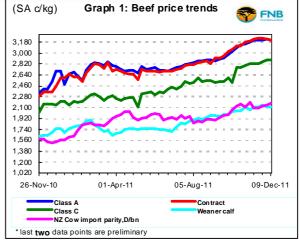
Agri-Weekly

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

25 November 2011

Beef market trends (Graph 1)

- International: US lean boneless processing beef prices extended gains supported by good demand and tight import supplies. US boxed beef cutout values ended mixed with gains on the Choice and losses on Select category. Market activity on imported beef was reportedly slow with prices mostly weak due to subdued trading ahead of the Thanksgiving holiday. CME Feeder Cattle Index closed at US\$142.28/cwt, down 0.7% w/w but still up 26.6% y/y. In Australia, the benchmark young cattle indicator EYCI eased marginally lower by 0.9% w/w but still up 6.2% y/y at Au\$4.00/kg cwt.
- <u>Domestic:</u> Beef prices maintained a firmer across most categories. Weekly Class A beef advanced by 0.1% w/w and 37.2%% y/y to close at R32.18/kg. Class C beef traded at R28.52/kg, up 0.7% w/w and 41.2% y/y



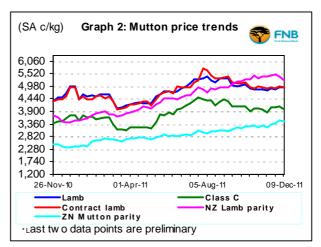
beef traded at R28.52/kg, up 0.7% w/w and 41.2% y/y. Contract Class A beef closed at R32.46/kg up 0.1% w/w and 42.7% y/y. Weaner calf prices ended a bit firmer and closed at R21.44/kg live weight, which is, up 1.6% w/w and 31.9% y/y. Meanwhile widespread rainfall in the last few weeks will improve production conditions but some areas remain dry.

OUTLOOK

It is expected that prices will to retain current momentum ahead of the festive period.

Mutton market trends (Graph 2)

- International: US lamb carcass values ended mixed with light to moderate demand and supplies. Lamb Carcass Cutout finished the week at \$378.36/cwt. In New Zealand, lamb prices (NZ17.5kg) continued to weaken, closing down 1.2% w/w at NZ\$134.80/ head but still up 32% y/y. Australian lamb market prices finished slightly lower on improved supplies. The weekly trade indicator ESTL was down 1.8% w/w and 3.0% y/y at AU\$4.81/kg cwt.
- Domestic: Prices ended mixed with mutton remaining steady. Weekly Class A lamb was softer at R48.54/kg, down 0.9% w/w but still up 11.8% y/y. Contract Class A lamb was down 0.6% w/w at R48.80/kg, but still up 12.7% y/y. Mutton prices were firmer at R40.54/kg, up 19.2% y/y. Weaner lamb prices fell by 3.6% w/w to close at R26.83/kg live weight, but still up 34.2% y/y.



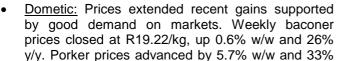
OUTLOOK

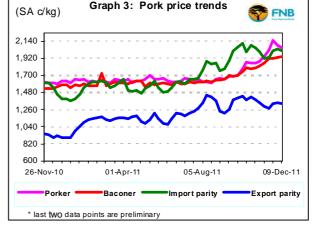
It is expected that prices will improve somewhat in the short to medium term backed by good festive season demand.



Pork market trends (Graph 3)

International: US pork prices rebounded and ended firmer across the board. Weekly loin was firmer at \$96.87/cwt, up 0.3% w/w and 11.2% y/y. Carcass prices finished at \$89.66/cwt, up 0.5% w/w and 13.9% y/y. Ham prices advanced by 0.7% w/w and 6.4% y/y to close at \$79.50/cwt. Ribs were the exception, ending firmer at \$145.06/cwt which is up 0.7% w/w and 14.7% y/y. Meanwhile, USDA projects strong export demand for U.S. pork products which will support prices for the remainder of the fourth quarter and keep retail pork prices at unusually high levels well into 2012.





