



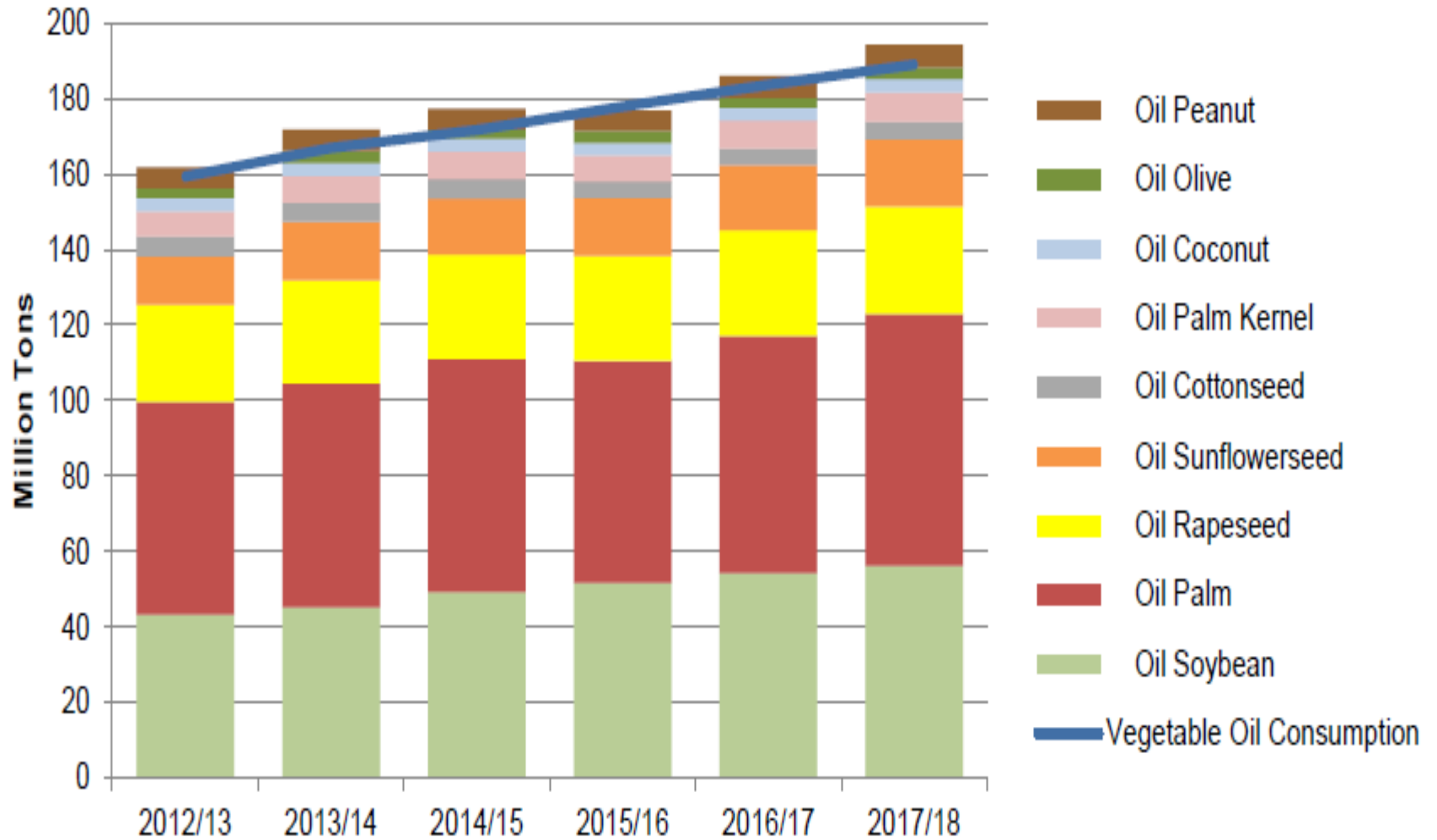
Global Sunflower Oil Production, Trade and Prices India's Role in the World Sunflower Oil Market

Sergey Feofilov

UkrAgroConsult

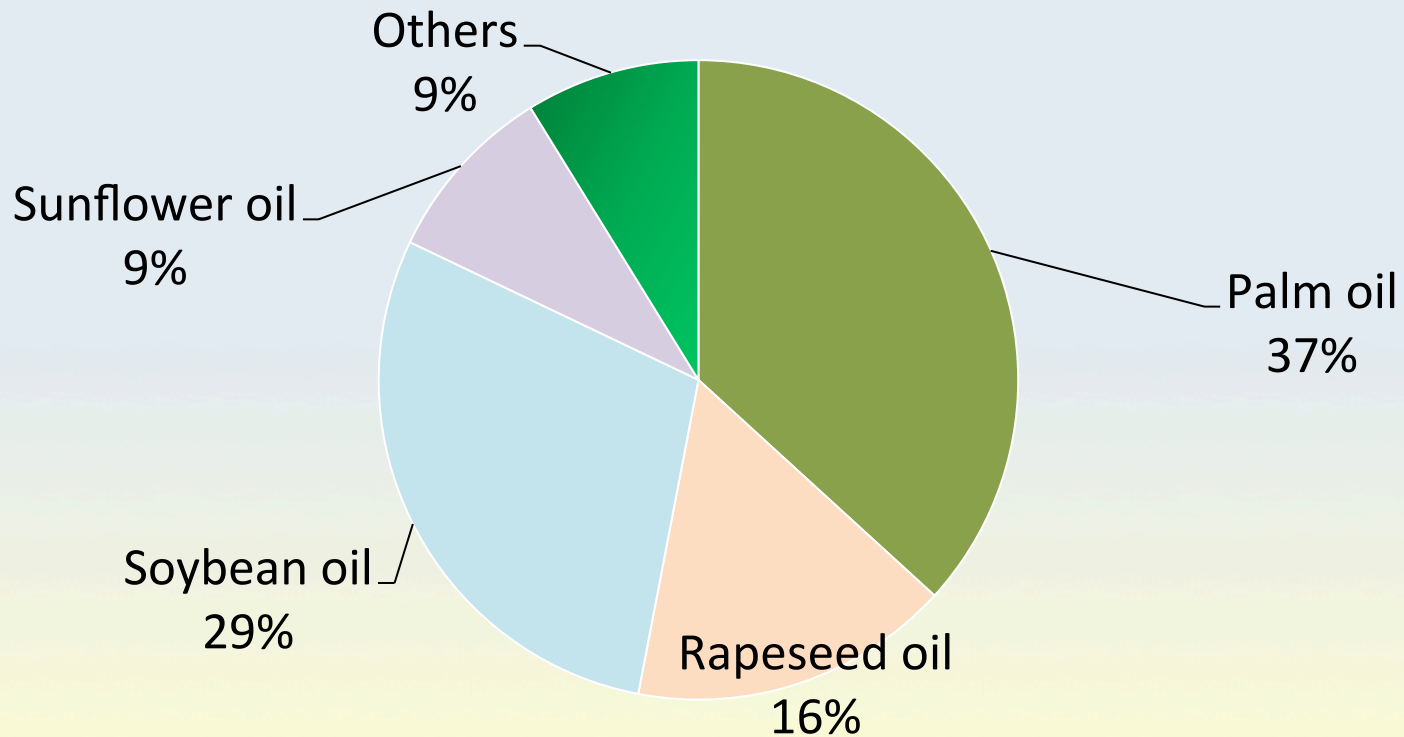
**OFI Business Congress and SOPA Conference
May 19, 2017 – Mumbai India**

