on month by 29% while hams and other cuts dropped by 51% and 24% respectively month on month.

#### **OUTLOOK**

Prices are expected to move sideways to lower in the short term, but will bottom out and increase towards Easter holidays. Higher imports will keep domestic prices under downward pressure.

## Poultry market trends (Graph 4)

International: US prices remained steady to lower across most categories. Weekly drumsticks were down 0.5% week on week. Breasts were a bit firmer while leg quarters were almost unchanged compared to last week. Retail and food services sector demand was reported light to moderate ahead of the weekend. Weekly US broiler egg sets for the week ending 6-Mar-10 were reported up 1% while chick placements were up 2% year on year. The expected number available for marketing during the week ending 17-Apr-10 is estimated at 154.8m head, compared to 153.4m a week earlier. Import parity prices (LQ) eased lower by 1.4% week on week, due to the combined effect of lower international prices and a stronger Rand/US dollar exchange rate.



• <u>Domestic:</u> On the local front, prices ended mixed, with marginal losses in the frozen category while the rest remained steady. Market sentiment however remained steady but with some renewed hope for an upswing as the Easter holidays draws nearer. Fresh whole birds have been consistently on a firmer trend. Weekly prices for frozen, fresh whole birds and IQF prices ended at R13.95/ kg, R19.85/kg and R12.80/ kg, down 17%, 3%, and 11% respectively year on year. On the feeding side, prices of the energy component remain considerably low which bodes well for improved producer margins.

#### **OUTLOOK**

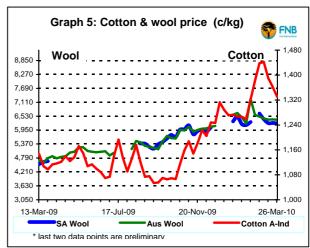
Prices are expected to recover somewhat as we approach the Easter holidays.



| Producer prices for selected livestock commodities<br>12 March 2010 | Beef  | Mutton | Pork  | Poultry |
|---|-------|--------|-------|---------|
| Open market: Class A / Porker / Fresh whole birds(R/kg)             | 24.02 | 35.00  | 16.36 | 19.85   |
| Open market: Class C / Baconer / Frozen whole birds(R/kg)           | 19.57 | 25.34  | 15.25 | 13.95   |
| Contract: A2/A3* / Baconer/ IQF (*includes fifth quarter) (R/kg)    | 23.87 | 35.30  | 15.12 | 12.80   |
| Import parity price (R/kg)  | 14.22 | 18.14  | 16.37 | 9.86    |
| Weaner Calves / Feeder Lambs (R/kg)                                 | 15.04 | 15.77  |       |         |

## Wool and cotton market trends (Graph 5)

International: US cotton prices eased slightly lower early in the week on weak demand but bounced higher towards the weekend supported by a weaker dollar. USDA monthly supply and demand estimates reduced production for China and Uzbekistan, but rose for Brazil and Turkmenistan. Consumption estimates were raised for Turkey, Vietnam, and the United States. Ending stocks were reduced due to a combination of slightly lower production and increased consumption. Weekly spot cotton transactions were reported at 22,944 compared with 28,381 bales last week and 32,609 bales a year ago. Total spot transactions for the season were 798,971 bales, compared to 753,955 bales the corresponding week a year ago. Weekly



cotton futures on ICE (US) futures ended mixed: May-10 was down 2.4% w/w at 80.47USc/lb; Jul-10 was down 2.2% at 81.02USc/lb; Oct-10 was a bit firmer at 76.91USc/lb, up 0.5% w/w.

Wool Market: The Australian dollar wool market ended firmer on the back of a weaker AU\$ which saw the weekly market indicator AWEX EMI closing higher at Au\$9.16/kg.

• <u>Domestic:</u> Domestic wool market weakened under pressure due to a stronger Rand. The currency strengthened by 2.2% and 2.5% against the US dollar and the Euro respectively on the day of sale. The weekly market indicator Cape Wool's Merino closed down 2.6% week on week at R62.43/kg clean wool. This is 5.5% and 16% higher compared to the current season's average and opening sale respectively. Major buyers were Standard Wool SA with 3,194 bales (33.8%), Lempriere SA with 1,902 bales (20.1%), G Modiano SA with 1,746 bales (18.5%), Stucken & Co with 1,709 bales (18.1%) and Segard Masurel SA with 696 bales (7.4%).

