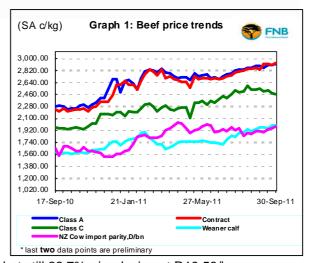
# **Agri-Weekly**

First National Bank - a division of FirstBand Bank Limited. An Authorised Financial Services Provider

# 16 September 2011

## Beef market trends (Graph 1)

- International: US lean boneless processing beef prices continued to trend lower on moderate demand and heavy supplies. Market activity on imported beef was reportedly slow to moderate, with prices steady to lower. Boxed beef cutout prices were steady to higher on moderate demand and limited supplies. In Australia, the benchmark young cattle indicator EYCI reversed last week's gains and closed down 0.4% w/w at Au\$4.02/kg cwt, but still up 8.5% y/y.
- Domestic: Beef prices were steady to firmer for the week. Weekly Class A beef closed at R29.07/kg, up 1.4% w/w and 27.2% y/y. Class C beef advanced marginally at R25.22/kg, up 0.5% w/w and 28.8% y/y. Contract Class A beef was up 0.2% w/w and 30.8% y/y at R29.20/kg. Weaner calves prices were a bit softer. Weekly weaner calf prices were down 0.8% w/w but still 22.7% y/y, closing at R19.58/kg.

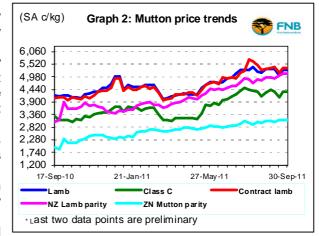


#### OUTLOOK

The firmer trend will continue for the short term, but prices will moderate somewhat in the medium term as supplies recover.

# Mutton market trends (Graph 2)

- International: US lamb carcass values were steady to lower for the week. Trade activity was reportedly moderate on limited supplies and weak demand. New Zealand lamb (NZ17.5kg) moved marginally higher by 0.3% w/w and 26.5% y/y at NZ\$129.40/head. Australian lamb market The Eastern States Trade Lamb indicator finished at Au\$5.23/kg cwt, down 0.2% w/w and 1.3% y/y.
- <u>Domestic:</u> Domestic market reversed recent gains due to softer demand. Weekly Class A lamb prices closed at R50.30/kg, down 5.4% w/w and 20.0% y/y. Contract Class A lamb closed at R51.49/kg, down 4.9% w/w but still up 26.6% y/y. Mutton prices fell by 4.8% w/w to R41.25/kg, but still 25.6% higher y/y. Weaner lamb prices ended slightly lower on limited demand. Weekly weaner lam prices closed at R28



demand. Weekly weaner lam prices closed at R28.83/kg live weight, down 1.1% w/w but still 49.1% higher y/y.

## **OUTLOOK**

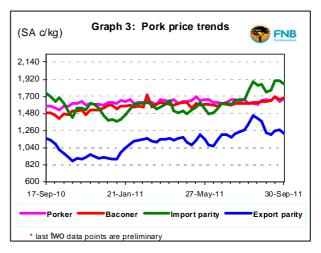
The weaner lamb market is expected to moderate somewhat in the short to medium term, but still settle at firmer levels due to limited supplies.



## Pork market trends (Graph 3)

International: US pork prices were firm to higher with the exception of loins. Weekly ham prices posted modest gains, closing up 3.7% w/w and 5.5% y/y at \$86.29/cwt. Carcass prices rebounded to close at \$95.09/cwt, up 0.6% w/w and 4.1% y/y. Rib cuts increased by 2.4% w/w and 15.2% y/y at \$86.29/cwt. Loins weakened further, closing 1.0% lower w/w at \$112.04/cwt but still 18.6% higher y/y.

Dometic: Local prices were up across the board. Weekly porker closed at R16.89/kg, up 2.5% w/w and 7.0% y/y. Baconers closed at R16.96/kg, up 2.8% w/w and 14.0% y/y. Import parity prices finished modestly higher due to the combined influence of a weaker Rand and better international prices. Weekly import parity prices finished up 6.5% w/w and 8.0% y/y.



