



Grain Markets of the Eurasian Region: 2024/2025

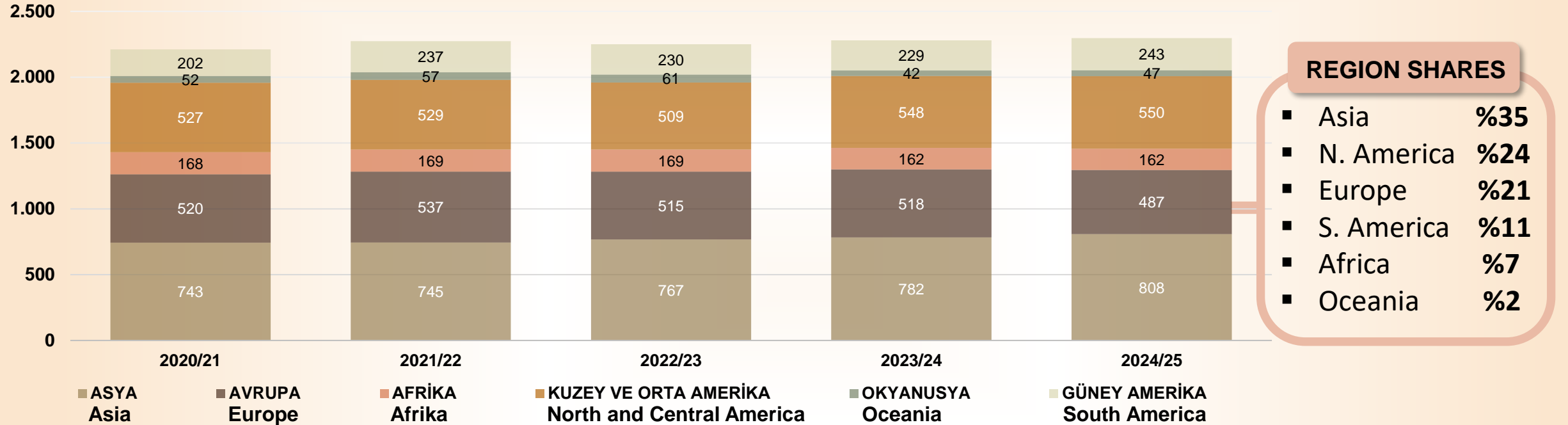
V. TUNÇ NECİPOĞLU
TMO - HEAD OF TRADE DEPARTMENT



EURASIAN REGION - GRAIN



REGIONS IN GRAIN PRODUCTION (million tons)



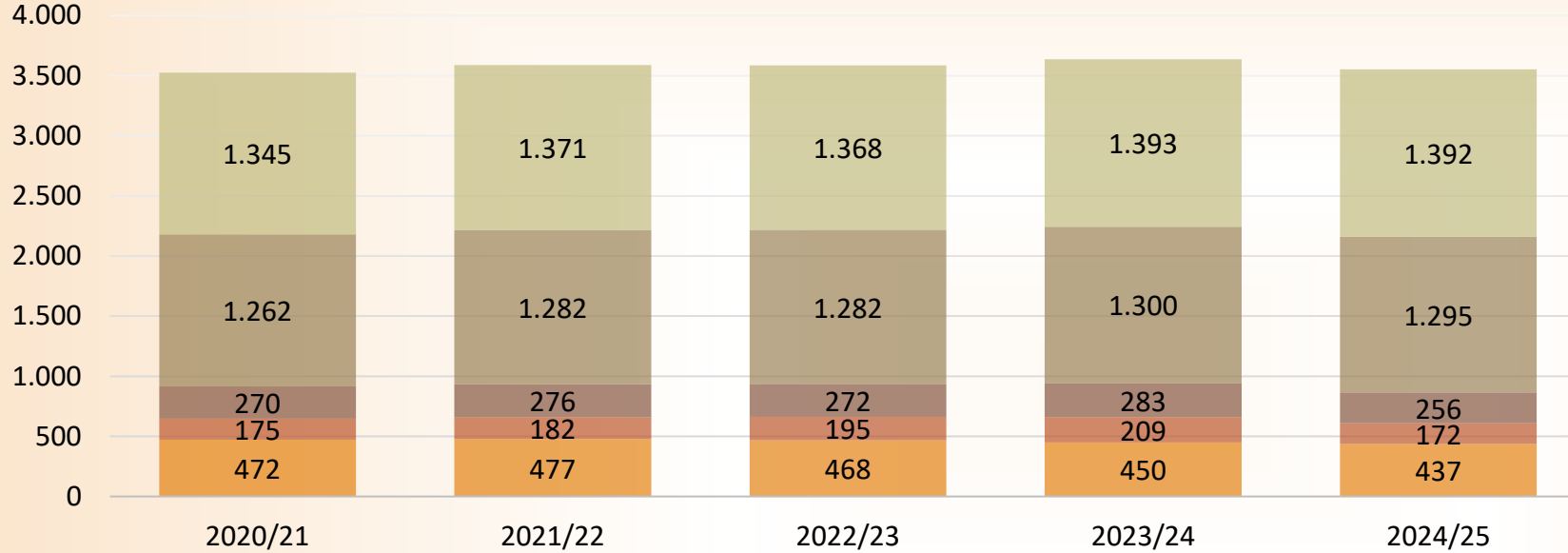
About 41% of the world grain production is carried out by 3 countries of Eurasia

- | | | | |
|---------|-----|-----------|----|
| ○ China | %21 | ○ Russia | %6 |
| ○ EU | %12 | ○ Ukraine | %3 |
| ○ India | %8 | ○ Türkiye | %2 |

EURASIAN REGION - GRAIN

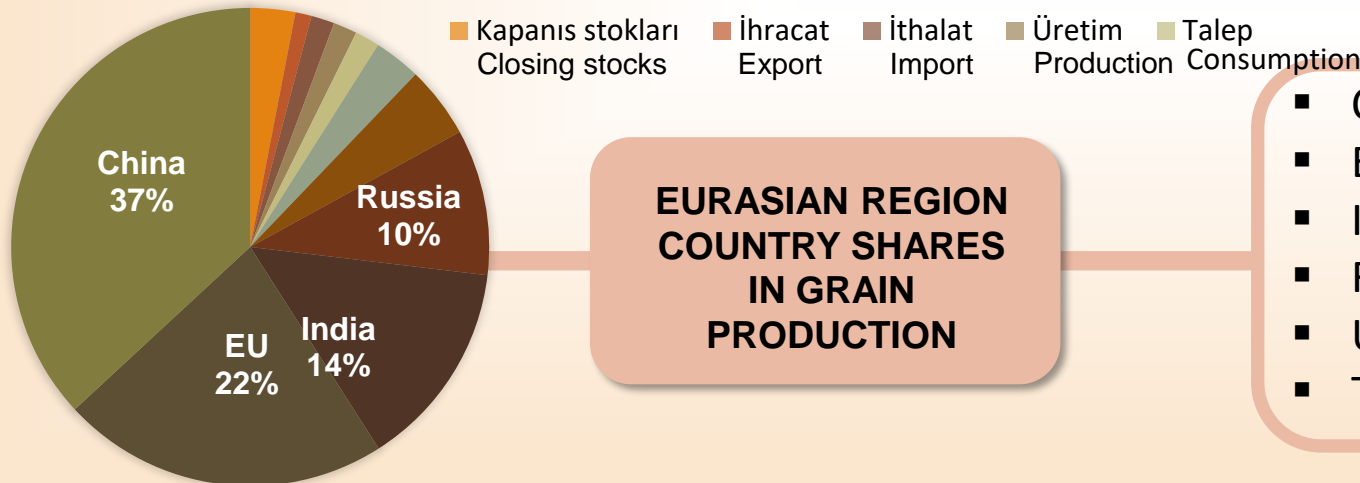


GRAIN BALANCE OF THE EURASIAN REGION (million tons)