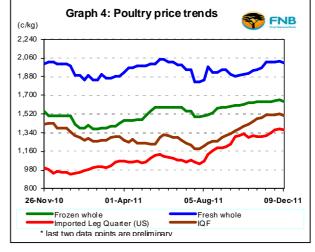
y/y at R21.42/kg. Import parity prices retained a firmer trend on the back of a sharply weaker Rand (R/US\$) and better international prices. Weekly import parity prices were up 4.3% w/w and 26% y/y.

OUTLOOK

Domestic prices are expected to strengthen in the short to medium tern backed by strong festive demand.

Poultry market trends (Graph 4)

- International: US domestic prices ended mixed with slight gains in the whole bird and breast categories. Weekly whole birds were up 0.4% w/w and 4.7% y/y at 89.5c/lb. Breast cuts traded at 82.50c/lb, up 2.7% w/w and 7.1% y/y. Leg quarter prices were the exception, falling 0.9% w/w and 30.1% y/y at 53.00c/lb. US broiler egg sets and chick placements for the week ended 19 Nov-2011 were reported down by 6.0% w/w and 8.0% y/y respectively. The estimated number available for marketing during the week ending 31 Dec-2011 was reported at 139.9m head, up 1.2% w/w but still down 8.6% v/y.
- US broiler meat production is expected to reach 36.7 billion pounds, down 0.8% compared to the previous estimate, according to the recent USDA report. This is attributable to reduced number of birds



- slaughtered. A combination of weak demand due to the slow economic growth, high maize and soybean meal prices will put broiler profitability under pressure going forward.
- <u>Domestic:</u> Poultry prices retained recent firmness on stable to strong demand heading into the festive period. IQF prices were unchanged w/w but still up 6.5% y/y at R15.13/kg. Medium frozen whole birds were marginally higher at R16.45/kg, up 6.1% y/y. Medium fresh whole birds were steady at R20.22/kg, unchanged w/w but still up 0.8% y/y. Import parity prices for poultry (LQ) ended slightly higher mainly on Rand weakness. Weekly import parity prices closed up 2.2% w/w and 36.4% y/y.

OUTLOOK

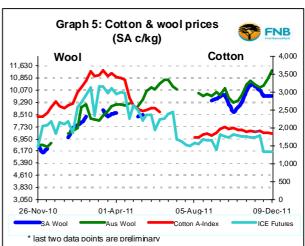
The market is expected to retain upward momentum in the short to medium term on strong festive demand. However, higher feed costs due to rising maize prices will erode margins as broilers prices soften post December holidays.



Producer prices for selected livestock commodities 25 November 2011	Beef	Mutton	Pork	Poultry
Open market: Class A / Porker / Fresh whole birds(R/kg)	32.18	48.54	21.42	20.22
Open market: Class C / Baconer / Frozen whole birds(R/kg)	28.52	40.54	19.46	16.45
Contract: A2/A3* / Baconer/ IQF (*includes fifth quarter) (R/kg)	32.46	48.80	19.22	15.13
Import parity price (R/kg)	21.24	34.04	20.18	13.67
Weaner Calves / Feeder Lambs (R/kg)	21.44	26.83		

Wool and cotton market trends (Graph 5)

International Cotton prices ended modestly lower for the week. Weekly cotton prices closed down 6.1% w/w and 32.4% y/y at 100.19c/lb. US monthly supply and demand estimates were largely unchanged from last month. World production was revised downwards by 0.2% m/m to 123.9m bales. This was largely due to reductions in U.S. (-308,000 Argentina (-150,000). bales) and World consumption fell by 102,000 to 114.3m bales. World ending stocks increased by 129,000 to 55.0m bales. Cotton futures on ICE trended lower across the board: Cotton for Mar-12 delivery was down 2.6% w/w at 90.87c/lb; May-12 was down 3.5% w/w at 90.13c/lb; Jul-12 was down 3.9% at 89.92c/lb.



• Wool: The Australian wool market retained softer trend with the weekly wool market indicator EMI closing down 2.7% w/w at Au\$11.74/kg, but still up16.1% y/y.