Global Vegetable Oil Production and Consumption



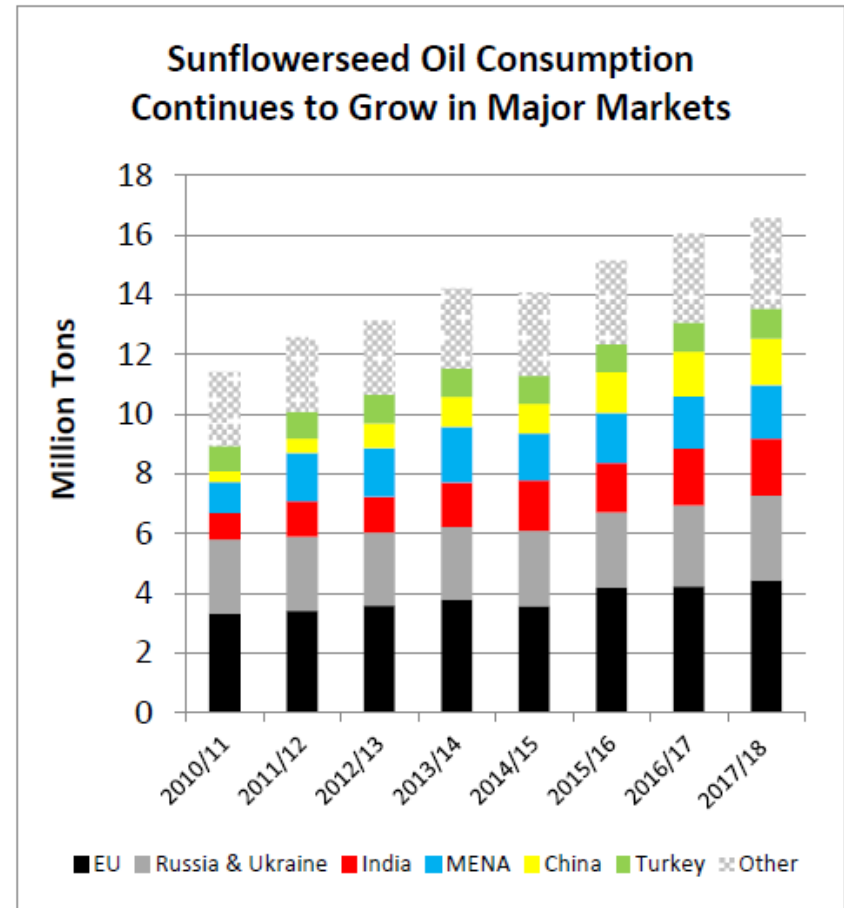
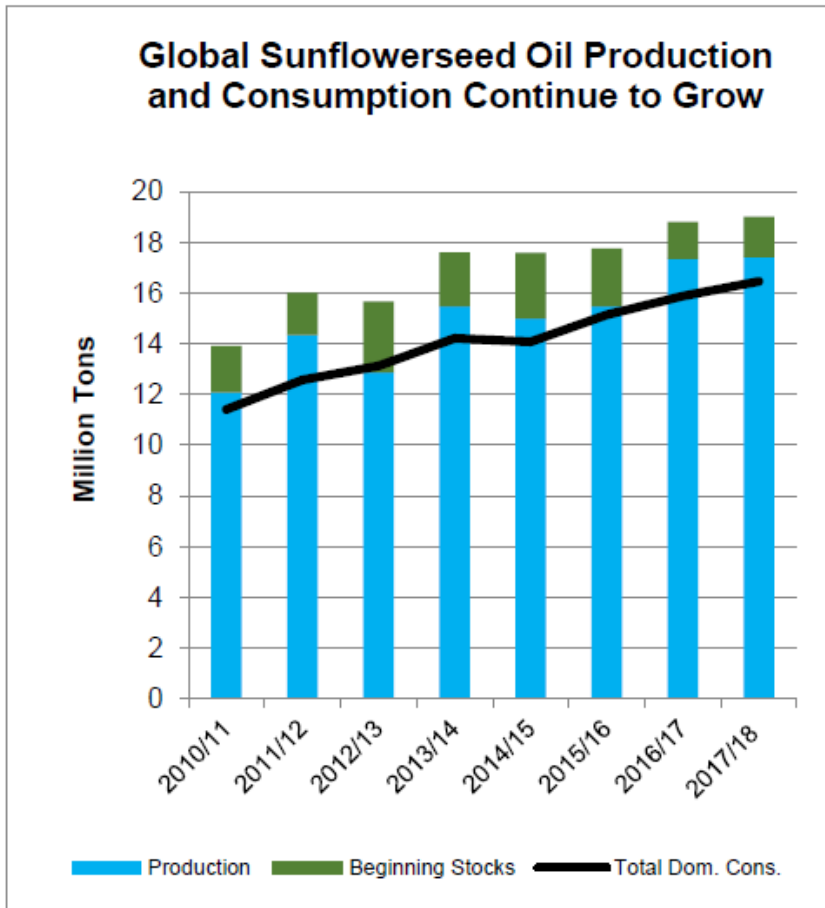
USDA

Structure of Veg Oils Mrket, %



Source: USDA

Growing Demand for Sunflower Oil

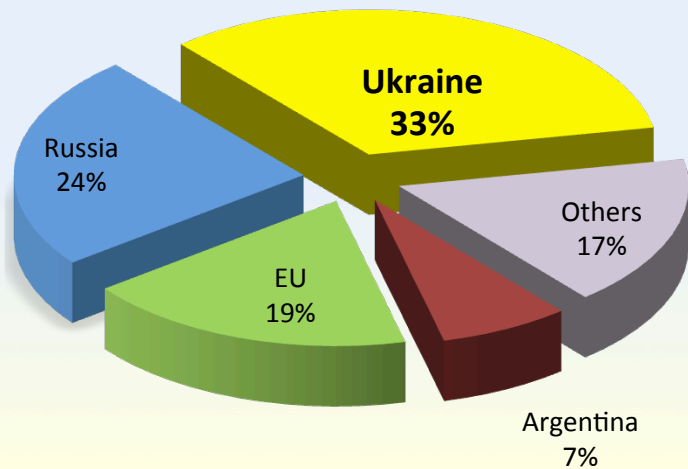


UKRAINIAN ANSWER TO THE GLOBAL CHALLENGES

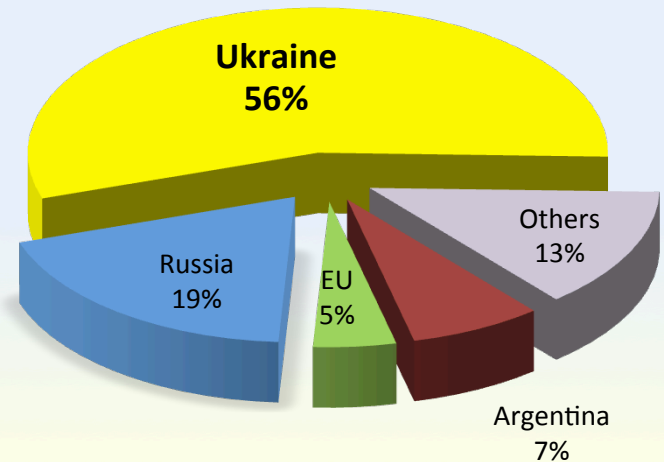
- **Growing production of
sunflower oil**

Ukraine Sunoil Complex in the Global Market

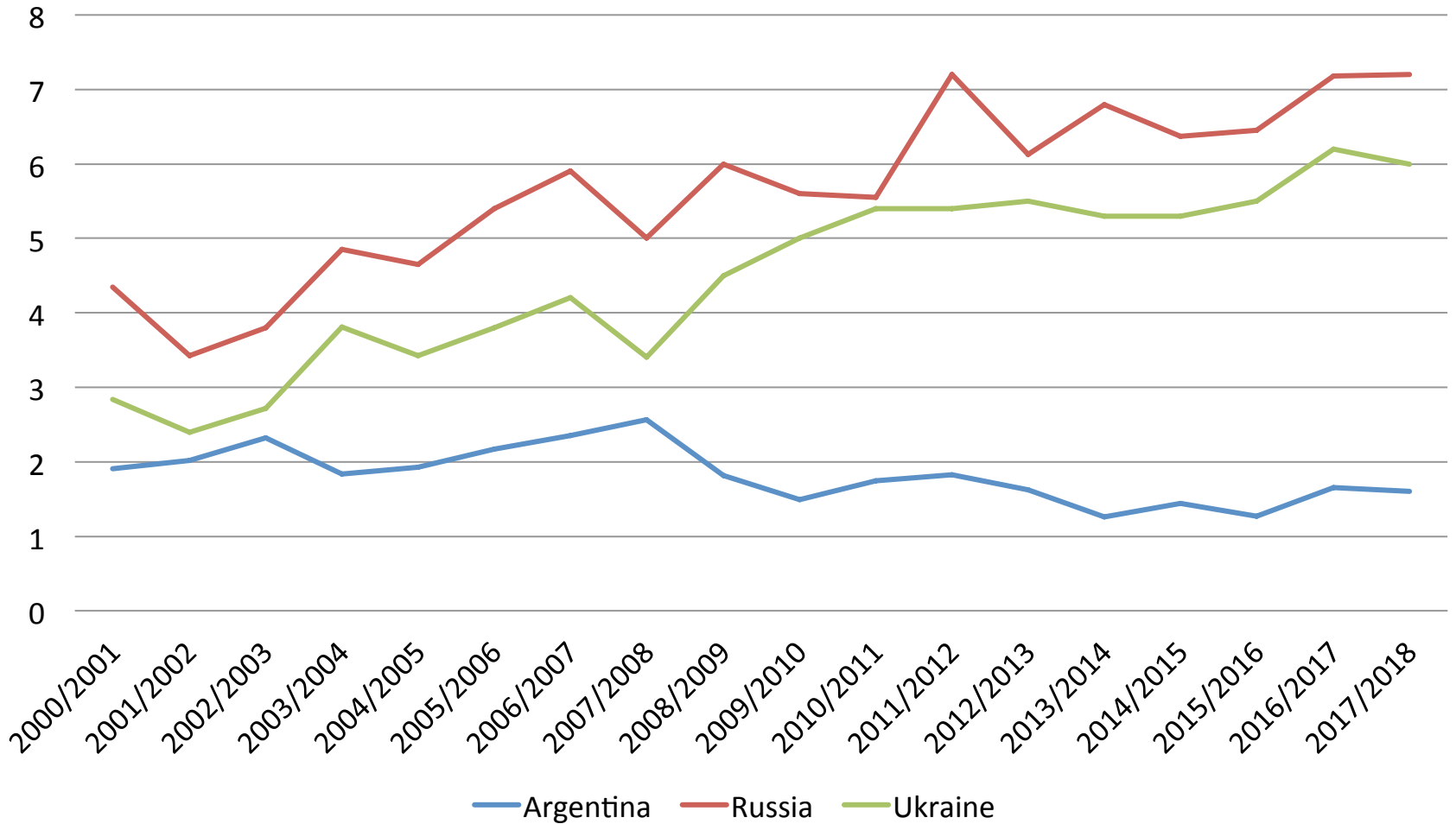
Ukraine's share in global sunflower oil production