The share of the Eurasian region in the world grain balance

- Production %56
- Consumption %61
- Stocks %77
- Export %42
- Import %61



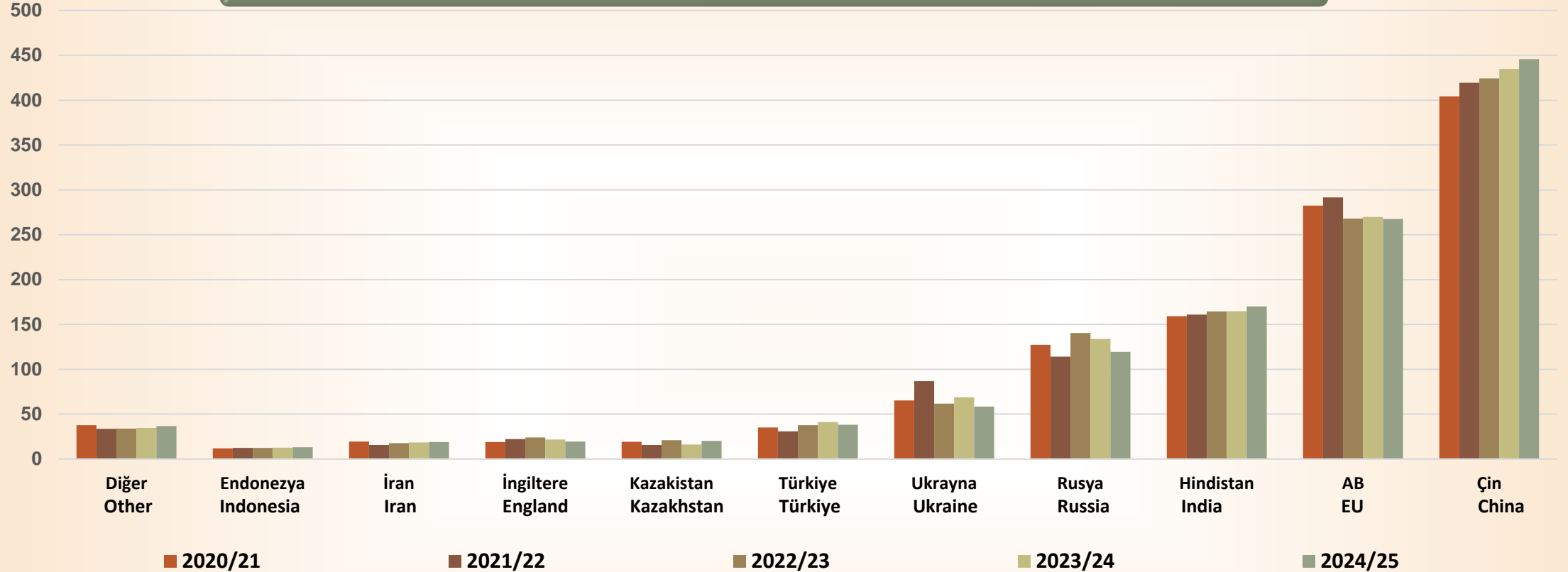
EURASIAN REGION COUNTRY SHARES IN GRAIN PRODUCTION

- China %37
- EU %22
- India %14
- Russia %10
- Ukraine %5
- Türkiye %3
- Kazakhstan %2
- England %2
- Iran %1
- Indonesia %1
- Other %3

EURASIAN REGION - WHEAT, BARLEY, CORN



THE MAIN GRAIN PRODUCERS OF THE EURASIAN REGION



The grain production of the region has increased by **3%** in the last 5 years 

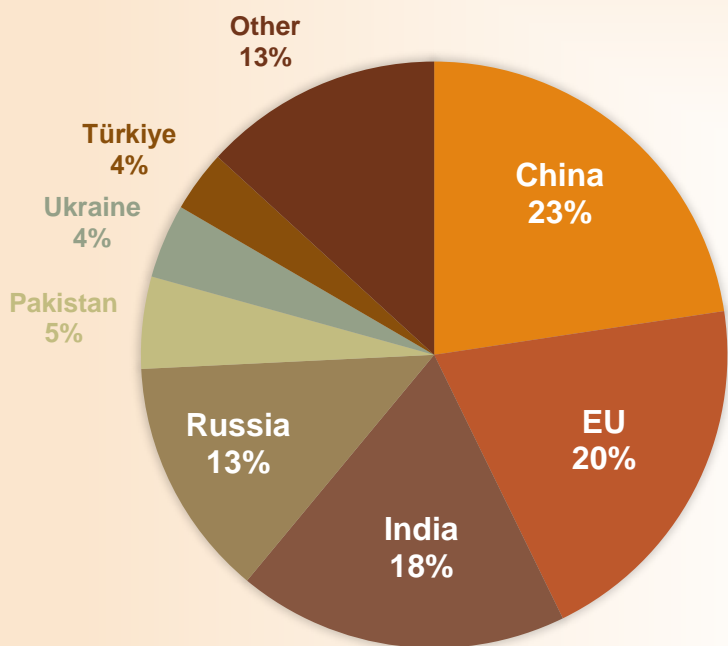
- China +%10
- EU -%5
- India +%7

- Russia -%6
- Ukraine -%10
- Türkiye +%2

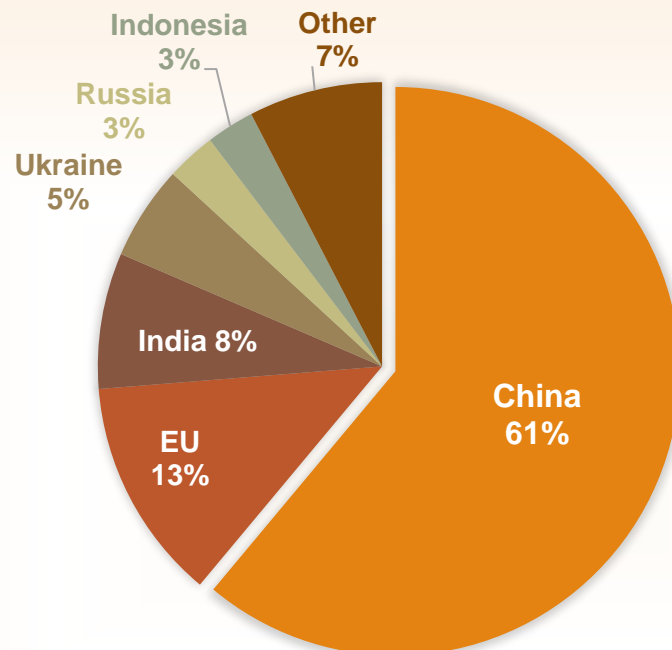
EURASIAN REGION - WHEAT, BARLEY, CORN



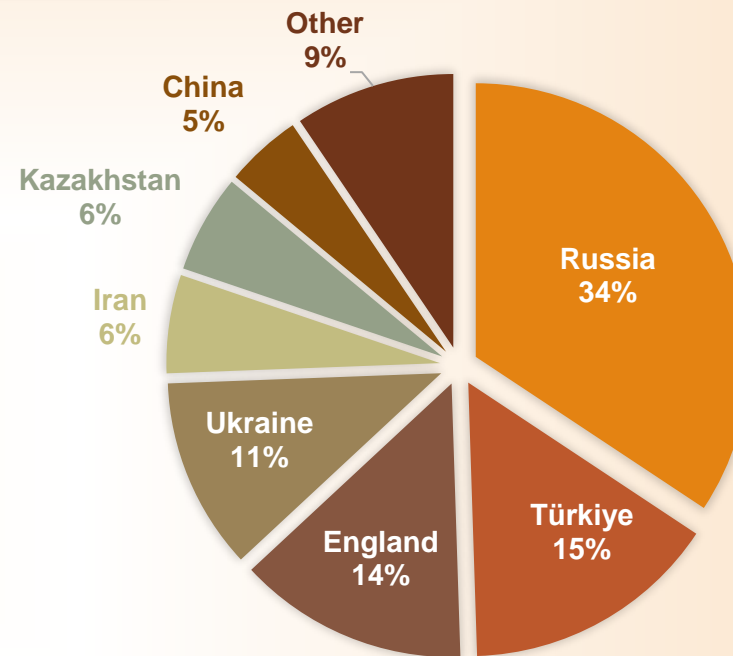
COUNTRY SHARES IN REGIONAL PRODUCTION (%)