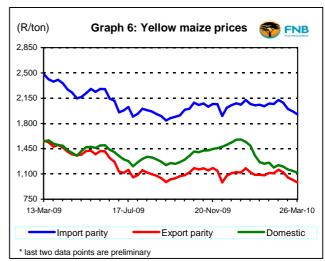
Cotton: Domestic cotton production remains the lowest on record. The 2nd estimate for the 2009/10 production year pegged the total crop at 40,385 lint bales, down 10% compared to the previous season. RSA produced seed cotton is approximately 36,965 lint bales, down 12% from the previous season. The balance of 3,420 lint bales relates to Swaziland produced cotton ginned by the Swaziland ginnery. The expected rebound in international prices should see focus shifting back to cotton as profitability improves.

| Fibre market prices<br>12 March 2010 | SA prices<br>(R/kg)            | Australian<br>prices<br>(R/kg)   | Australian futures<br>May-10<br>(AU\$/kg) | Australian futures<br>Jul-10<br>(AU\$/kg) |
|--------------------------------------|--------------------------------|----------------------------------|---|---|
| Wool market indicator (R/kg)         | 62.43                          | 63.91                            |   |   |
| 19μ long length wool (R/kg)          | 70.45                          | 73.08                            | 10.05                                     | 9.93                                      |
| 21μ long length wool (R/kg)          | 63.96                          | 64.44                            | 9.05                                      | 8.93                                      |
| 23μ long length wool (R/kg)          | -                              | 62.42                            | 8.25                                      | 8.13                                      |
|                                      | SA derived<br>Cotton<br>(R/kg) | New York<br>A-Index<br>(US\$/kg) | New York future<br>Jul-10<br>(US\$/kg)    | New York future<br>Sep-10<br>(US\$/kg)    |
| Cotton Prices (R/kg)                 | 13.91                          | 1.87                             | 1.78                                      | 1.78                                      |



## Yellow maize market (Graph 6)

- International: US yellow maize prices eased modestly lower on the back of a negative supply and demand outlook resulting from large supplies and weak export demand. USDA outlook report was bearish for maize, raising US and global stocks to 46m and 140.2m tons respectively. World production was pegged at 804m tons. The market is now looking forward to the planting intentions report pencilled for month-end which could see reduced area estimate as a result of delays in planting due to unfavourable weather conditions.
- <u>Domestic:</u> Yellow maize prices eased lower due to the spill over weakness from the international market coupled with a stronger Rand. Weekly yellow maize prices were down 3.3% week on



week and 25% year on year, closing at R1,162/ ton. The huge global and domestic crop will continue to exert downward pressure on the market. Weekly yellow maize Safex futures traded lower across the board: May-10 was down 1.92% w/w (-R23/t); Jul-10 was down 3.4% w/w (-R41/t); Sep-10 was down 3.4% w/w (-R42/t); Dec-10 was down 3.5% w/w (-R45/t).

#### **OUTLOOK**

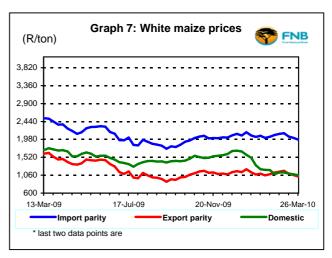
It is expected that prices will remain under downward pressure in the medium term due to a large domestic and global supply outlook.