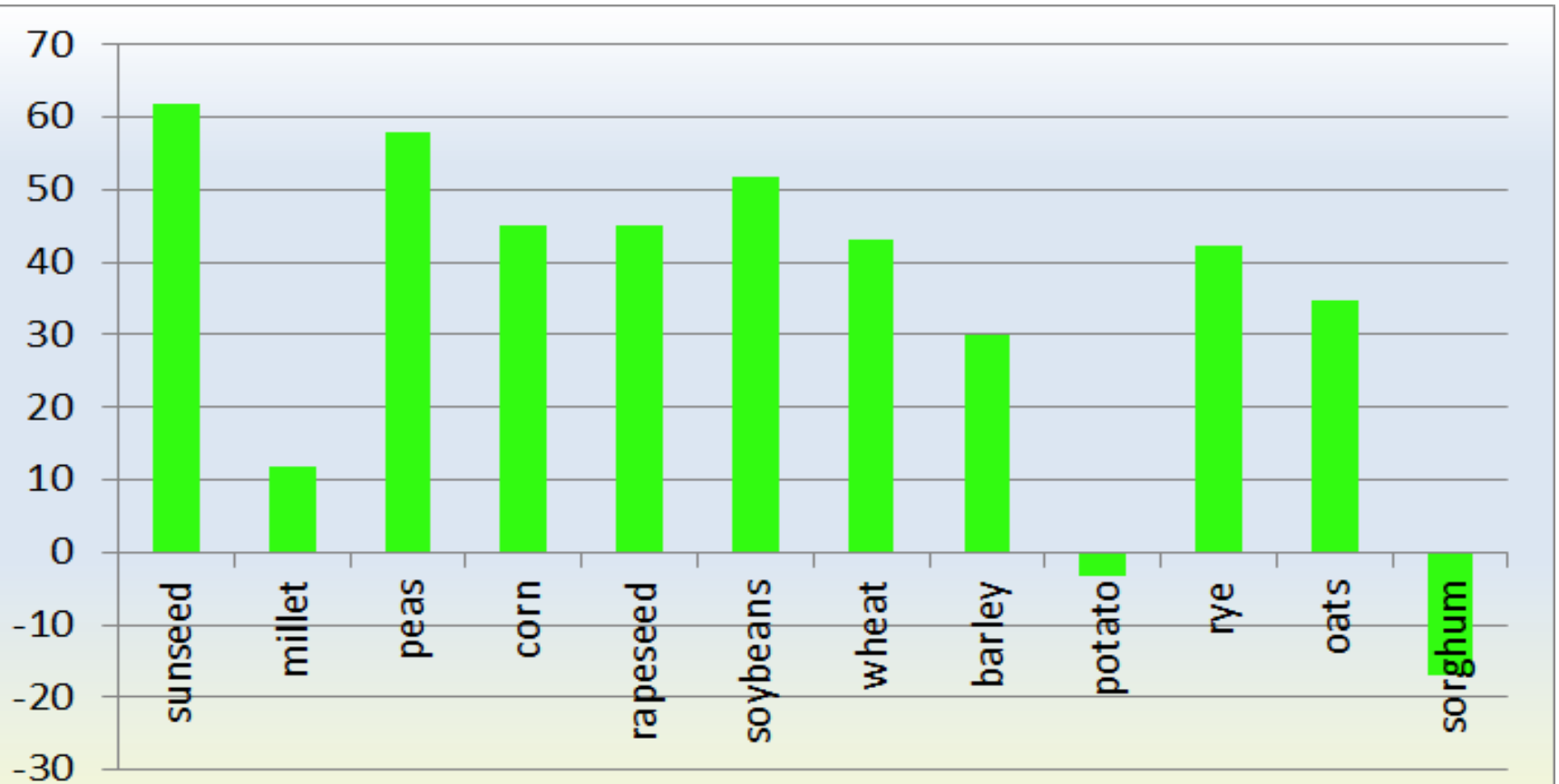
Ukraine's share in global sunflower oil trade