Wheat



Corn



Barley

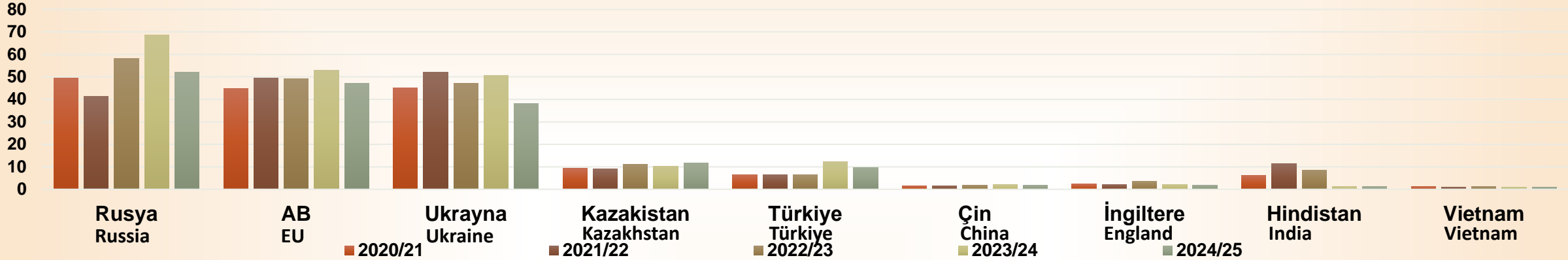
The share of the Eurasian region in world production

Wheat %78 Barley %72 Corn %40

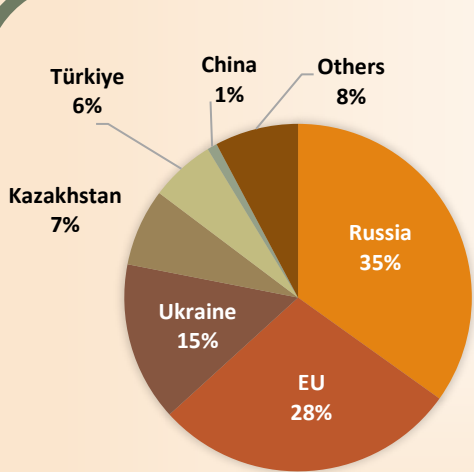
EURASIA REGION - EXPORT



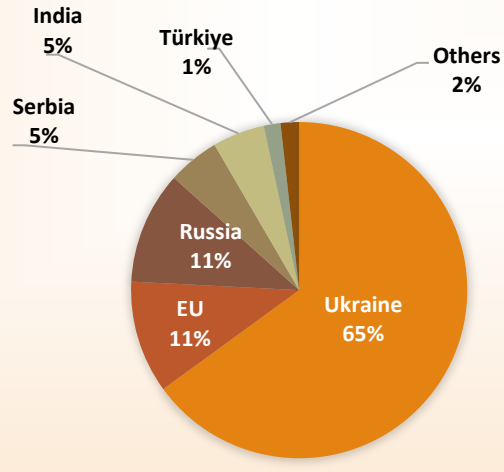
THE MAJOR GRAIN EXPORTES OF EURASIA



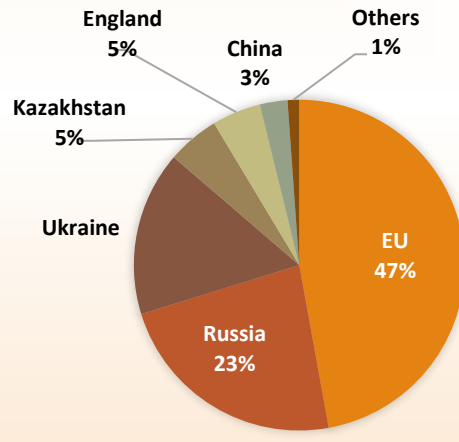
Country shares in exports



Wheat



Corn



Barley

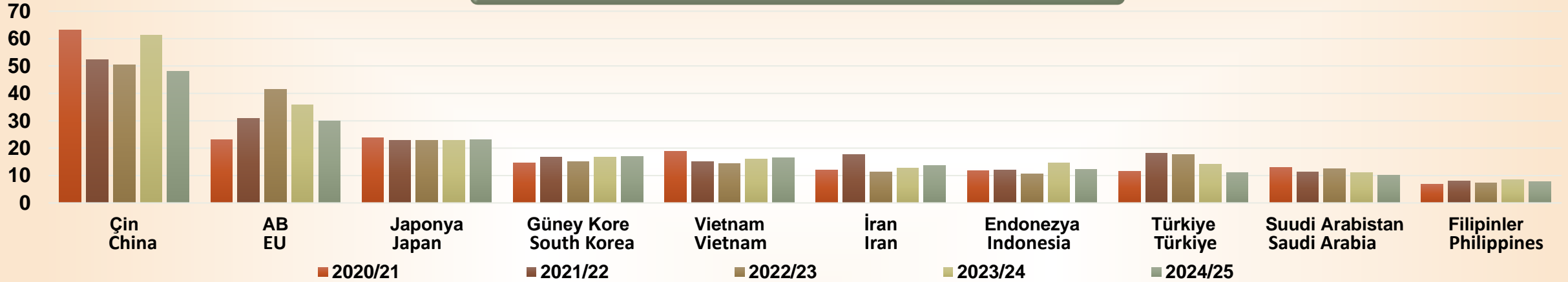
In the world grain export;

- Wheat %61,
- Corn %22,
- Barley %71 is exported by Eurasian countries.

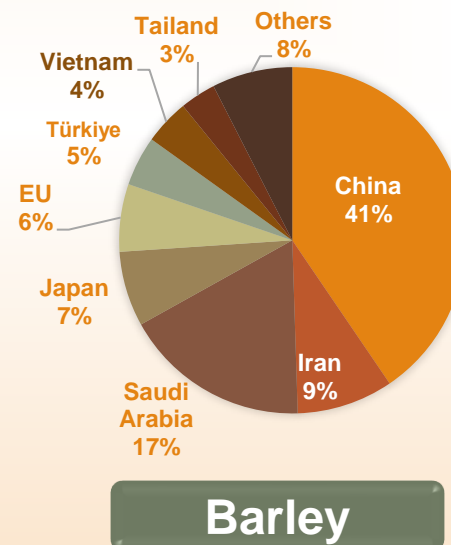
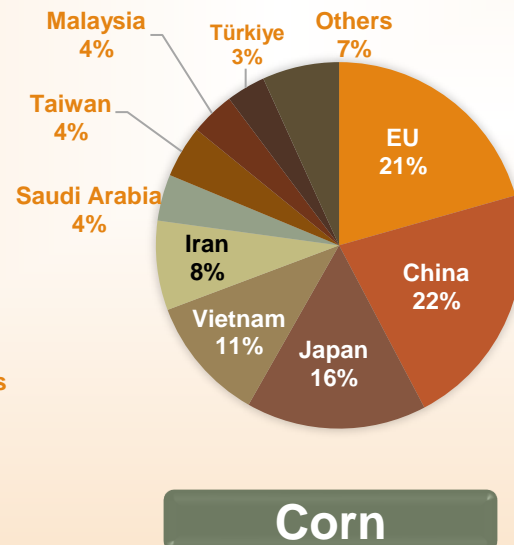
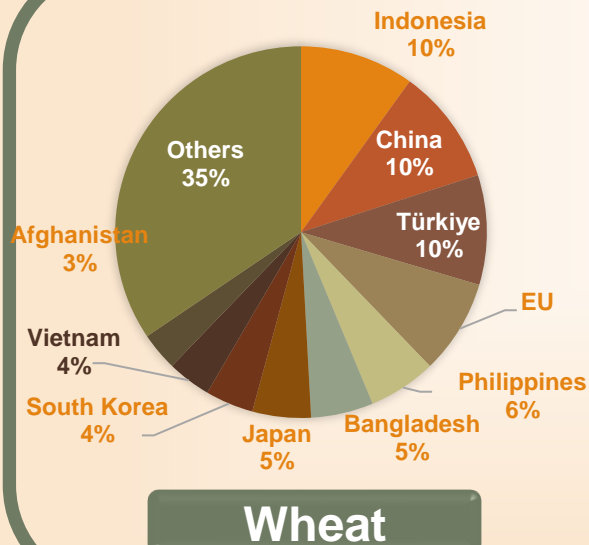
EURASIA REGION - IMPORTS