| Yellow Maize Futures<br>12 March 2010   | May-10 | July-10 | Sep-10 | Dec-10 | Jul-11 |  |  |  |  |
|---|--------|---------|--------|--------|--------|--|--|--|--|
| CBOT (\$/t)   | 143.49 | 147.91  | 151.37 | 155.08 | 164.46 |  |  |  |  |
| SAFEX (R/t)   | 1,177  | 1,167   | 1,205  | 1,257  | 1,257  |  |  |  |  |
| CHICAGO CORN (R/t)  | -      | 1,212   | -      | 1,318  | 1,318  |  |  |  |  |
| Calculated Yellow Maize Options prices (R/ton) RMB commodity desk (Tel: 011 269 9005) |        |         |        |        |        |  |  |  |  |
| May-10  |        | Jul-10  |        | Dec    | :-10   |  |  |  |  |

|       | May-10 |      | Jul-10 |     |      | Jul-10 Dec-10 |     |      |
|-------|--------|------|--------|-----|------|---------------|-----|------|
| Ask   | Put    | Call | Ask    | Put | Call | Ask           | Put | Call |
| 1,220 | 73     | 30   | 1,200  | 93  | 60   | 1,240         | 128 | 93   |
| 1,180 | 49     | 46   | 1,160  | 70  | 77   | 1,200         | 105 | 110  |
| 1 140 | 31     | 68   | 1 120  | 52  | 99   | 1 160         | 85  | 130  |

## White maize market trends (Graph 7)

- International: As with yellow maize, US white maize prices declined on the back of bearish fundamentals. Weekly white maize prices declined by 3.9% week on week and 1.8% year on year, closing at \$154/ ton. White maize import parity prices dropped by 4.1% week on week and 19% year on year, attributable to lower international prices and a stronger Rand.
- Domestic: White maize prices eased slightly lower on the back of a stronger Rand and weakness on the international market. Weekly white maize prices closed at R1,100/ ton, down 2.7% week on week and 36% year on year. White maize (WM) futures on Safex were down across the board: May-10 was down 3.3% w/w (-R37/t); Jul-10 was down 2.6% w/w (-R29/t); Sep-10 was down 2.9% w/w (-R34/t); Dec-10 was down 2.9% w/w (-R36/t).



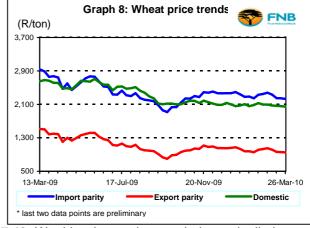
#### **OUTLOOK**

Prices are expected to remain under pressure and trade lower in the short to medium term - upside potential remains limited due to a large global and domestic supply outlook.

|  | ize Futures<br>rch 2010 | May-1     | 0                   | July-10 | Sep-10 | Dec-10 |       | Jul-11 |       |  |
|--|-------------------------|-----------|---------------------|---------|--------|--------|-------|--------|-------|--|
| SAFEX (R/  | SAFEX (R/t) WM1         |           | 9 1,106 1,140 1,193 |         | 1,106  |        | 1,193 |        | 1,283 |  |
| Calculated White Maize Options prices (R/ton) RMB commodity desk (Tel: 011 269 9005) |                         |           |                     |         |        |        |       |        |       |  |
|  | May-10                  | 10 Jul-10 |                     |         |        | Dec-10 |       |        |       |  |
| Ask  | Put                     | Call      | Ask                 | Put     | Call   | Ask    | Put   | Call   |       |  |
| 1,140  | 66                      | 25        | 1,140               | 98      | 64     | 1,180  | 113   | 73     |       |  |
| 1,100  | 42                      | 41        | 1,100               | 75      | 81     | 1,140  | 90    | 90     |       |  |
| 1,060  | 24                      | 63        | 1,060               | 56      | 102    | 1,100  | 70    | 110    |       |  |

#### Wheat market trends (Graph 8)

- International: US wheat prices continued their downward trend on bearish crop report from the USDA. The Department raised ending stocks to 27m ton, considered the largest projection since 1987/88. Global ending stocks were revised upwards by 0.5% from last month to 196.7m tons. Weekly US wheat export sales were pegged at 407.9 tons, which is slightly below expectations. Weekly prices were down by 2.8% week on week and 3.6% year on year. Import parity prices dropped by 3.5% week on week and 20% year on year.
- Domestic: Wheat prices remained under downward pressure and declined on the back of a stronger Rand and lower international prices. The currency advanced by 2% against the LIS dellar and traded R.



advanced by 2% against the US dollar and traded R7.42. Weekly wheat prices ended marginally lower by 0.5% week on week and closed at R2,065/ ton, which is down 26% year on year. Weekly wheat futures on Safex were down across the board: May-10 was down 1.4% w/w (-R30/t); Jul-10 was down 1.4% w/w (-R29/t); Sep-10 was down 1.5% w/w (-R33/t); Dec-10 was down 1.6% w/w (-R35/t).