#### **OUTLOOK**

It is expected that domestic prices will trend sideways in the short term with some upward potential in medium term as demand improves.

# Poultry market trends (Graph 4)

International: US domestic prices ended steady to higher across the board. Weekly leg quarter prices remained unchanged at US53.00c/lb, but up 29.8% y/y. Breast cuts were firmer at 85.7c/lb, but still down 22.2% y/y. Whole birds closed at 88.00c/lb, up 1.1% w/w and 1.3% y/y. Demand at food service was reportedly light to moderate. US broiler egg sets and chick placements continued to trend lower. As of 10 Sep-2011, broiler egg sets and chick placements were reported down by 9.0% and 6.0% y/y respectively. The estimated number available for marketing during the week ending 22 Oct-2011 was reported at 148.6m head, down 0.9% w/w and 11.6% y/y.

Domestic: Poultry prices were mostly firmer with the exception of fresh whole birds. IQF prices continued to advance closing up 0.9% w/w and 10.6% v/v to

Graph 4: Poultry price trends FNB (c/ka) 2,240 2.060 1.880 1,700 1.160 980 800 27-May-11 30-Sep-11 17-Sep-10 21-Jan-11 Fresh whole Frozen whole Imported Leg Quarter (US)

\* last two data points are preliminary

to advance, closing up 0.9% w/w and 10.6% y/y to close at R13.27/kg. Weekly medium frozen whole birds closed at R15.93/kg, up 0.5% w/w and 15.0% y/y. Medium fresh whole birds were a bit softer at R19.06/kg, down 2.2% w/w and 4.0% y/y. Import parity prices for poultry (LQ) maintained a firmer trend on Rand weakness and better international prices. Weekly import parity prices closed up 2.5% w/w and 22.2% y/y.

#### **OUTLOOK**

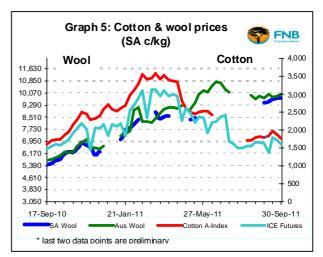
The market is expected to continue gaining upward momentum during the braai months leading to the festive period.



Producer prices for selected livestock commodities 16 September 2011	Beef	Mutton	Pork	Poultry
Open market: Class A / Porker / Fresh whole birds(R/kg)	29.07	50.30	16.89	19.06
Open market: Class C / Baconer / Frozen whole birds(R/kg)	25.22	41.25	16.60	15.93
Contract: A2/A3* / Baconer/ IQF (*includes fifth quarter) (R/kg)	29.20	51.49	16.96	13.27
Import parity price (R/kg)	19.45	31.22	18.96	12.34
Weaner Calves / Feeder Lambs (R/kg)	19.58	28.83		

# Wool and cotton market trends (Graph 5)

- International: Cotton prices retained a firmer trend but negative outside markets limited further gains. Weekly prices advanced 2.8% w/w and 17.9% y/y at 121.48c/lb. Meanwhile, the U.S. Department of Agriculture (USDA) projected world ending stocks at 51.9 million bales for 2011/12, 18.0% above last season's revised estimate. The 2011/12 world cotton crop is seen at 123.0m bales, up 7.0% y/y. Harvested area is forecast at 35.8m hectares, up 7.0% y/y. China's 2011/12 production is expected at 34.0m bales in 2011/12, up 12.0% y/y.
- Cotton futures on ICE were firmer across the board.
   Cotton for Dec-11 was up 5.6% w/w at 111.87c/lb;
   Mar-12 was up 5.8% w/w at 108.62c/lb; May-12 was up 4.4% w/w at 106.46c/lb.



- Wool: The Australian wool market reversed last week's gains and finished softer. The weekly market indicator EMI closed at Au\$12.74/kg, down 1.5% w/w but still and 46.9% y/y.
- <u>Domestic:</u> The wool market finished slightly firmer on Rand weakness and limited offering. The weekly market indicator Cape Wools Merino advanced by 1.5% w/w to close at R96.57/kg clean wool. This is up 2.2% compared to the current season average and up 70.0% compared to the corresponding week last year. Sales reached 98.0% of the 5,050 bales offered.