THE MAJOR GRAIN IMPORTERS OF EURASIA



Country shares in imports

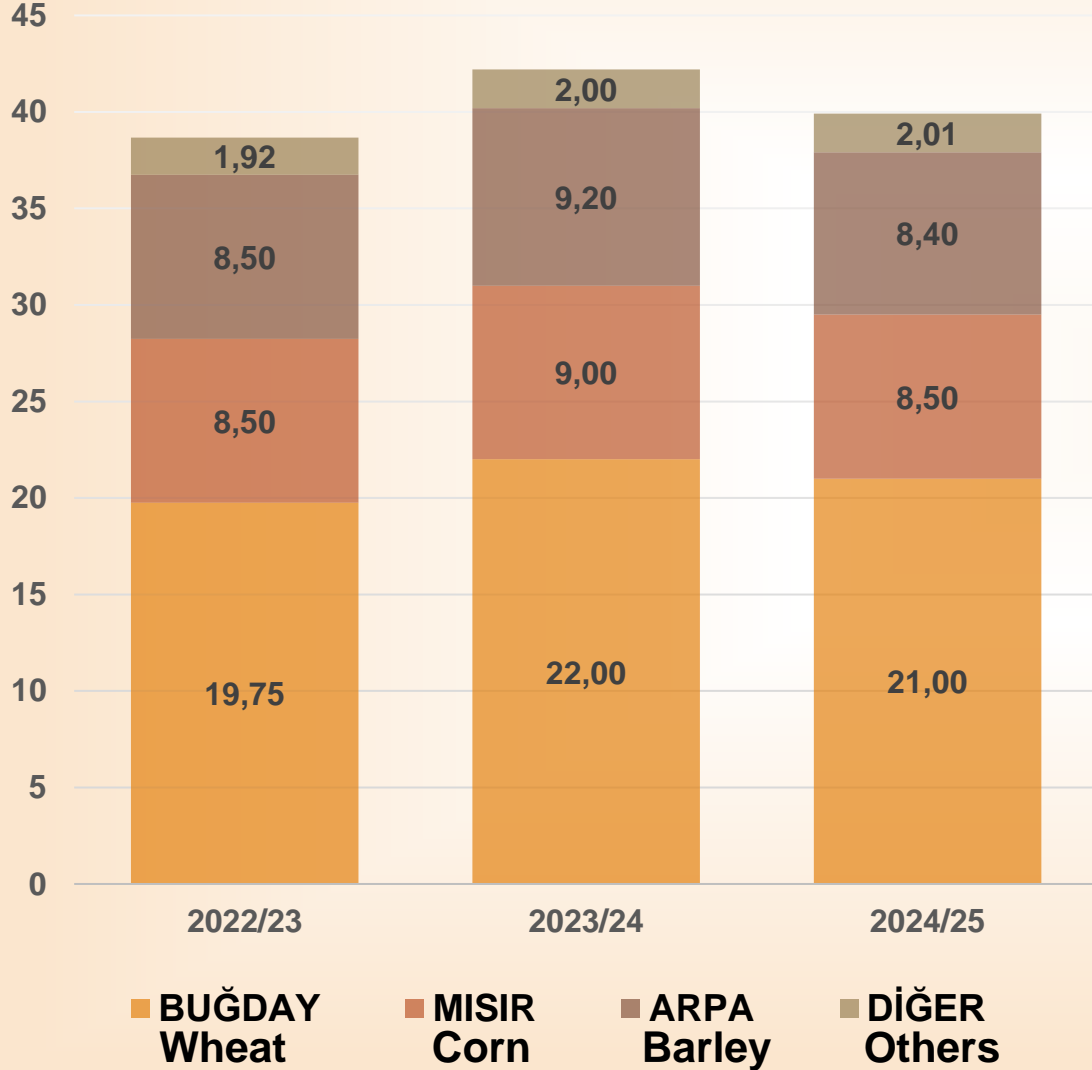


In the world grain import;

- Wheat %55,
 - Barley %53,
 - Corn %81
- is imported by Eurasian countries.

TÜRKİYE-GRAIN / PRODUCTION

GRAIN PRODUCTION IN TÜRKİYE



Türkiye's last 3 years average total grain production is at the level of 40 million tons.

10% increase in grain production in the 2023/24 season

- Wheat %11
- Corn %6
- Barley %8

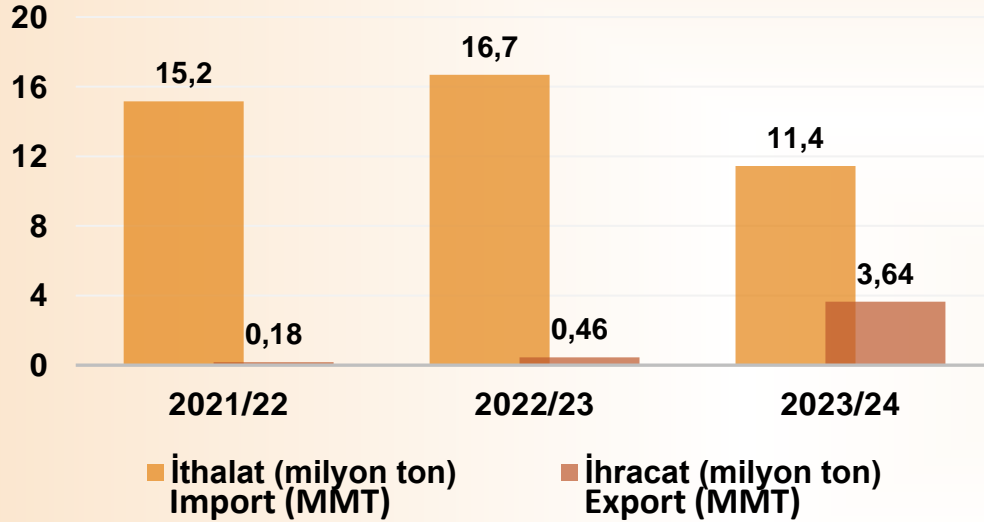
5% decrease in grain production in the 2024/25 season

- Wheat - %5
- Corn - %6
- Barley - %9

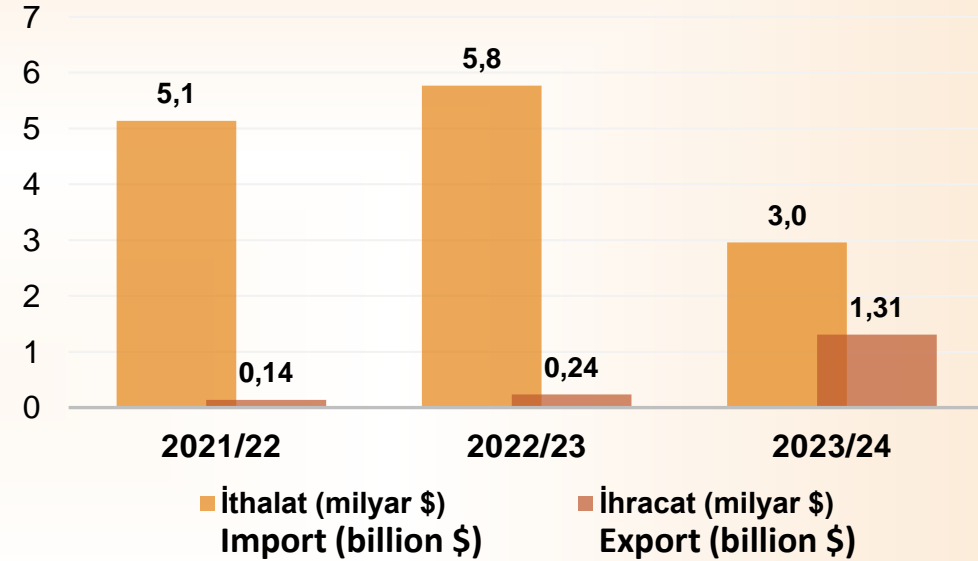
TÜRKİYE-GRAIN / TRADE



FOREIGN TRADE OF GRAIN COMMODITIES (based on quantity)