#### **OUTLOOK**

Prices are expected to continue trending sideways with limited upward potential due to the bearish influence from the international grain market.

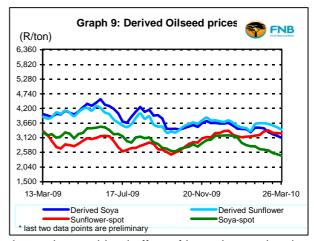
| Wheat Futures<br>12 March 2010 | May-10 | July-10 | Sep-10 | Dec-10 | Jul-11 |
|--------------------------------|--------|---------|--------|--------|--------|
| KCBT (\$/t)                    | 181.79 | 185.74  | 189.87 | 196.40 | -      |
| SAFEX (R/t)                    | 2,075  | 2,110   | 2,140  | 2,170  | -      |

Calculated Wheat Option prices (R/ton) RMB commodity desk (Tel: 011 269 9005)

| May-10 |     |      | Jul-10 Dec-10 |     |      |       |     |      |
|--------|-----|------|---------------|-----|------|-------|-----|------|
| Ask    | Put | Call | Ask           | Put | Call | Ask   | Put | Call |
| 2,120  | 103 | 58   | 2,160         | 144 | 94   | 2,180 | 176 | 136  |
| 2,080  | 80  | 75   | 2,120         | 122 | 112  | 2,140 | 153 | 153  |
| 2,040  | 60  | 95   | 2,080         | 101 | 131  | 2,100 | 133 | 173  |

## Oilseed market trends (Graph 9)

International: US soybean prices closed marginally lower under pressure due to a combination of bearish fundamentals - huge global supply outlook, a still large South American harvest under way and weakening export demand. Prices were down across the soybean complex with soybean, soymeal and soyoil dropping 0.9%, 2.3% and 1.3% respectively week on week. Meanwhile, USDA raised global soybean ending stocks for 2009/10 season by 1.6% from the previous month to 60.67m tons. In the case of the sunflower market, world production is on the decline especially in the Black Sea region and Argentina. This could see sunflower oil prices trending higher in the medium to longer term. Derived soybean and sunflower prices declined by 2.7% and 3.5% respectively week on week, due to the combined effect of lower international prices and a stronger Rand/US dollar exchange rate.



Domestic: Weekly soybeans and sunflower prices continued to weaken on the back of a stronger Rand and bearish influence from the international market. Sunflower and soybeans prices declined by 2.7% and 3.5% respectively week on week and were down 1.8% and 23% year on year. Soybean futures on Safex traded lower: May-10 was down 3% w/w (-R75/t); Jul-10 was down 2.3% w/w (-R58/t). Sunflower futures on Safex: May-10 eased marginally lower by 0.2% w/w (-R6/t); Jul-10 was a bit firmer and closed up 0.9% w/w (+R29/t); Sep-10 was down 2.2% w/w (-R78/t); Dec-10 was down 0.3% w/w (-R10/t).

#### **OUTLOOK**

Domestic soybean prices are expected to remain under downward pressure in the short term while sunflower will move sideways with downward potential.

| Oilseeds Futures<br>12 March 2010 | May-10 | July-10 | Sep-10 | Dec-10 | Jul-11 |
|-----------------------------------|--------|---------|--------|--------|--------|
| CBOT Soybeans (US \$/t)           | 340.03 | 342.97  | 338.78 | -      | 345.54 |
| CBOT Soya oil (US c/lb)           | 39.05  | 39.55   | 40.18  | 40.43  | 41.19  |
| CBOT Soya cake meal (US \$/t)     | 251.30 | 251.40  | 249.00 | 244.00 | 250.50 |
| SAFEX Sunflower seed (R/t)        | 3,364  | 3,410   | 3,457  | 3,550  | •      |
| SAFEX Soybean seed (R/t)          | 2,440  | 2,499   | -      |        | -      |