Sunflower Seed Areas, M ha

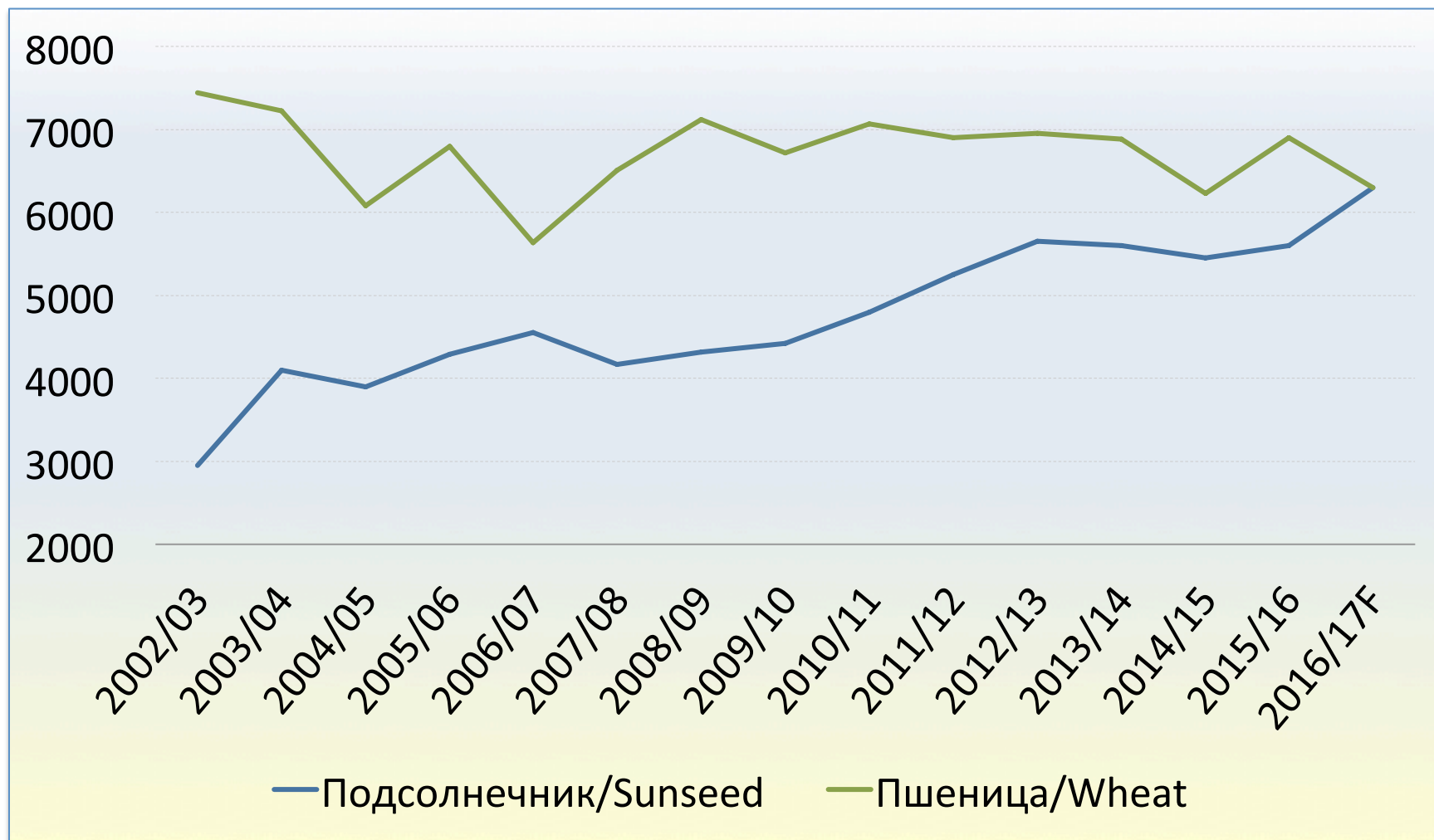


UKRAINE: CROPS MARGINS, 2016

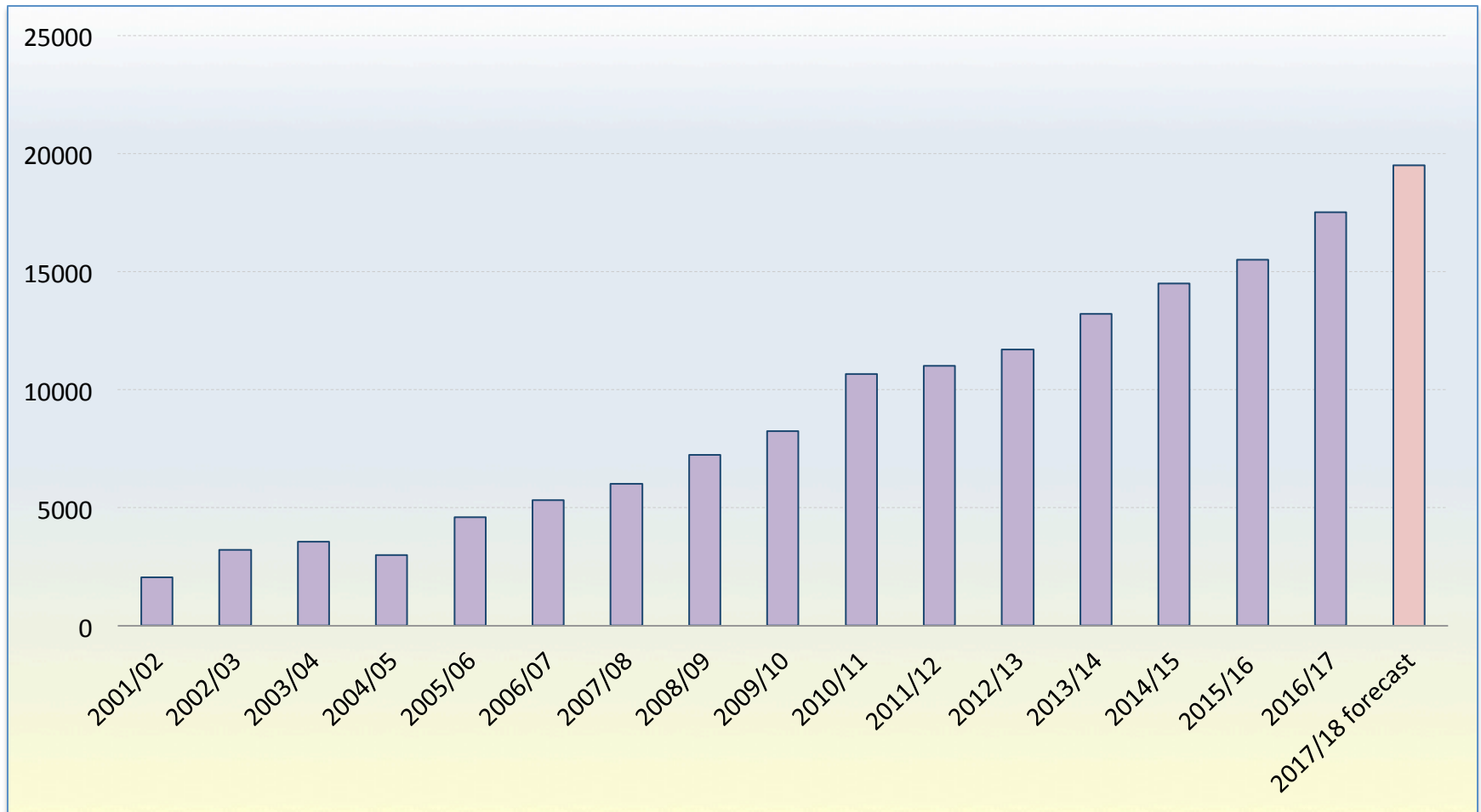


Source: State Statistic Committee

Ukraine: Sunflower Area vs. Wheat Area



Ukraine: Sunseed crushing capacities, KMT/ year

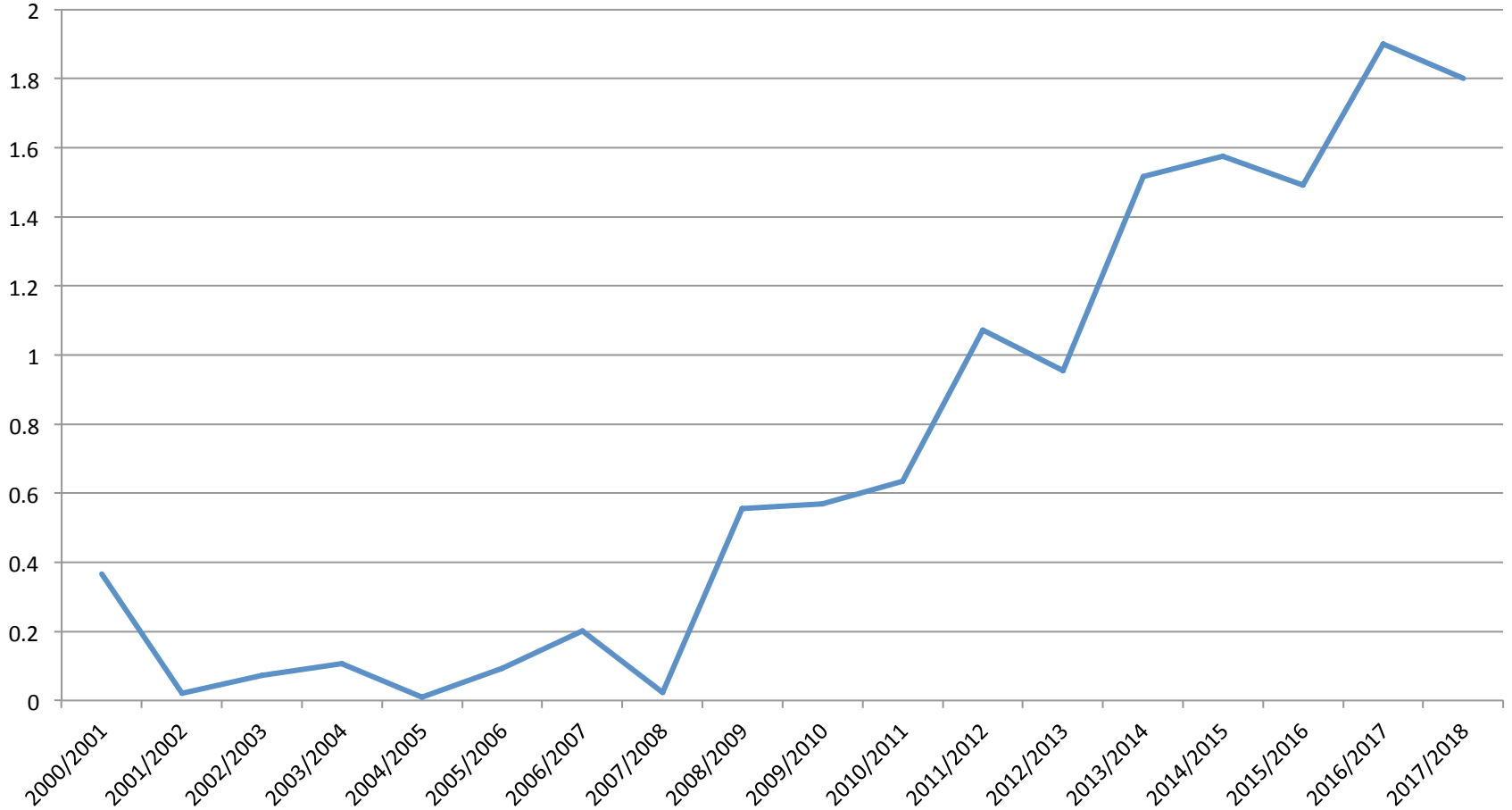


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UKRAINIAN ANSWER TO THE GLOBAL CHALLENGES