FOREIGN TRADE OF GRAIN COMMODITIES (based on value)



According to the 3-year average of Türkiye's total grain foreign trade;

- The average seasonal import is 14.4 MMT
- The average seasonal export is 1.4 MMT
- **record 3.6 million tons of commodities exports in the 2023/24 season**

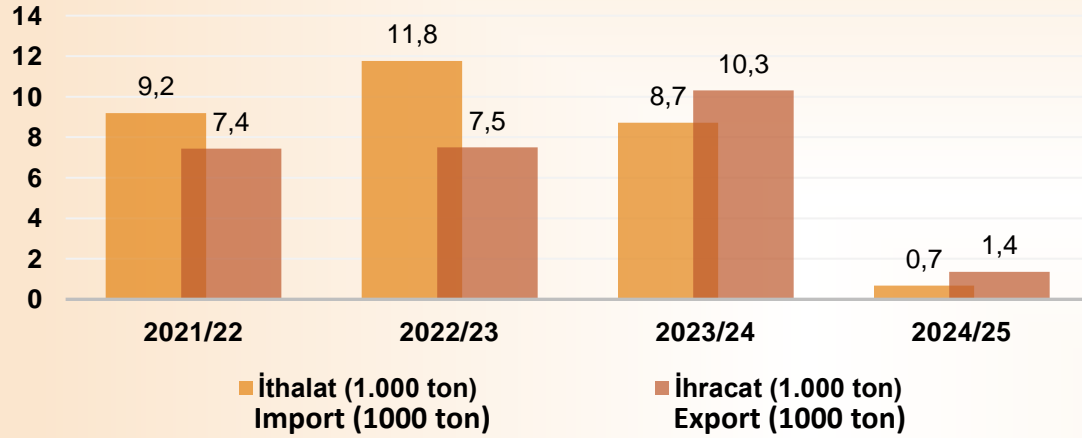
2023/24 season;

- grain imports of 11.4 million tons worth \$ 3.0 billion
- grain exports of 3.6 million tons worth \$ 1.3 billion
- **The increase in production has reduced the import of commodities and increased the export of commodities.**

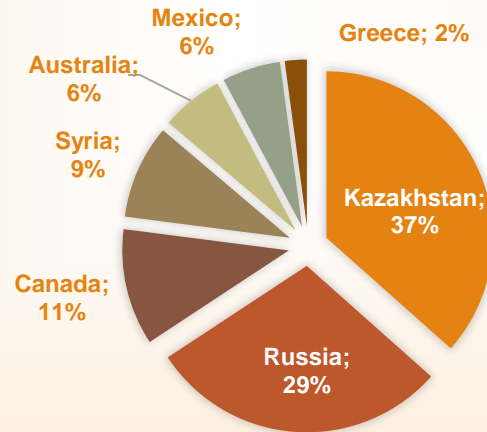
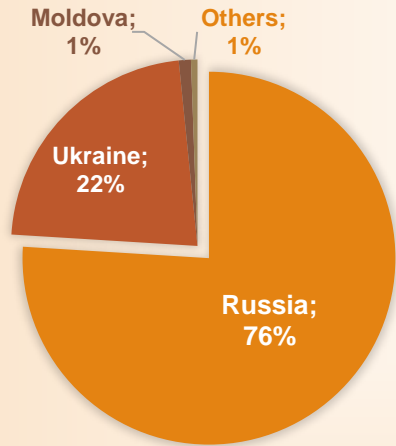
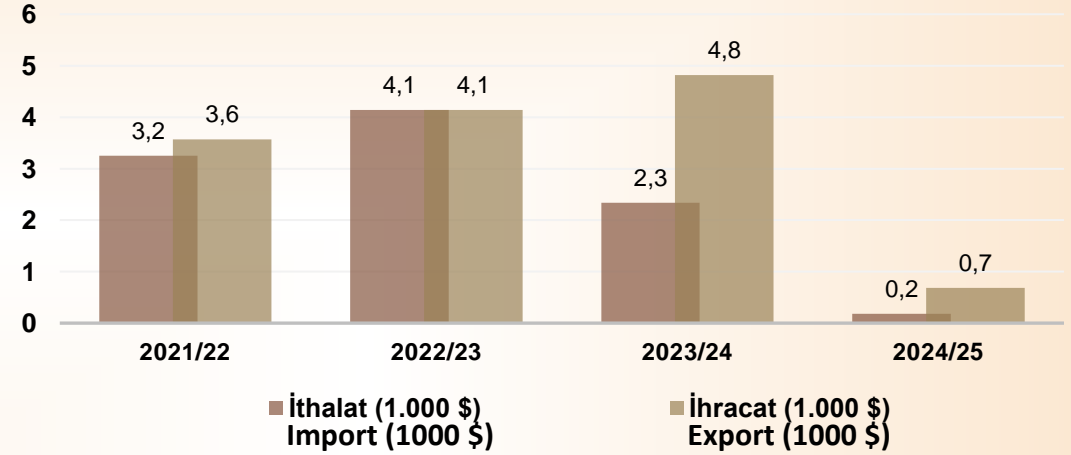
TÜRKİYE - WHEAT TRADE



FOREIGN TRADE OF WHEAT AND ITS PRODUCTS
(on the basis of quantity)



FOREIGN TRADE OF WHEAT AND ITS PRODUCTS
(based on value)



- Türkiye's wheat imports are worth on average of **\$3.2 billion** per season and are around **10 million tons**.
- Wheat exports, including finished products, are worth on average of **\$4.2 billion** per season and amount to **8.4 million tons**.
- **The foreign trade balance of wheat and its products gives an annual surplus of 1 billion USD.**

Soft Wheat
country shares in imports

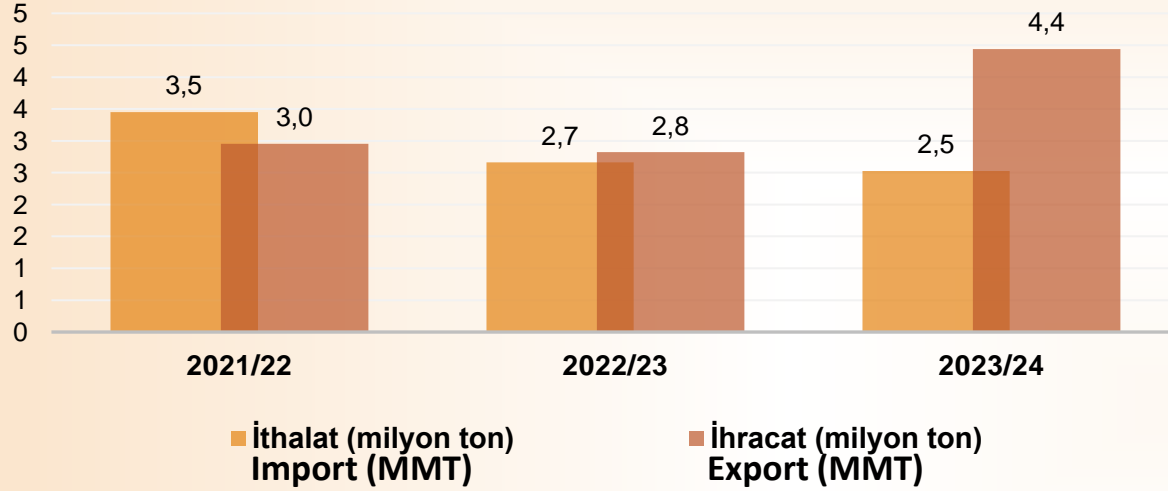
Durum wheat
country shares in imports

The leading countries in Türkiye's wheat imports:
Russia, Ukraine, Kazakhstan, Canada