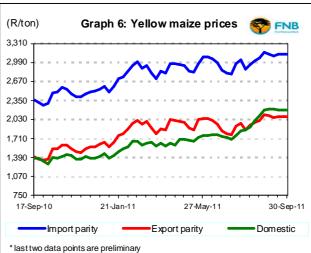
Fibre market prices 16 September 2011	SA prices (R/kg)	Australian prices (R/kg)	Australian futures Feb-12 (AU\$/kg)	Australian futures Apr-12 (AU\$/kg)
Wool market indicator (R/kg)	96.57	97.87		
19μ long length wool (R/kg)	117.83	104.14	13.90	13.65
21μ long length wool (R/kg)	100.04	92.90	12.40	12.05
23μ long length wool (R/kg)	86.89	77.92	10.40	10.05
	SA derived Cotton (R/kg)	New York A-Index (US\$/kg)	Cotton Futures Dec-11 (US\$/kg)	Cotton Futures Mar-11 (US\$/kg)
Cotton Prices (R/kg)	19.72	2.67	2.43	2.36

Cotton Futures on ICE.



# Yellow maize market (Graph 6)

International: US yellow maize prices finished lower following the release of a bearish USDA monthly production report. Weakness in financial markets due to the European sovereign debt problem added to the weaker tone. USDA reduced its US export estimate to a 13 year low of 44.4m tons, down 5.7% m/m. Global carry over stock came in at 117.4m tons, up 2.5% y/y. Weekly yellow maize prices slipped 2.5% w/w and closed at \$305/t, but still up 45.1% y/y. Maize futures on CBOT continued their downward trend: Dec-11 maize finished down 6.0% w/w at \$273/t; Mar-12 was down 5.9% w/w at \$278/t; May-12 was down 5.6% w/w at \$281/t; Jul-12 was down 5.8% w/w at \$282/t.



Domestic: Yellow maize prices eased slightly \*last two data points are preliminary lower on lower international prices. The weaker Rand helped limit losses. Weekly yellow maize prices fell by 1.0% w/w at R2,184/t, but still up 58.1% y/y. Yellow maize import parity prices were a bit firmer on Rand weakeness, up 0.8% w/w and 32.2% y/y. Weekly yellow maize futures on the JSE: Dec-11 yellow maize fell by 1.9% w/w (-R43/t); Mar-12 fell by 1.8% w/w (-R39/t); Jul-12 fell by 3.3% w/w (-R62/t).

# **OUTLOOK**

Prices are expected to maintain the current momentum on the back of renewed Rand weakness (R/US\$).

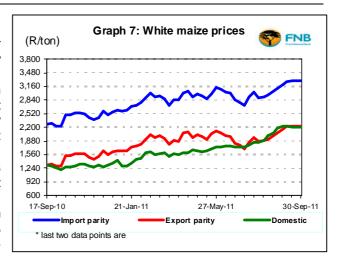
Yellow Maize Futures 16 September 2011	Dec-11	Mar-12	May-12	Jul-12	Sep-12
CBOT (\$/t)	272.65	277.93	281.08	282.50	261.22
JSE (R/t)	2,188	2,194	1,930	1,813	-
CHICAGO CORN (R/t)	2,074	2,136	-	2,202	-

Calculated Yellow Maize Options prices (R/ton) RMB commodity desk (Tel: 011 269 9005)

	Dec-11		Mar-12				May-12	
Ask	Put	Call	Ask	Put	Call	Ask	Put	Call
2,220	136	104	2,240	207	161	1,980	232	182
2,180	114	122	2,200	185	179	1,940	209	199
2,140	95	143	2,160	164	198	1,900	187	217

# White maize market trends (Graph 7)

- International: US white maize prices eased lower on bearish supply outlook, weakness in energy markets as well as improved crop progress. Weekly US crop progress was rated at 53.0% in good to excellent condition, up 1 percentage point w/w. Weekly average white maize prices fell by 3.2% w/w but still up 65.0% y/y to close at \$304/ton.
- <u>Domestic:</u> White maize prices reversed gains as CBOT weakened. White maize prices closed at R2,204/ton, down 1.1% w/w but up 68.8% y/y. White maize import parity prices were firmer on supportive Rand, closing up 0.3% w/w and 45.1% y/y. White maize (WM) futures on the JSE: Dec-





11 white maize fell by 1.8% w/w (-R40/t); Mar-12 fell by 2.3% w/w (-R51/t); Jul-12 fell by 3.8% w/w (-R71/t).