• <u>Domestic:</u> Wool prices ended mixed with gains in the long quality fleeces and losses in the medium to inferior qualities and cross- categories. The overall market indicator Cape Wools Merino fell by 3.4% w/w at R97.28/kg clean wool. This is however up 49.0% y/y and 1.5% higher than the current season's average. Sales reached 93.0% of the 8,909 bales offered. Major buyers were Standard Wool SA with 3,625 bales, Stucken & Co 1,403 bales, Lempriere SA with 1,311 bales and Modiano SA with 1,277 bales.

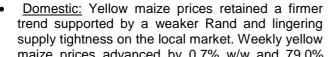
Fibre market prices 25 November 2011	SA prices (R/kg)	Australian prices (R/kg)	Australian futures Mar-12 (AU\$/kg)	Australian futures May-12 (AU\$/kg)
Wool market indicator (R/kg)	97.28	103.72		
19μ long length wool (R/kg)	115.96	116.76	13.48	13.23
21μ long length wool (R/kg)	103.92	108.25	11.93	11.68
23μ long length wool (R/kg)	92.01	91.71	9.67	9.42
	SA derived Cotton (R/kg)	New York A-Index (US\$/kg)	Cotton Futures Mar-12 (US\$/kg)	Cotton Futures May-12 (US\$/kg)
Cotton Prices (R/kg)	18.56	2.20	2.00	1.98

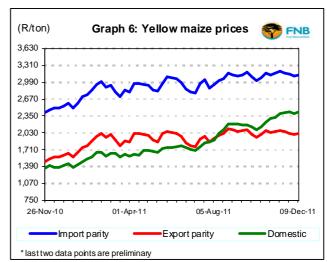
Cotton Futures on ICE.



Yellow maize market (Graph 6)

International: US yellow maize prices posted modest losses on stronger dollar (US\$) and weakness in the stock and oil markets. The stronger U.S. dollar depressed demand as it makes exports uncompetitive. Nonetheless, local demand was reportedly strong lead by the ethanol market. Nonetheless, the lower U.S. crop remains bullish a factor for maize prices. Weekly yellow maize prices dropped by 5.2% w/w and closed at \$261/t, but still up 14.3% y/y. Maize futures on CBOT trended lower: maize for Mar-12 delivery fell by 4.6% w/w at \$232/t; May-12 was down 4.4% w/w at \$235/t; Jul-12 was down 4.6% w/w at \$236/t.





maize prices advanced by 0.7% w/w and 79.0% y/y at R2,430/t. Yellow maize import parity prices weakened on the back of lower CBOT prices despite a sharply weaker Rand (R/US\$). Weekly yellow maize export sales for the week ended 18 Nov-2011 were pegged at 3,828 tons and 659,499 tons for the season-to-date. Yellow maize futures on JSE: Mar-12 advanced by 1.1% w/w (+R25/t); Jul-12 was up 1.9% w/w (+R35/t).

OUTLOOK

The medium to longer term outlook remains bullish due to tightening carryover stocks.

Yellow Maize Futures 25 November 2011	Mar-12	May-12	Jul-12	Sep-12	Dec-12
CBOT (\$/t)	232.46	235.30	236.08	219.62	210.95
JSE (R/t)	2,340	2,055	1,916	-	-
CHICAGO CORN (R/t)	2,017	2,017	2,062	2,080	1,945

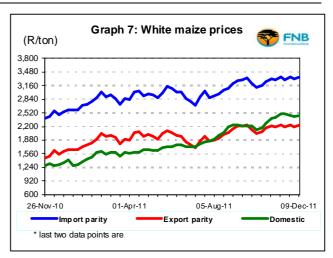
Calculated Yellow Maize Options prices (R/ton) RMB commodity desk (Tel: 011 269 9005)

	Mar-12 May-12			Jul-12				
Ask	Put	Call	Ask	Put	Call	Ask	Put	Call
2,380	167	127	2,100	204	159	1,960	207	163
2,340	145	145	2,060	182	177	1,920	184	180
2,300	125	165	2,020	160	195	1,880	163	199



White maize market trends (Graph 7)