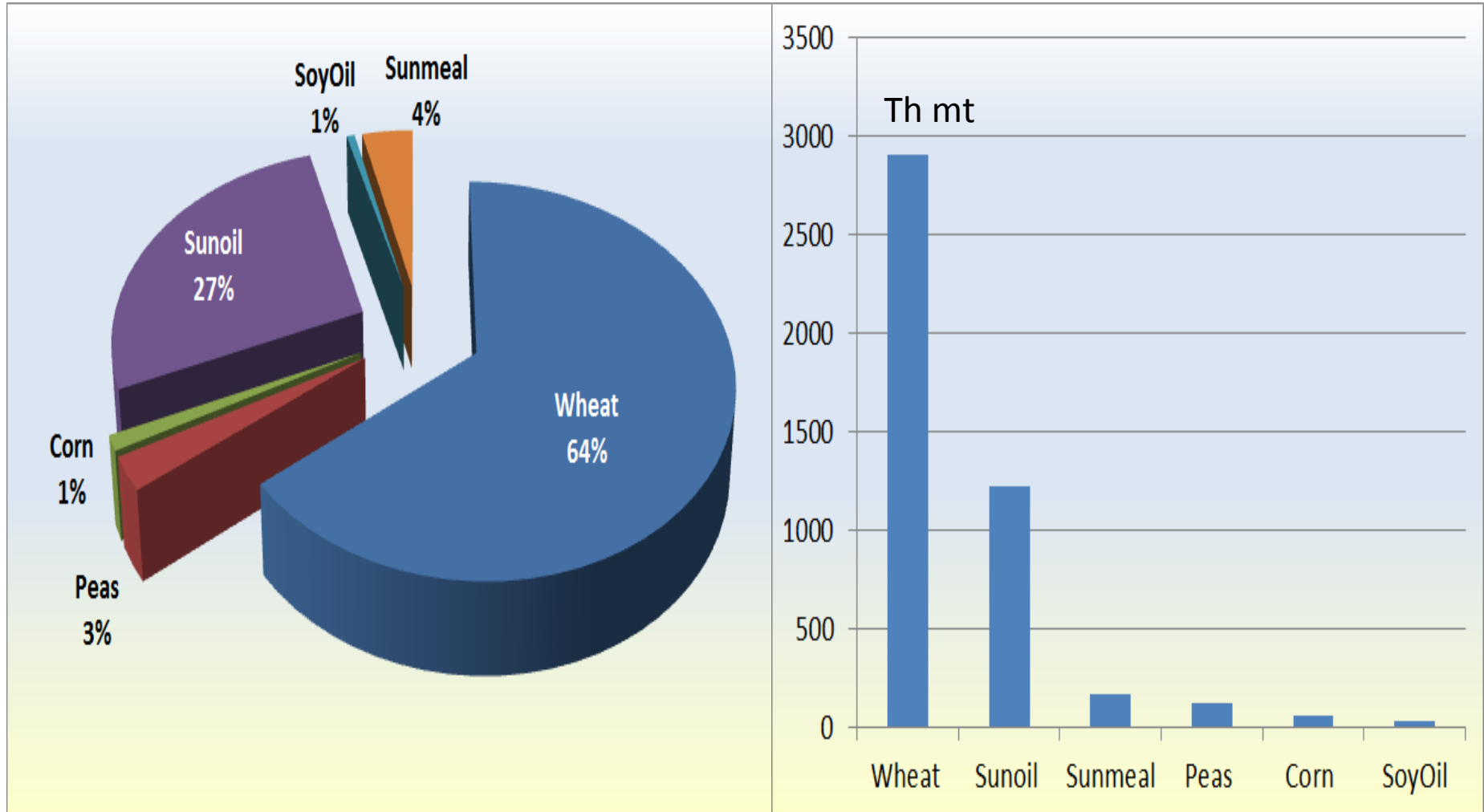
- **EXPANDING THE TARGET MARKETS**

India: Sun Oil Imports, M mt

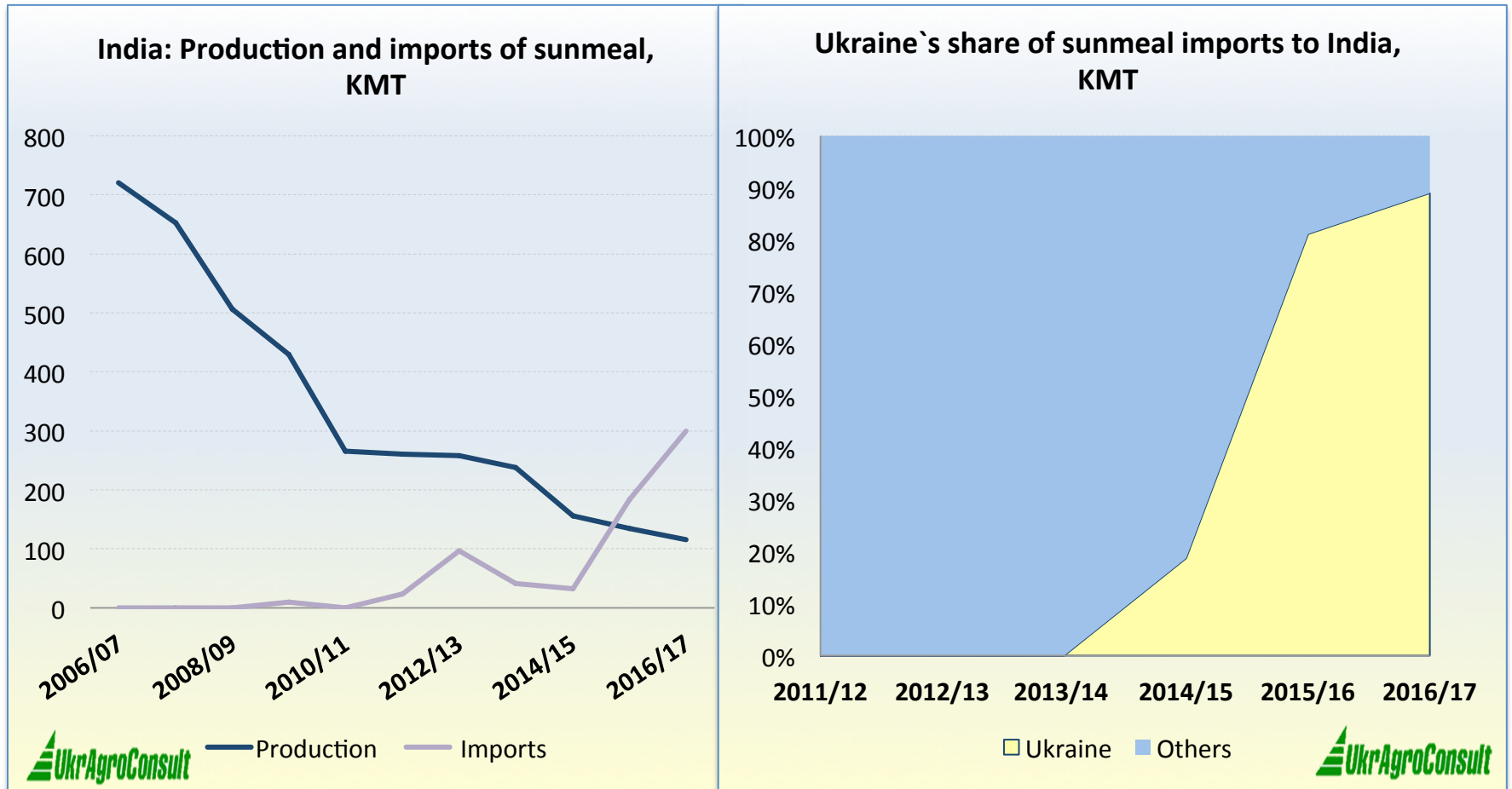


USDA

Ukraine: New Markets. Exports to India



New Markets



UKRAINIAN ANSWER TO THE GLOBAL CHALLENGES

- **DEVELOPMENT OF NEW STRATEGIES**

High Quality Food - key factor to get better and live longer

- **ITALY** - 63% say they are attentive to food to prevent certain chronic diseases