# OUTLOOK

Prices are expected to maintain the current momentum on the back of renewed Rand weakness (R/US\$).

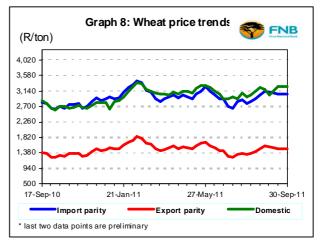
White Maize Futures 16 September 2011	Dec-11	Mar-12	May-12	Jul-12	Sep-12
JSE (R/t) WM <sub>1</sub>	2,206	2,220	1,908	1,818	-

Calculated White Maize Options prices (R/ton) RMB commodity desk (Tel: 011 269 9005)

Dec-11			Mar-12 May-12						
	Ask	Put	Call	Ask	Put	Call	Ask	Put	Call
	2,240	125	91	2,260	212	172	1,940	222	190
	2,200	103	109	2,220	190	190	1,900	199	207
	2,160	84	130	2,180	169	209	1,860	178	226

#### Wheat market trends (Graph 8)

International: US Wheat prices extended losses on improved world supply outlook and improved crop prospects for the US Hard Red Winter wheat areas. Spillover weakness from other markets as a result the ever widening European sovereign-debt crisis added further pressure. USDA raised U.S. 2011/12 carryover by more than expected in its September Supply & Demand Report. U.S. ending stocks for wheat were reported at 20.7m, up 13.4% m/m. World ending stocks for 2011/12 were pegged at 194.6m tons, up 3.0% m/m. Wheat futures on Kansas: Wheat for Dec-11 delivery fell by 5.8% w/w at \$288/t; Mar-12 fell by 5.5% w/w at \$293/t; May-12 fell by 4.9% w/w at \$296/t; Jul-12 fell by 4.6% w/w at \$296/t. Wheat futures on Chicago: Wheat for Dec-11



delivery fell by 5.7% w/w at \$253/t; Mar-12 fell by 4.9% w/w at \$267/t; May-12 fell by 4.6% w/w at \$275/t; Jul-12 fell by 4.4% w/w at \$277/t.

• <u>Domestic:</u> Wheat prices posted modest gains supported by the weaker Rand. Weekly prices rose by 3.2% w/w and 20.4% y/y to close at R3,257/t. Wheat import parity prices slipped 0.9% w/w mainly due to lower international prices despite a weaker Rand. Wheat futures on the JSE: Wheat for Dec-11 delivery fell by 1.3% w/w (-R37/t); Mar-12 fell by 1.5% w/w (-R45/t); May-12 fell by 0.8% w/w (-R24/t).

#### OUTLOOK

Prices are expected to trend upwards sideways with further upside potential on Rand weakness.

Wheat Futures 16 September 2011	Dec-11	Mar-12	May-12	Jul-12	Sep-12
KCBT (\$/t)	288.07	293.49	295.97	295.79	299.46
JSE (R/t)	2,918	2,963	3,007	-	-

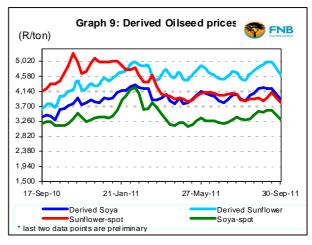
Calculated Wheat Option prices (R/ton) RMB commodity desk (Tel: 011 269 9005)

Dec-11			Mar-12			May-12 May-12		
Ask	Put	Call	Ask	Put	Call	Ask	Put	Call
2,960	119	77	3,000	199	162	3,040	214	181
2,920	96	94	2,960	178	181	3,000	192	199
2,880	77	115	2,920	157	200	2,960	172	219