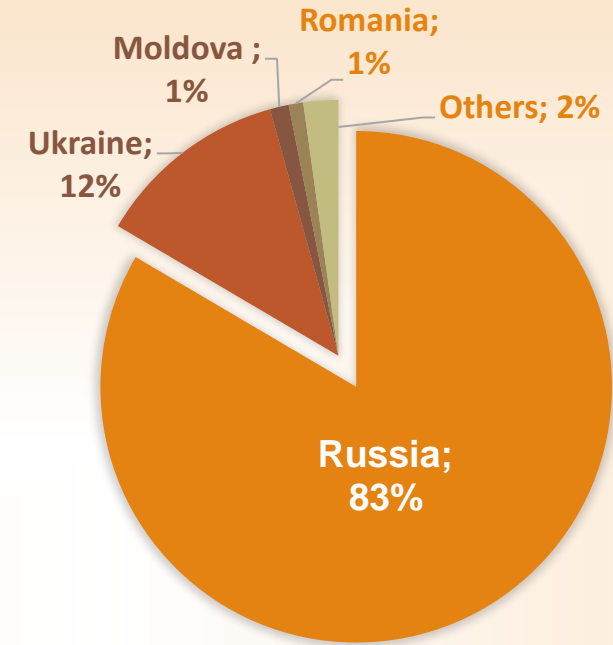
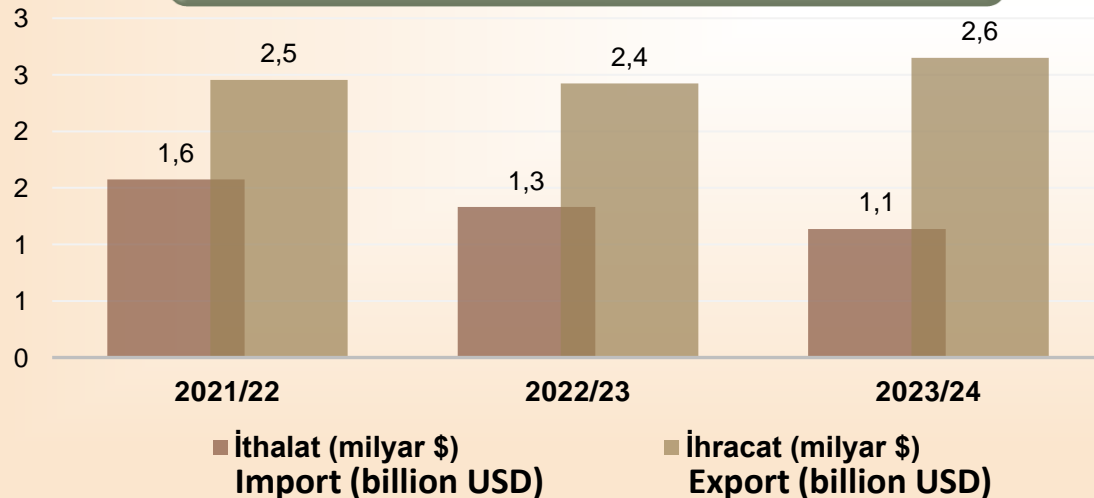
TÜRKİYE - CORN TRADE



FOREIGN TRADE OF CORN AND ITS PRODUCTS (on a quantity basis)



FOREIGN TRADE OF CORN AND ITS PRODUCTS (based on value)



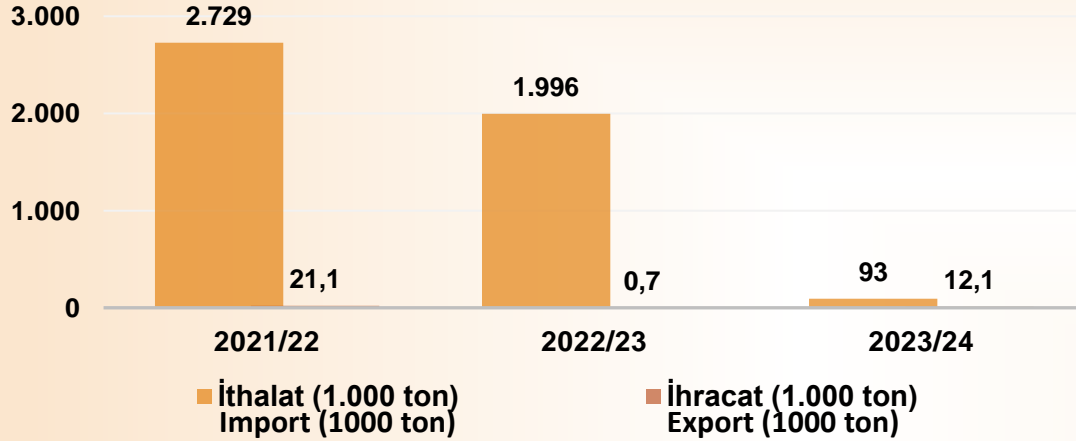
Country shares in corn imports

The leading countries in Türkiye's corn imports are:
Russia, Ukraine, Moldova, Romania

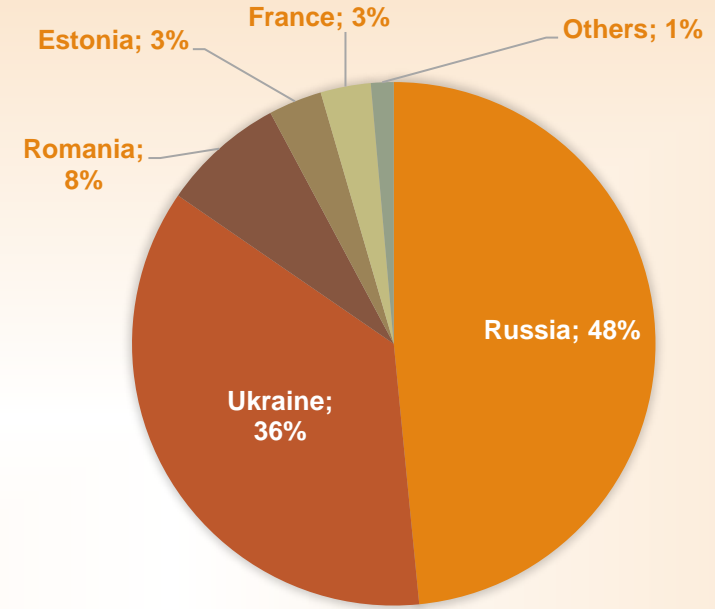
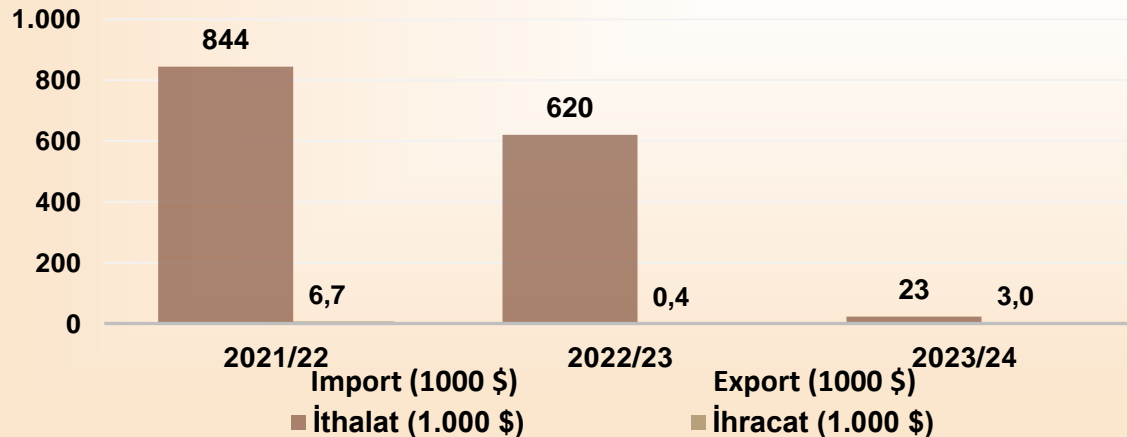
- Türkiye's corn imports are worth on average of **\$1.3 billion** per season and are around **2.9 million tons**.
- Wheat exports, including finished products, are worth on average of **\$2.5 billion** per season and amount to **3.4 million tons**
- **The foreign trade balance of corn and its products gives an average annual surplus of \$ 1.2 billion.**

TÜRKİYE-BARLEY TRADE

FOREIGN TRADE OF BARLEY (on the basis of quantity)