2016 VS. 20108

ORGANIC EXPORT

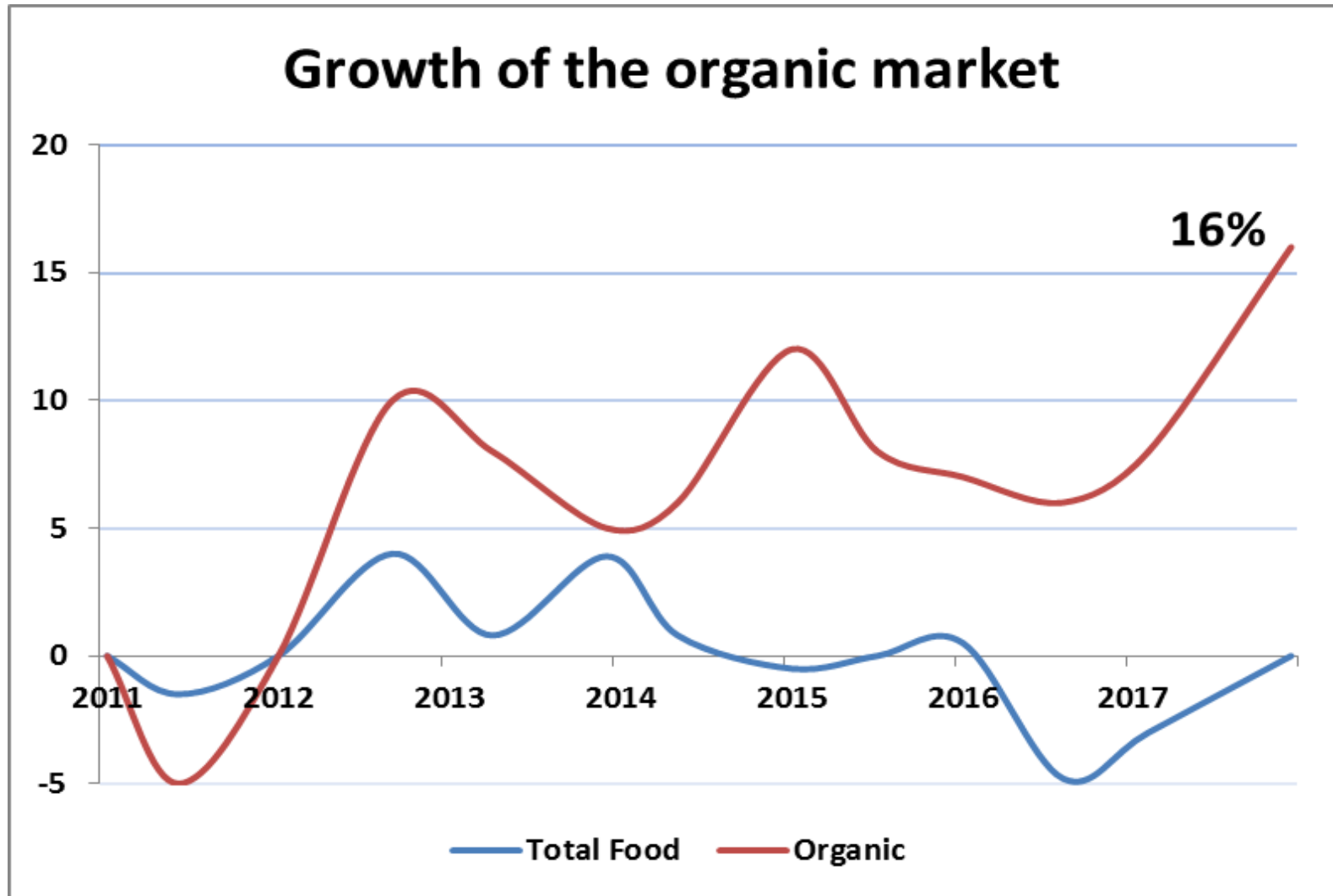
DOMESTIC ORGANIC

MARKET

+408 %

+94 %

ITALY: GROWTH OF THE ORGANIC FOOD MARKET



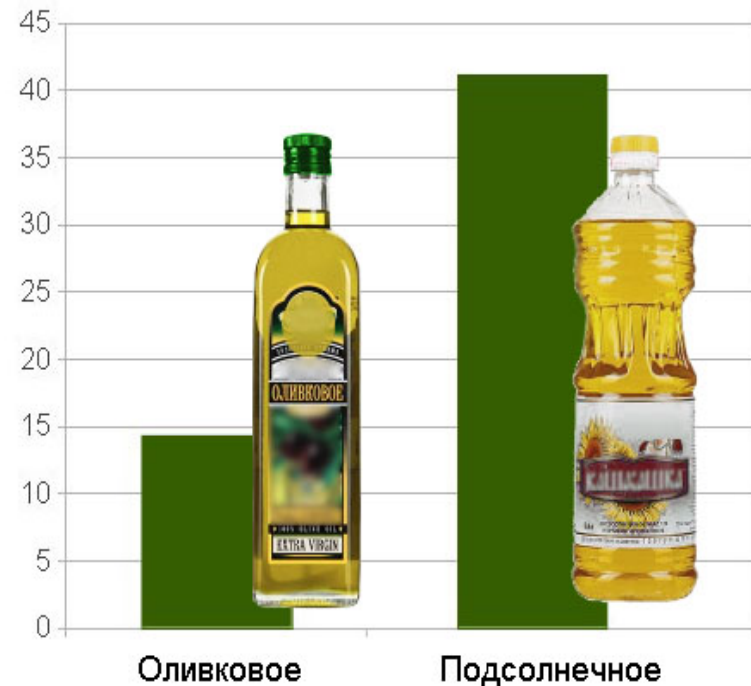
ORGANIC FOOD: UKRAINIAN SUNFLOWER OIL

Content of OMEGA 6 gr/100 gr

Content of Vitamin E mgr/100 gr

Содержание омега-6 (незаменимых ПНЖК), г/100г

Содержание ВИТАМИНА Е (токоферол), мг/100г



Данные USDA - National Nutrition Laboratory (<http://ndb.nal.usda.gov/ndb/foods/list>)

Данные USDA - National Nutrition Laboratory (<http://ndb.nal.usda.gov/ndb/foods/list>)

Olive Oil

Sunflower Oil

Olive Oil

Sunflower Oil

UKRAINE: DEVELOPMENT OF NEW STRATEGY

NEW STRATEGY TARGET

- **SUNFLOWER OIL – IS AN ORGANIC FOOD OF PREMIUM QUALITY**

HOW TO HIT THE BULL EYE :