- International: As with yellow maize, US white maize prices trended lower on the back of weakness in crude oil and stock markets, with the stronger U.S. dollar putting a damper on export demand. Weekly average white maize prices fell by 2.0% w/w and closed at \$267/ton, but still up 26.7% y/y.
- <u>Domestic:</u> White maize prices moved slightly lower on spillover weakness from CBOT despite a sharply weaker Rand. White maize prices closed at R2,460/ton, down 1.5% w/w and 92.1% y/y. White maize import parity prices advanced by 1.7% w/w and 40.5% y/y. Strong export sales over the past few months reduced the available stocks thereby raising import demand. Imports of



white maize for the week ended 18 Nov-2011 were pegged at 976 tons and 15,596 tons for the season to date. Weekly white maize export sales were pegged 5,516 tons and 1.2m for the season. Total maize exports for the 2011/12 marketing season reached 1.814m tons. White maize futures on JSE: Mar-12 was unchanged w/w; Jul-12 rose by 1.3% w/w (+R25/t); Sep-12 was up 0.7% w/w (+R14/t).

OUTLOOK

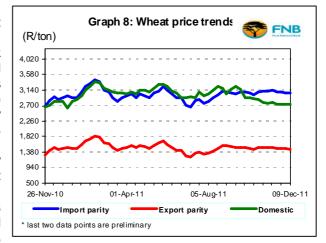
The medium to longer term outlook remains bullish given the tightening carryover stocks.

White Maize Futures 25 November 2011	Mar-12	May-12	Jul-12	Sep-12	Dec-12			
JSE (R/t) WM ₁	2,425	2,144	1,945	1,973	-			
Calculated White Maize Options prices (R/ton) RMB commodity desk (Tel: 011 269 9005)								
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	Mar-12		May-12			Jul-12			
Ask	Put	Call	Ask	Put	Call	Ask	Put	Call	
2,460	150	115	2,180	210	174	1,980	211	176	
2,420	129	134	2,140	187	191	1,940	188	193	
2,380	109	154	2,100	166	210	1,900	167	212	

Wheat market trends (Graph 8)

- International: US Wheat prices extended recent losses under pressure from a stronger dollar (US\$) and spillover weakness in crude oil and stock markets. Ongoing concerns about the U.S. and European debt crisis continued to keep the markets under downward pressure. Trends in Kansas are down across the board: Wheat for Mar-12 delivery fell by 2.7% w/w at \$242/t; May-12 was down 2.7% w/w at \$245/t; Jul-12 was down 2.8% w/w at \$247/t. Wheat futures on Chicago: Wheat for Mar-12 fell by 4.9% w/w at \$226/t; May-12 was down 5.0% w/w at \$237/t; Jul-12 was down 5.1% w/w at \$237/t.
- <u>Domestic:</u> Wheat prices posted marginal gains mainly on Rand weakness. Wheat prices rebounded to finish up 0.6% w/w at R2,743/t, which is 3.3%



higher y/y. Wheat import parity prices ended firmer, closing up 0.3% w/w and 12.2% y/y. Meanwhile, the expected wheat crop was lowered by 1.8% from previous estimate to 1.81m tons largely due to decreased production in the Free State (517,500 tons). Weekly wheat import sales for the week ended



18 Nov-2011 were pegged at 14,538 tons and 353,882 tons for the 2011/12 marketing season. Export sales were pegged at 4,395 tons for the week and 22,954 tons for the new marketing season. Wheat futures on the JSE: Wheat for Mar-12 advanced by 0.4% w/w (+R12/t); May-12 was down 0.1% w/w (-R2); Jul-12 was down 0.4% w/w (-R12/t).

OUTLOOK

Prices are expected to trend sideways in the short term with further upward potential in the medium term.

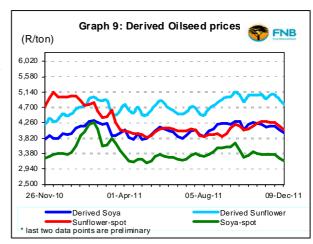
Wheat Futures 25 November 2011	Mar-12	May-12	Jul-12	Sep-12	Dec-12
KCBT (\$/t)	242.32	244.99	247.38	252.70	259.32
JSE (R/t)	2,812	2,845	2,895	-	-

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

	Mar-12		May-12			Jul-12			
Ask	Put	Call	Ask	Put	Call	Ask	Put	Call	
2,860	148	100	2,880	191	156	3,040	287	142	
2,820	126	118	2,840	169	174	3,000	262	157	
2,780	106	138	2,800	148	193	2,960	238	173	