FOREIGN TRADE OF BARLEY (based on value)

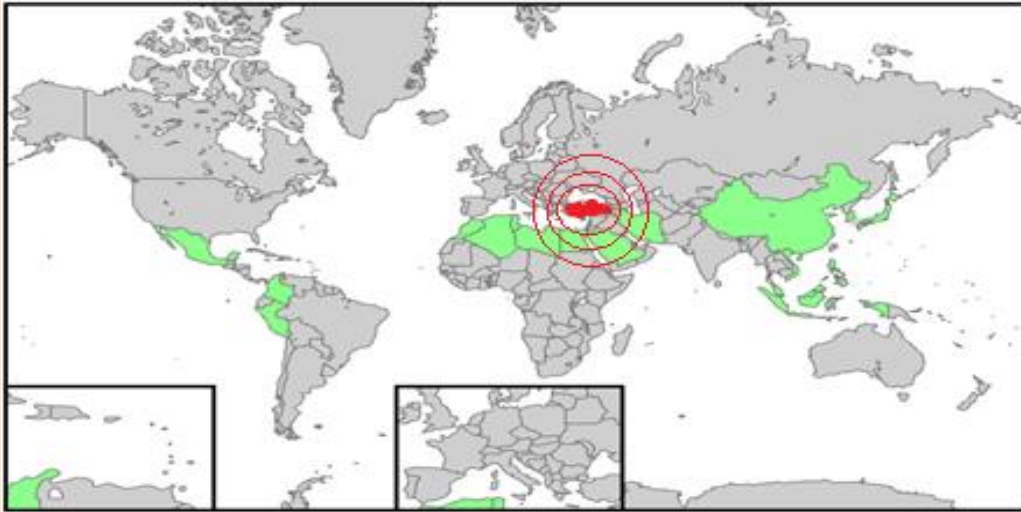


Country shares in barley imports

Türkiye's leading countries in barley imports:
Russia, Ukraine, Romania, Estonia

- Türkiye's barley imports are worth on average of **\$500 million** per season and are around **1.6 million tons**.
- Exports are at a low level

TÜRKİYE'S STRATEGIC



Regions Agriculture and Food Trade			
(billion \$)	Black Sea	MENA	EU
Import	38	193	617
Export	51	55	679

- Due to its location, our country holds significant potential in regional trade.
- The exporting countries are mainly located in the Black Sea and Europe to the north of Türkiye.
- The net agricultural and food importing countries are in the south of Türkiye.
- Total trade volume of agricultural and food products in the region is worth **\$1.6 trillion**.
- **As in the process of the "Grain Corridor Agreement", Türkiye continues with determination to contribute to the stability of the region and the continuation of uninterrupted supply.**

2023/24 season

- High production of wheat (%11), barley (%8) and corn(%6)
- TMO bought record volumes in the domestic market
- 2.5 MMT of corn exports
- 1.5 MMT of durum wheat exports
- *TMO exported 300 KMT of durum wheat*

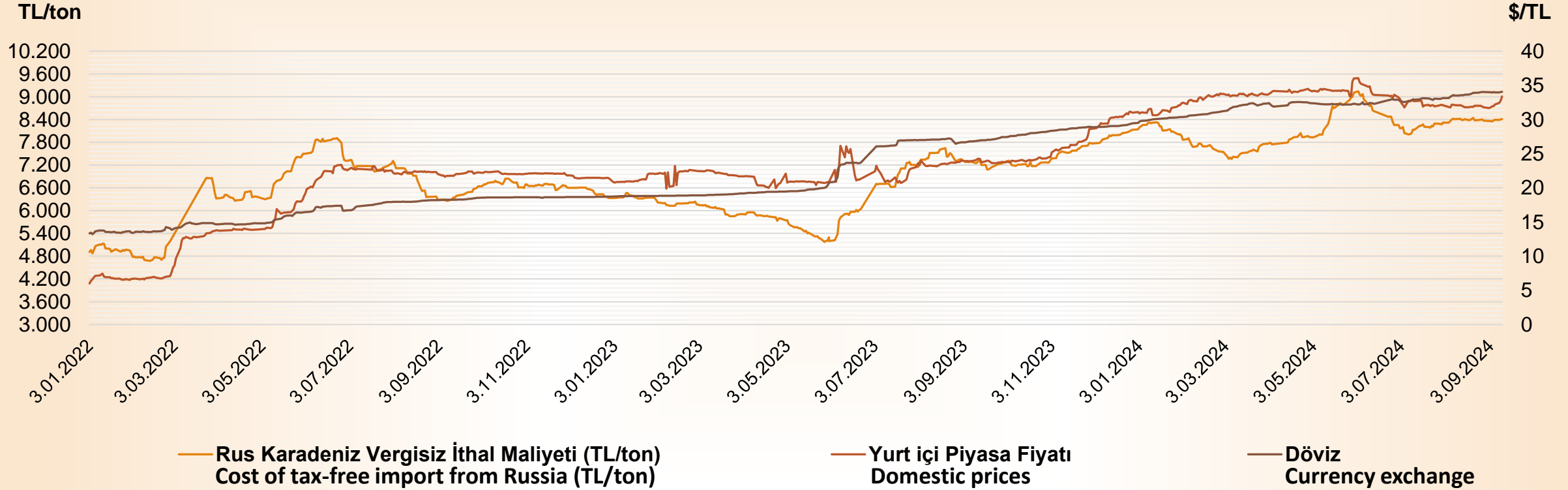


2024/25 season

- The harvest is complete
- 5-9% decrease in wheat, barley and corn production
- High beginning stocks
- Flour, wheat and barley exports are unrestricted
- TMO sales prices are at the market level



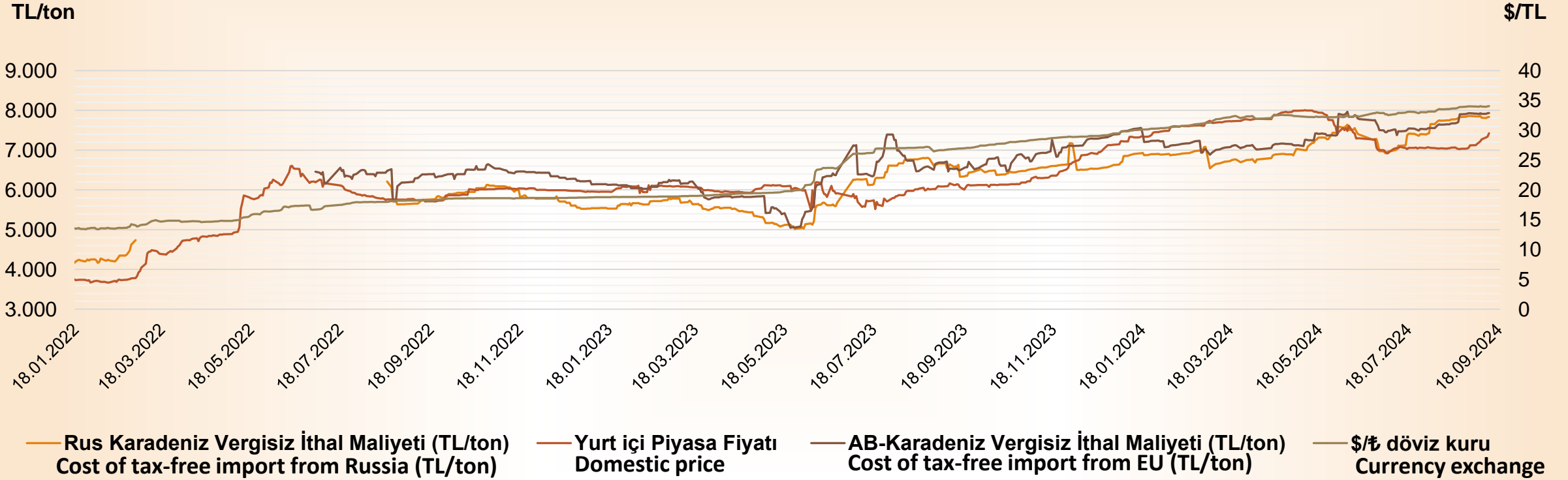
PRICES - LAST 3 YEARS - WHEAT



Domestic Prices and Import Costs:

- Domestic wheat prices increased by 23% compared to the previous year and by 30% compared to 2022.
- Import costs increased by 34% compared to the previous year and by 30% compared to 2022.