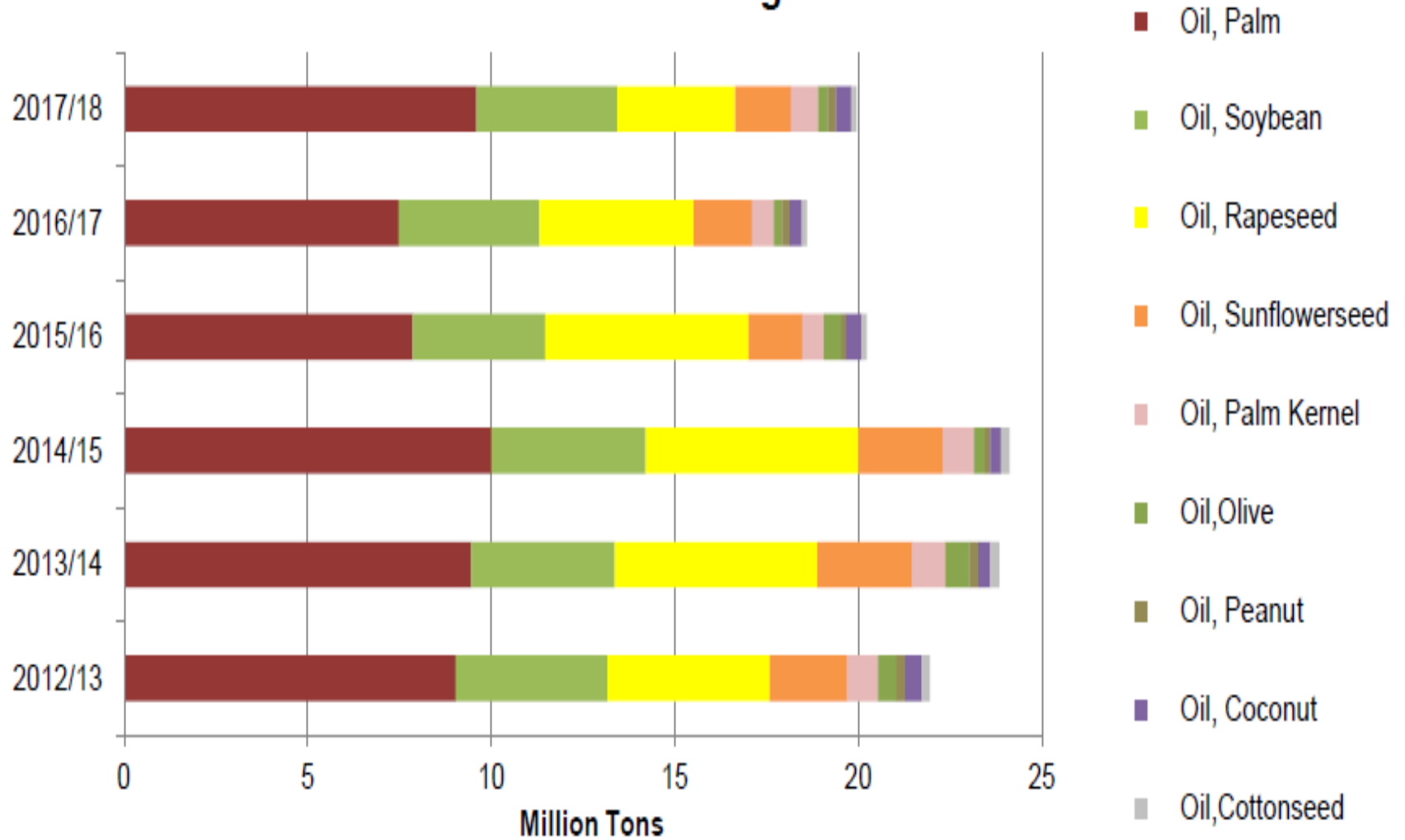
- **PROMOTION OF NEW NATIONAL BRAND OF SUNFLOWER OIL ON THE GLOBAL MARKET**

- **Veg Oils Price Forecast, 2017/18**

Growing Global Supply of Veg Oils

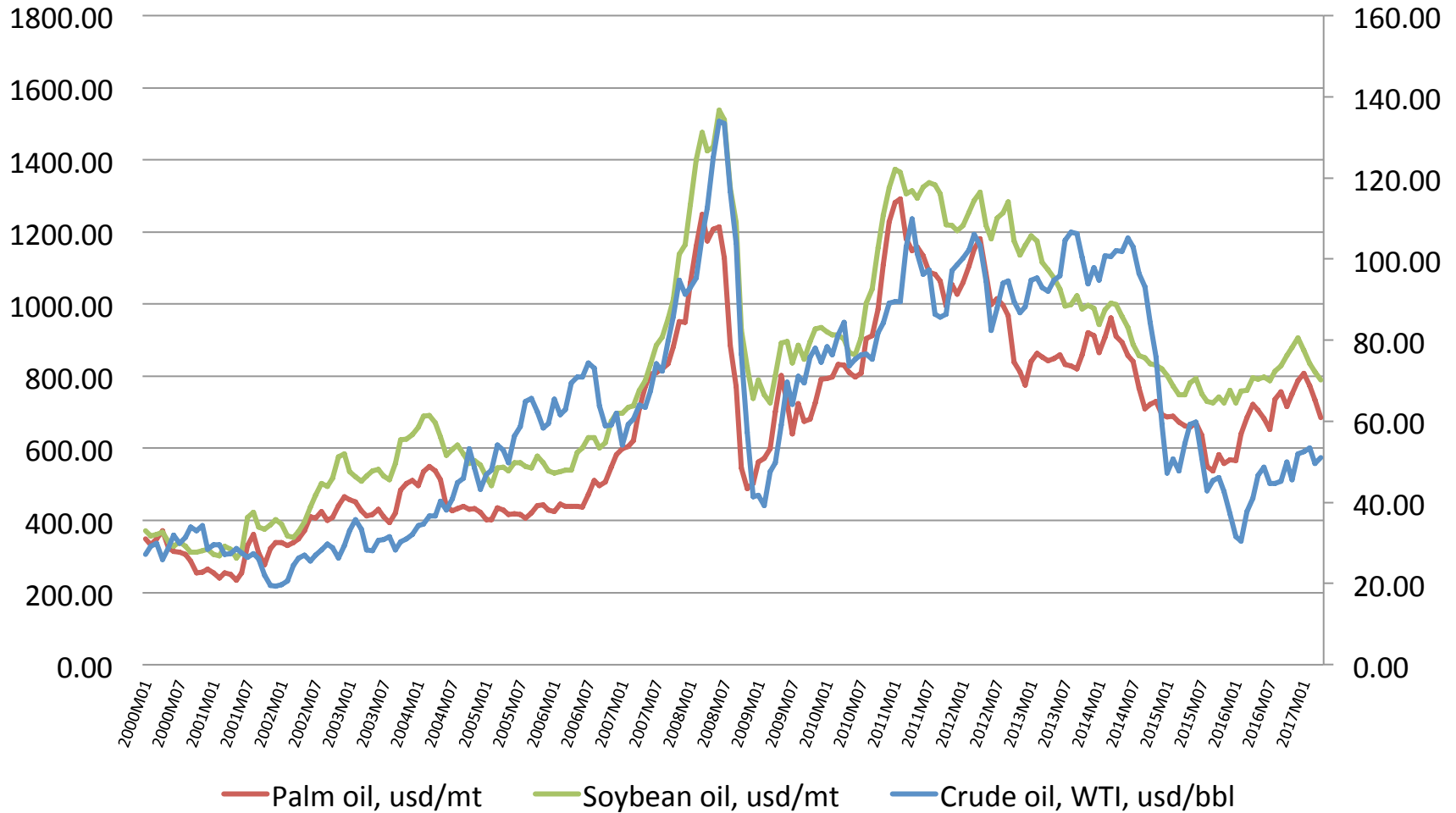


Global Oil Ending Stocks



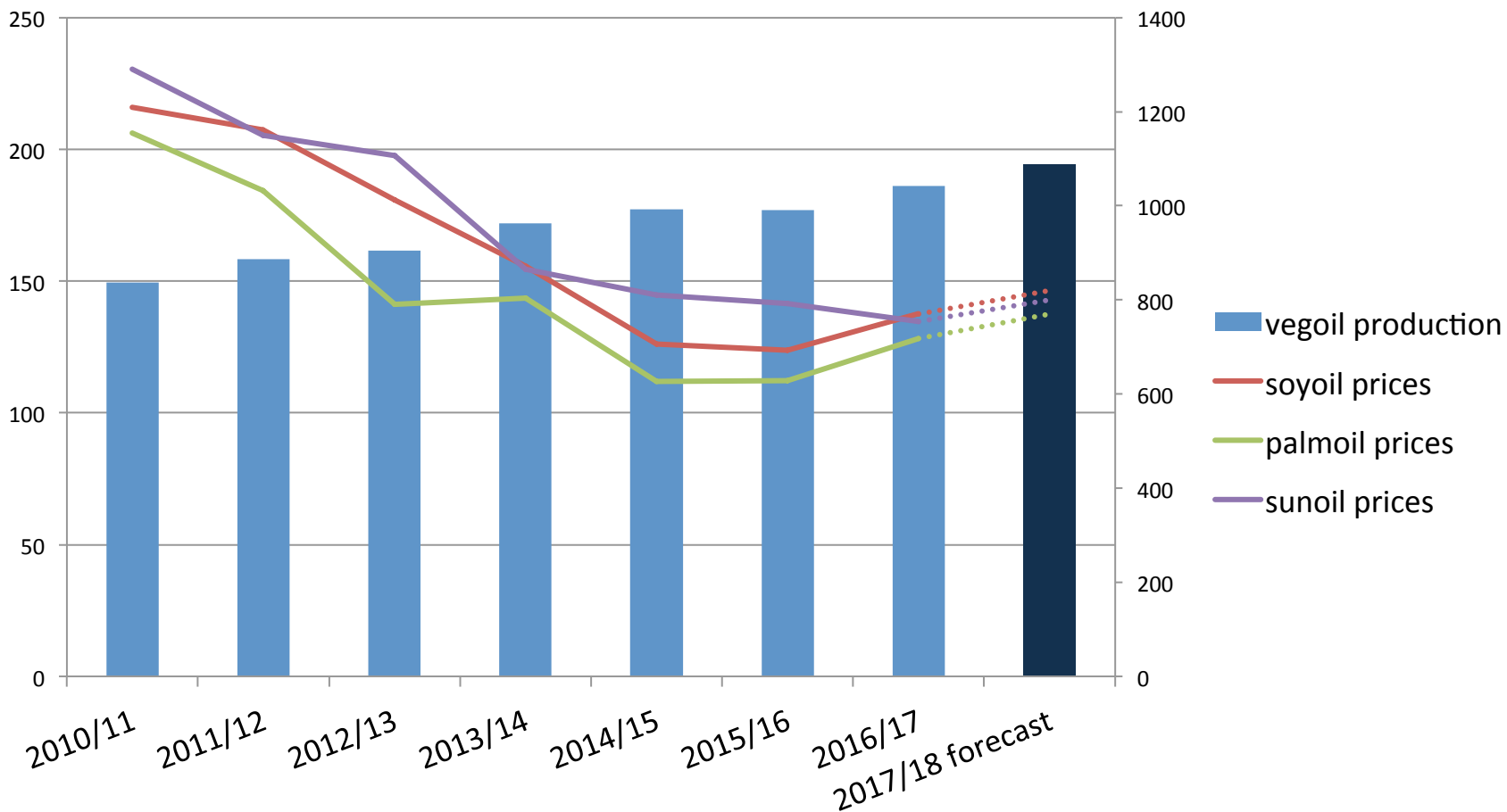
USDA

Crude Oil and Veg Oils – Correlation



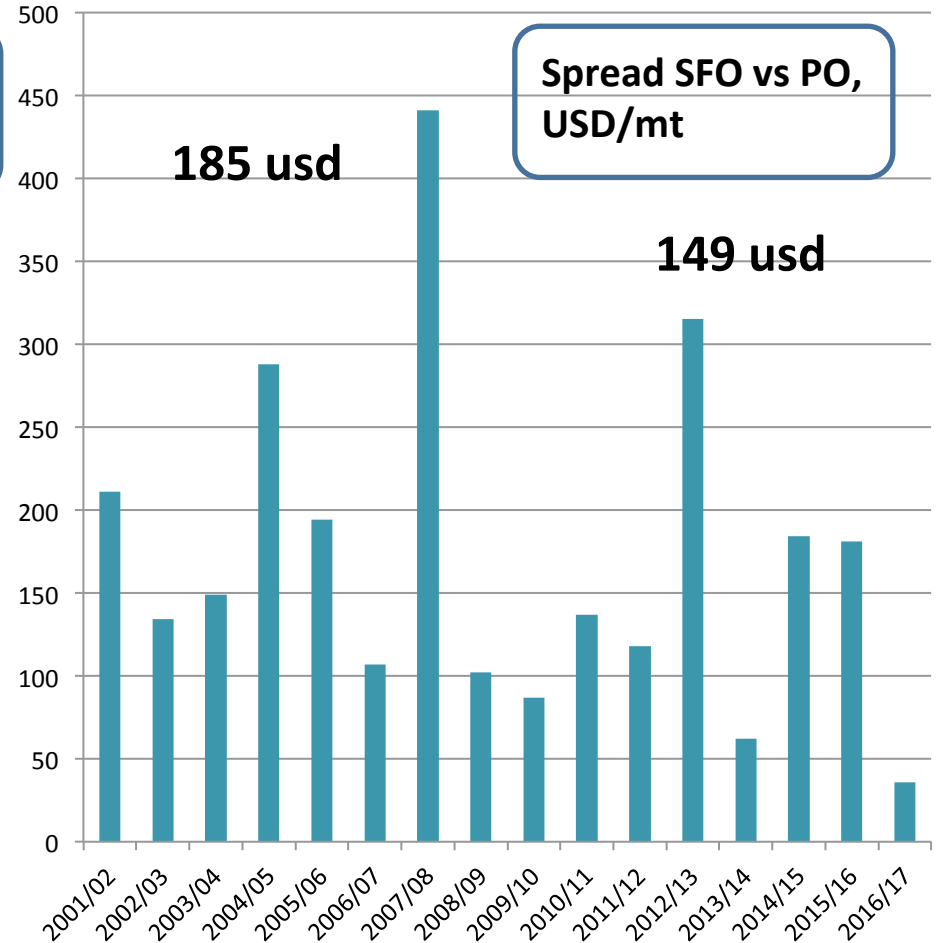
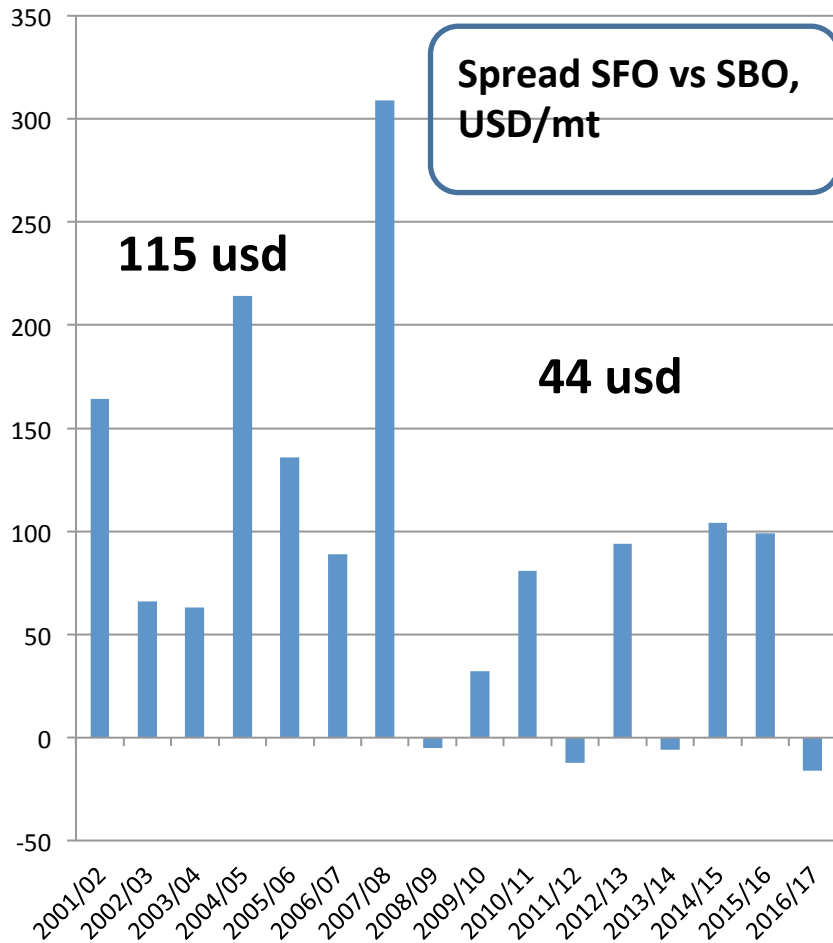
World Bank