Oilseed market trends (Graph 9)

International: US soybean prices extended losses due to U.S. dollar strength and spill over weakness in the stock and crude oil markets. Reports of a negative Chinese PMI reading added to the weaker tone. A higher global production, higher U.S. production and global carry-over estimates remain bearish factors for the maize market. Prices were down across the soybean complex with soybean falling by 2.4% w/w and 8.3% y/y to close at \$442/t. Soymeal fell by 4.2% w/w and 19.6% y/y at \$274/t. Soyoil fell by 4.0% w/w at 50.00c/lb, but still up 6.7% y/y. Futures in the Soybean complex (CBOT): Soybean for Mar-12 delivery gained 5.3% w/w at \$410/t; May-12 was up 5.4% w/w at \$413/t; Jul-12 was up 5.3% w/w at \$416/t. Soymeal (\$/short ton):



Soymeal for Mar-12 fell by 6.0% w/w at \$286/t; May-12 was down 6.0% w/w at \$288/t; Jul-12 was down 5.9% w/w at \$292/t. Soyoil for Mar-12 fell by 5.1% w/w at 48.87c/lb; May-12 was down 5.1% w/w at 49.19c/lb; Jul-12 was down 5.1% w/w at 49.47c/lb.

• <u>Domestic:</u> Oilseed prices eased marginally on spillover weakness from CBOT. Weekly soybeans prices were down 0.2% w/w, closing at R3,341/t but still 3.0% higher y/y. Sunflower prices extended losses and closed at R4,264/t, down 0.3% w/w and 8.3% y/y. Sunflower futures on the JSE: Sunflower for Mar-12 rebounded, closing marginally higher by 0.3% w/w (+R15/t); May-12 fell by 1.4% w/w (-R61/t); Jul-12 was down 1.0% w/w (-R44/t). Soybean futures: Soybean for Mar-12 delivery closed up 0.9% w/w (+R31/t); May-12 was up 0.6% w/w (+R20/t); Jul-12 fell by 0.1% w/w (-R4/t).

OUTLOOK

Prices are expected to remain under pressure and weaken in the short term.



Oilseeds Futures 25 November 2011	Mar-12	May-12	Jul-12	Sep-12	Dec-12
CBOT Soybeans (US \$/t)	-	436.52	439.82	439.23	434.09
CBOT Soya oil (US c/lb)	50.88	51.48	51.82	52.11	52.20
CBOT Soya cake meal (US\$/t)	298.40	303.60	306.90	310.80	311.60
JSE Sunflower seed (R/t)	4,240	4,365	4,270	4,376	4,481
JSE Soybean seed (R/t)	3,340	3,430	3,450	3,505	-

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

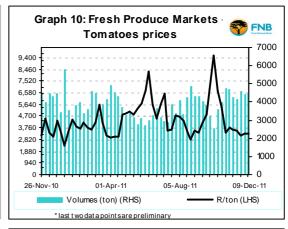
	Mar-12		May-12 Jul-12					
Ask	Put	Call	Ask	Put	Call	Ask	Put	Call
4,400	290	255	4,320	372	322	4,420	441	397
4,360	268	273	4,280	350	340	4,380	418	414
4,320	247	292	4,240	329	359	4,340	397	433

Vegetable Market Trends (Graphs 10 to 14)

Tomatoes

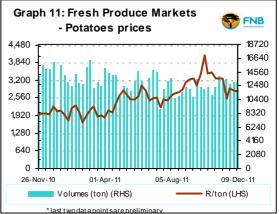
Tomato prices posted sharp losses due to increased supplies on markets. Prices were down 10.5% w/w and almost unchanged y/y, closing the week at R3,134/ton. Volumes traded were up 11.2% and 2.3% y/y and finished the week at 4,592 tons.

It is expected that prices will retain a weaker tone in the short term on improved supplies.



Potatoes

Potato prices bottomed out and increased due to reduced supplies on markets. Prices were sharply higher, closing up 14.4% w/w and 46.9% y/y at R2,891/ ton. Volumes traded were down 5.2% w/w and 10.2% y/y, coming in at 12,717 tons. Prices are however expected to move sideways to lower in the short term.