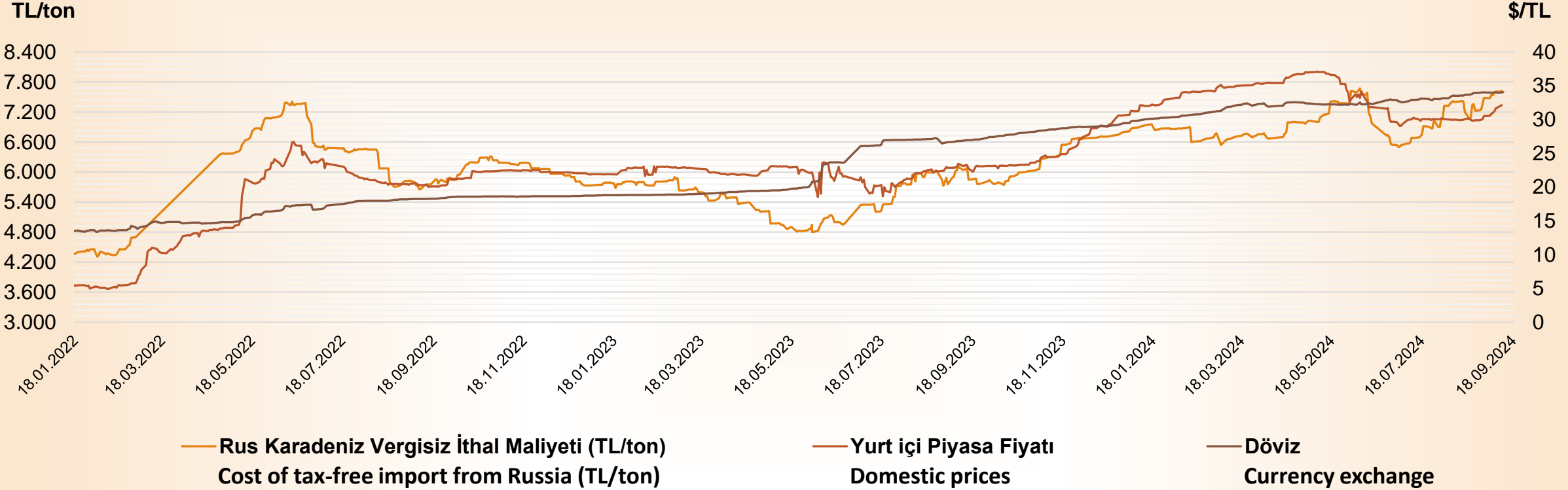
PRICES - LAST 3 YEARS - CORN



Domestic Prices and Import Costs:

- Domestic corn prices increased by 20% compared to the previous year and by 28% compared to 2022.
- Import costs increased by 19-21% compared to the previous year and by 24-36% compared to 2022.

PRICES - LAST 3 YEARS - BARLEY



Domestic Prices and Import Costs:

- Domestic barley prices increased by 26% compared to the previous year and by 33% compared to 2022.
- Import costs increased by 20% compared to the previous year and by 28% compared to 2022.

Factors that have influenced prices in the last three seasons:

- Ongoing supply problems during and after the pandemic
- The tension experienced in some regions
- Security problems in the Red Sea
- China-US trade disputes
- The negative effects of climate change on production and logistics
 - *Extreme weather events*
 - *Low water level prevents canal/river crossings in the Panama Canal, Europe, South America*

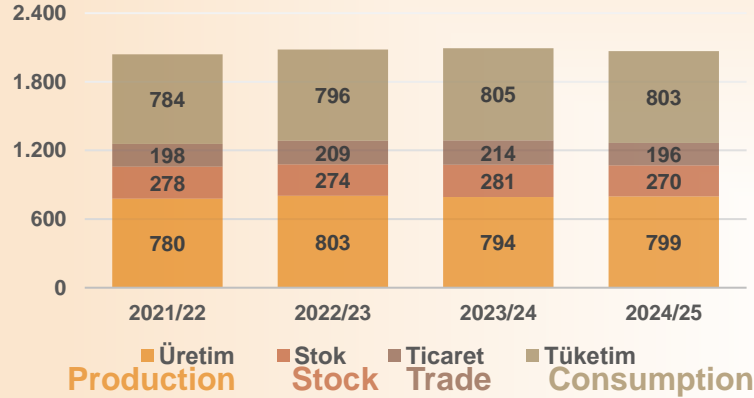
2024/25 season

- Prices of the Black Sea region continue to maintain their competitive position
- Grain prices in the US and European futures markets are increasing in the direction of demand
- **The factors that have been decisive on international prices in the recent period are:**
 - *Climate change and extreme weather events (drought, extreme heat, floods, etc.)*
 - *Volatility in energy prices*
 - *Protective policies and export/import restrictions*
 - *The increasing demand of Asia and Africa*
 - *Demand from biofuel production*
 - *Drought reports in Black Sea countries before the new season planting*
 - *Canada's wheat harvest is below expectations*
 - *Wheat and corn production in Europe is lower than expected*
 - *Decrease in corn and sunflower harvest due to drought in Ukraine*

THE 2024/25 SEASON: CHALLENGES AND OPPORTUNITIES



World Grain Balances



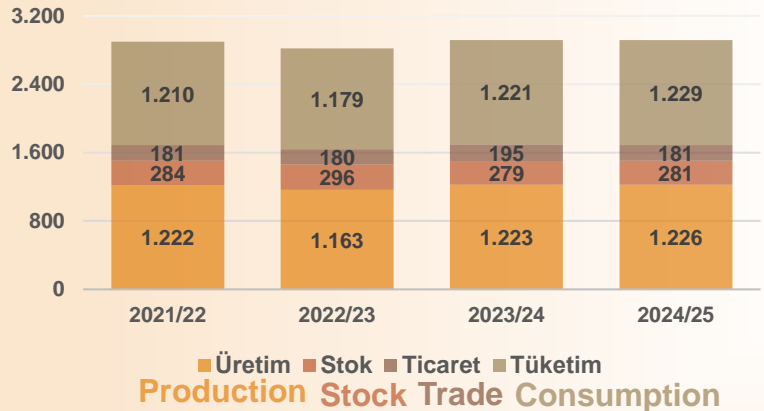
Wheat

World expectations for the 2024/25 season

- Increase in wheat, barley and corn production
- High carry over stocks
- Contraction in trade

Challenges

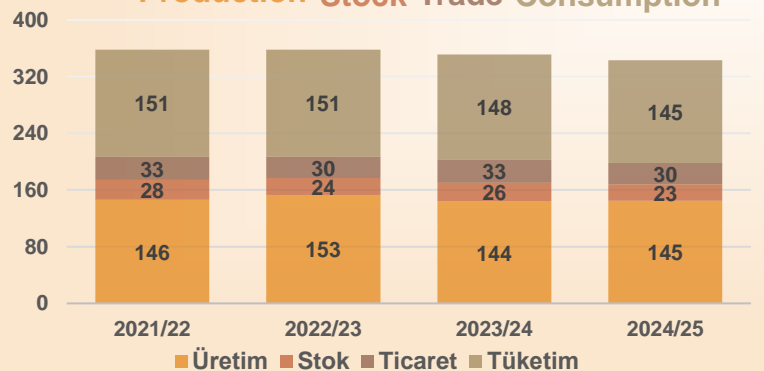
- High financing costs
- Low producer profitability
- Protectionist policies of countries
- Uncertainty about the direction of oil prices
- Adverse climatic conditions in the Black Sea and some parts of Europe
- Ukraine's export quota application
- Export taxes of Russia
- Negative expectations for winter grain cultivation in Russia in the 2025/26 season



Corn

Opportunities

- The possibility of a Russia-Ukraine ceasefire
- Signs of recovery in the global economy
- Expectation of interest rate cuts from central banks
- Increase in global production
- High product availability
- Prices are at a reasonable level



Barley



Thank you