# Oilseed market trends (Graph 9)

International: The US soybean complex drifted lower on bearish supply outlook and spill over weakness in energy and financial markets due to concerns over the European sovereign-debt crisis. The USDA's U.S. soybean production estimate came in at 84.0m tons. Ending stocks for the 2010/11 season were pegged at 6.1m tons. World ending stocks for the 2010/11 season were projected at a record 68.8m tons, up 0.6% m/m. World ending stocks for the 2011/12 season came in at 62.6m tons, up 2.7% m/m. Prices were down across the Soybean complex (CBOT): Nov-11 Soybeans fell by 6.4% w/w at \$491/t; Jan-12 was down 6.3% w/w at \$495/t; Mar-12 was down 6.1% w/w at \$498/t; May-12 was down 5.9% w/w at \$499/t. Soymeal (\$/short ton): Soymeal for Jan-12



dropped 7.1% w/w at \$351/t; Mar-12 was down 6.8% w/w at \$354/t; May-12 was down 6.7% w/w at \$356/t. Soyoil for Jan-12 fell by 4.9% w/w at 56.03c/lb; Mar-12 was down 4.8% w/w at 56.29c/lb; May-12 was down 4.6% w/w at 56.42c/lb.

• <u>Domestic</u>: Oilseed prices continued to post good gains on the back of a supportive Rand. Weekly soybean prices were slightly firmer, up 0.1% w/w and 12.0% y/y to close at R3,582/t. Sunflower prices closed up 4.2% w/w but still down 0.7% y/y at R4,103/t. Sunflower futures on the JSE: Sunflower for Dec-11 delivery finished up 1.5% w/w (+R61/t); May-12 was up 0.9% w/w (+R36/t). Soybean futures: Soybean for Dec-11 delivery finished down 3.9% w/w (-R145/t); Mar-12 was down 1.9% w/w (-R71/t); May-12 was down 2.2% w/w (-R80/t).

## OUTLOOK

Prices are expected to come under pressure in the medium term on bearish global supply outlook. Locally, the weaker Rand remains the supportive.

Oilseeds Futures 16 September 2011	Dec-11	Mar-12	May-12	Jul-12	Sep-12
CBOT Soybeans (US \$/t)	-	505.30	507.21	510.08	498.24
CBOT Soya oil (US c/lb)	56.86	57.30	57.42	57.59	57.39
CBOT Soya cake meal (US\$/t)	353.10	358.70	360.50	362.80	354.10
JSE Sunflower seed (R/t)	4,195	4,231	4,198	ı	-
JSE Soybean seed (R/t)	3,552	3,615	3,596	3,670	-

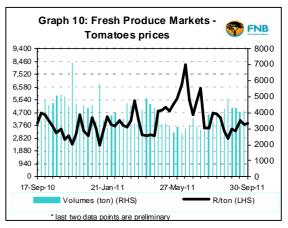
Calculated Wheat Option prices (R/ton) RMB commodity desk (Tel: 011 269 9005)

Dec-11			Mar-12 May-12					
Ask	Put	Call	Ask	Put	Call	Ask	Put	Call
4,240	212	167	4,280	327	278	4,240	426	384
4,200	190	185	4,240	305	296	4,200	404	402
4,160	170	205	4,200	284	315	4,160	382	420

# Vegetable Market Trends (Graphs 10 to 14)

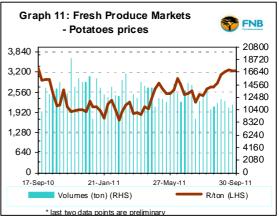
#### Tomatoes

Tomato prices increased sharply due to reduced volumes on markets. Prices rose by 22.5% w/w and 5.0% y/y, closing at R4,141/ton. Volumes traded dropped by 6.1% w/w and 11.7% y/y and finished the week at 4,020 tons. It is however expected that prices soften somewhat in the short term.



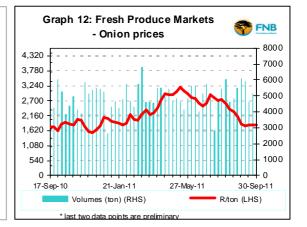
#### Potatoes

Potato prices increased slightly due to limited supplies on markets. Prices were up 1.8% w/w but down 1.2% y/y, closing at R3,278/ton. Volumes traded were pegged at 10,788 tons, down 9.2% w/w and 0.3% y/y. Prices are however expected to maintain the firmer trend with further upside potential due to moderation supplies.