Crude Oil and Veg Oils – Correlation, Forecast



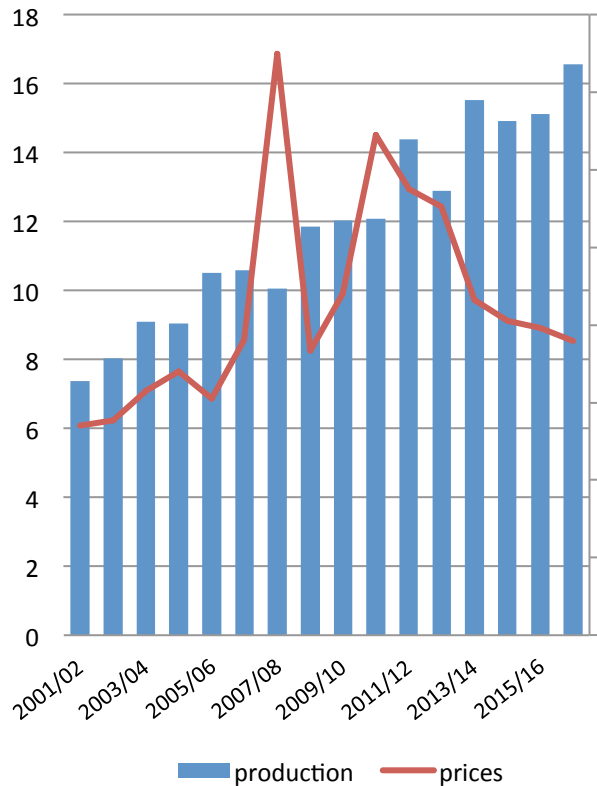
World Bank, USDA

Sunflower Oil Prices vs. Soy Oil Prices

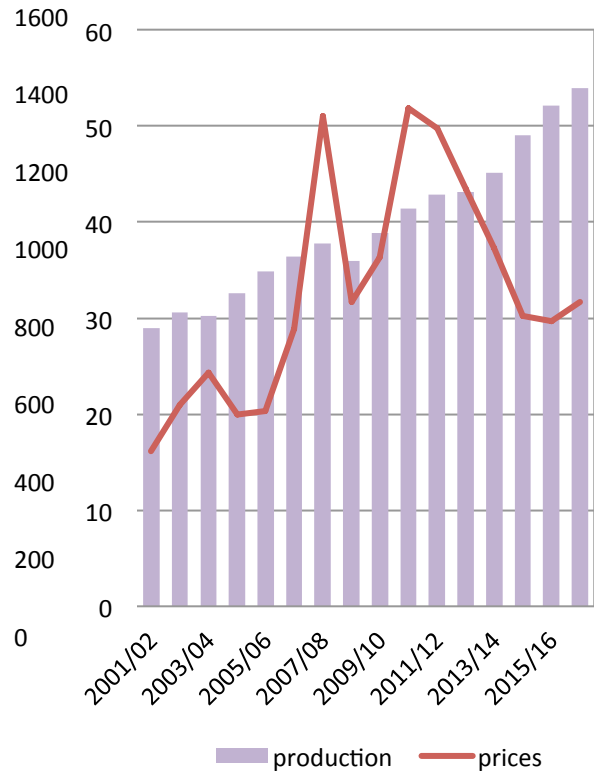


Sunflower Oil is Underestimated by the World Market Players

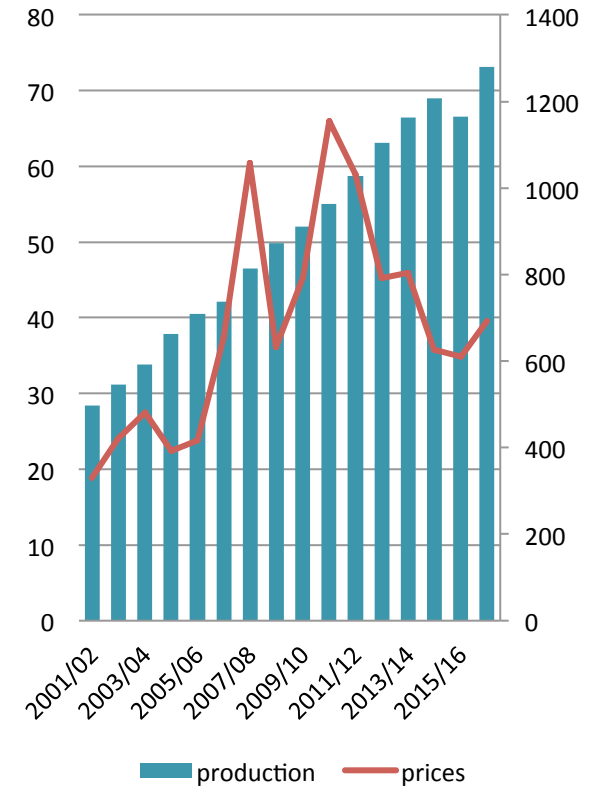
**Sunoil production + 134%,
prices +40%**



**Soyoil production + 88%,
prices +105%**



**Palm oil production
+ 146%, prices +118%**





**THANKS A LOT FOR YOUR
ATTENTION**