Calculated Wheat Option prices (R/ton) RMB commodity desk (Tel: 011 269 9005)

| May-10 |     |      | Jul-10 Dec-10 |     |      |       |     |      |
|--------|-----|------|---------------|-----|------|-------|-----|------|
| Ask    | Put | Call | Ask           | Put | Call | Ask   | Put | Call |
| 3,400  | 154 | 118  | 3,460         | 266 | 216  | 3,500 | 313 | 270  |
| 3,360  | 132 | 136  | 3,420         | 244 | 234  | 3,460 | 291 | 288  |
| 3,320  | 113 | 157  | 3,380         | 222 | 252  | 3,420 | 270 | 307  |

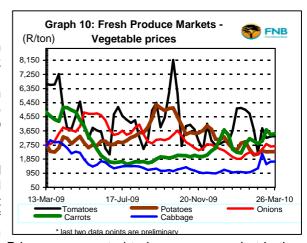
## Vegetable market trends (Graph 10)

#### **Potatoes**

Potato prices declined slightly due to limited uptake on markets. Weekly potato prices were down 2.9% week on week and 18% year on year, closing at R2,317/ton. Volumes of potatoes traded dropped 8% week on week and came in at 11,556 tons, which is still 16% higher year on year. Prices are however expected to move sideways with upside potential.

#### Cabbage

Cabbage prices dropped sharply due to reduced demand on markets. Weekly cabbage prices dropped by 30% week on week and were 44% down on last year. Prices closed at R1,522 / ton. Weekly volumes of cabbages traded were pegged 1,287 tons at down 2.2% week on week but still 36% higher year on year. Prices are expected to improve somewhat in the short term.



#### Carrots

Carrot prices posted sharp gains on the back of improved uptake on markets. Weekly carrot prices increased by 23.4% week on week and closed at R3,715/ ton, but still down 23% year on year. Volumes of carrots traded came in at 1,162 tons, up 2.3% week on week and 27% year on year. Prices are expected to ease slightly in the short term but will bottom out in the medium term.

#### **Onions**

Onion prices maintained last week's momentum and posted sharp gains due to good uptake on markets. Weekly onion prices increased by 13.1% week on week and closed at R2,817 /ton. This is however marginally lower by 0.8% compared to last year. Weekly volumes of carrots traded declined by 16.6% week on week and came in at 4,182 tons, which is still 20% higher compared to last year. Prices are however expected to ease somewhat in the short term with limited upside potential.



FNB Agri-Weekly Page 8 of 8

## Tomatoes

Tomato prices reversed last week's gains and declined due to lack of demand. Weekly tomato prices declined by 16.1% week on week and were almost 52% down on last year, closing at R3,203/ ton. Volumes of tomatoes traded were pegged at 3,954 tons, down 10% week on week but still 53% higher year on year. Prices are however expected to ease slightly lower due to moderation in demand during mid-month.

| Vegetable prices: Fresh Produce Markets. (Average Pretoria, Bloemfontein, Johannesburg, Cape Town and Durban) |                        |        |        |                     |        |       |  |  |  |  |  |
|---|------------------------|--------|--------|---------------------|--------|-------|--|--|--|--|--|
| Week ending<br>12 March 2010  | Average<br>Price (R/t) | w/w    | y/y    | Total<br>Volume (t) | w/w    | y/y   |  |  |  |  |  |
| Tomato  | 3,203                  | -16.1% | -51.9% | 3954                | -10.0% | 53.0% |  |  |  |  |  |
| Potato  | 2,317                  | -2.9%  | -17.5% | 11556               | -8.0%  | 16.2% |  |  |  |  |  |
| Onion   | 2,817                  | 13.1%  | -0.8%  | 4182                | -16.6% | 20.8% |  |  |  |  |  |
| Carrot  | 3,715                  | 23.4%  | -23.1% | 1162                | 2.3%   | 27.3% |  |  |  |  |  |
| Cabbage   | 1,522                  | -30.0% | -43.8% | 1287                | -2.2%  | 36.2% |  |  |  |  |  |

#### Disclaimer:

Although everything has been done to ensure the accuracy of the information, the Bank takes no responsibility for actions or losses that might occur due to the usage of this information.