# Onions

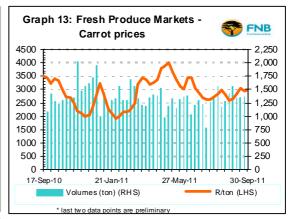
Onion prices posted slight gains on the back of limited supplies on markets. Weekly onion prices closed at R1,818/ton, up 1.6% w/w and 4.3% y/y. Weekly volumes traded were down 22.2% w/w but still up 2.4% y/y coming in at 4,593 tons. It is expected that prices will trading in a sideways to firmer trend on moderation in supplies.





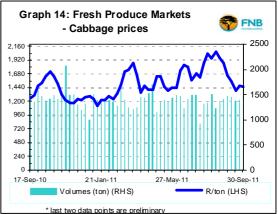
#### Carrots

Carrot prices posted sharp gains on improved uptake and limited volumes across most markets. Prices were up 7.5% w/w but were down 15.0% y/y closing the week at R2,843/ton. Weekly volumes traded slowed to 1,357 tons, down 13.3% w/w but still 11.3% higher y/y. Prices are however expected to soften somewhat in the short term on improved supplies.



# Cabbages

Cabbage prices decreased sharply despite reduced volumes on markets. Weekly prices dropped by 10.8% w/w but up 10.7% y/y closing at R1,393/ton. Volumes traded were pegged at 1,367 tons, down 5.1% w/w and 13.1% y/y. It is however expected that prices will bottom out and firm slightly in the short as demand improves.



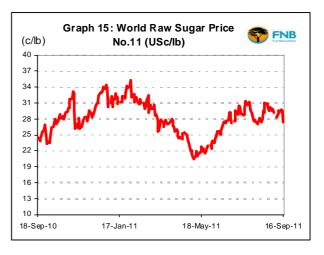
Vegetable prices: South Africa's Major Fresh Produce Markets. (Average Pretoria, Bloemfontein, Johannesburg, Cape Town and Durban)									
Week ending Average Total 16 September 2011 Price (R/t) W/W Y/y Volume (t) W/W Y/y									
Tomato	4,141	22.5%	5.0%	4020	-6.1%	-11.7%			
Potato	3,278	1.8%	-1.2%	10788	-9.2%	-0.3%			
Onion	1,818	1.6%	4.3%	4593	-22.2%	2.4%			
Carrot	3,050	7.3%	-13.0%	1343	-1.0%	16.4%			
Cabbage	1,393	-10.8%	10.7%	1367	-5.1%	-13.1%			

<sup>\*</sup> Daily prices also available at https://www.fnbagricomms.co.za



# Sugar market trends (Graph 15)

International: World raw sugar prices continued to weaken on bearish global supply outlook. Global production is destined for a record 172.4m tons with a surplus for 2011/12 estimated at 4.2m tons according to the International Sugar Organization. Output out Europe is reportedly on the increase with a projected 30.0m tons. Meanwhile persistent crop production problems in Brazil and Australia saw estimates reduced to 37.1m and 3.58m tons respectively. Weekly raw sugar prices declined by 2.6% w/w and closed at 28.81c/lb, but still up 32.2% y/y. Raw Sugar futures on ICE continued to decline (US c/lb): the Mar-12 raw sugar contract fell by 5.8% w/w at 26.71c/lb; May-12 was down 3.9% w/w at 25.87c/lb; Mar-13 was down 1.8% w/w at 24.14c/lb; May-13 was down 1.5% w/w at 23.59c/lb.



<u>Domestic:</u> The monthly 2011/12 RV (Recoverable Value) price a measure of the value of sugar and molasses that will be recovered from the sugarcane delivered by the individual grower, increased by R71.10/t m/m to R2,915.34/t. The increase is attributable to a combination of higher world prices and a weaker Rand against the US dollar. The Cane Growers Association projects a final RV for the season at R2,905/t given the 6.0% increase in the notional price that comes into effect in the declaration of the September 2011 RV Price.

ICE Sugar Futures 16 September 2011	Mar-12	May-12	July-12	Oct-12	Mar-13
Sugar No.11 (US c/lb)	26.71	25.87	24.87	24.27	24.14
% Change w/w	-5.8%	-3.9%	-3.2%	-2.5%	-1.8%

#### Disclaimer:

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