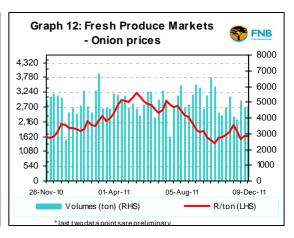




Onions

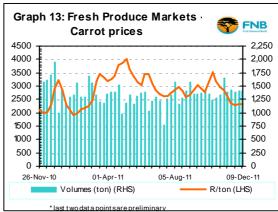
Onion prices decreased sharply due to increased supplies on markets. Prices decreased to R1,523/ ton, down 15.2% w/w and 4.8% y/y. Volumes traded were up 32.2% w/w but down 0.7% y/y at 5,086 tons.

It is however expected to that prices will bottom out and strengthen on improved demand in the short to medium term.



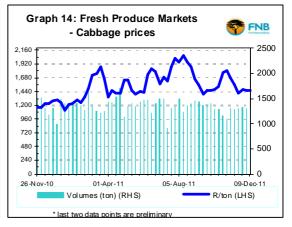
Carrots

Carrot prices drifted lower due to weak uptake on markets. Prices were down 4.0% w/w but still up 8.0% y/y, closing the week at R2,272/ ton. Volumes traded reached 1,392 tons, down 1.7% w/w and 5.8% y/y. Prices are however expected firm slightly on improved demand in the short to medium term.



Cabbages

Cabbage prices ended modestly higher due to good uptake on markets. Prices were up 4.3% w/w and 25.7% y/y and closed at R1,470/ ton. Volumes traded were pegged at 1,318 tons, up 1.2% w/w but down 11.5% y/y. Prices are however expected to bottom out and trend firmer in the short term on improved demand.



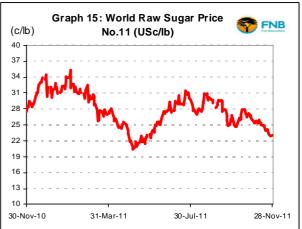
Vegetable prices: South Africa's Major Fresh Produce Markets. (Average Pretoria, Bloemfontein, Johannesburg, Cape Town and Durban)									
Week endingAverageTotal25 November 2011Price (R/t)W/WY/yVolume (t)W/WY/y									
Tomato	3,134	-10.5%	0.0%	4592	11.2%	2.3%			
Potato	2,891	14.4%	46.9%	12717	-5.2%	-10.2%			
Onion	1,523	-15.2%	-4.8%	5086	32.2%	-0.7%			
Carrot	2,272	-4.0%	8.0%	1392	-1.7%	-5.8%			
Cabbage	1,470	4.3%	25.7%	1318	1.2%	-11.5%			

^{*} Daily prices also available at https://www.fnbagricomms.co.za



Sugar market trends (Graph 15)

International: World raw sugar prices posted further losses due to stronger U.S. dollar and bearish global supply outlooks. Australian output is estimated at 4.2m tons, a recovery from the record low of 3.6m tons due to devastating floods last year. USDA's estimate was however bullish for sugar prices. The Department's estimate of Brazil's production was revised downwards to 35.8m tons. Weekly raw sugar prices fell by 4.3% w/w and 15.0% y/y to close at 25.40c/lb. Raw Sugar futures on ICE (US c/lb) extended losses across the board: the May-12 sugar fell by 4.0% w/w at 22.53c/lb; Jul-12 was down 3.5% w/w at 22.29c/lb; Mar-13 was down 3.3% w/w at 22.72c/lb; Jul-13 was down 3.5% w/w at 22.30 c/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 during October 2011, was declared at R3,012.45/t (-R2.56/t m/m). According to the Cane Growers Association report, the decrease in price is due to a lower RV ratio (94.33% vs 94.39%) and the lower weighted average world market price (27.56 US c/lb vs 27.58 US c/lb). The RV price for the season is expected to reach R3,018.00/ton.

ICE Sugar Futures 25 November 2011	May-12	July-12	Oct-12	Mar-13	May-13
Sugar No.11 (US c/lb)	22.53	22.29	22.35	22.72	22.44
% Change w/w	-4.1%	-3.5%	-3.4%	-3.3%	-3.4%

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