



FEED INGREDIENT REPORT USING DECEMBER 2017 AS BASE WITH AN OUTLOOK TO JULY 2018 - EXECUTIVE SUMMARY

All forecasts of future feed ingredients and finished feed prices are based on the opinion of an independent feed consultant contracted to SAPA. These forecasts are for guideline purposes only and SAPA does not, in any way, warrant that these predictions will be realised. SAPA therefore cautions any user of this information to treat it in an appropriate manner.

SUMMARY:

The price of international maize has been very stable for a reasonable period of time and has been trading between \$3.49/bu and \$3.60/bu in the last few months for the Mar 18 contract on CBOT. The USA has again harvested a very big crop, so according to reports we should not see any big movements on the International price in US Dollars terms. The weakening of the US\$ will cause some upward movement on CBOT. Local prices do follow international prices and the major impact currently is the strengthening of the Rand. Currently the Rand is trading at R11.88 against the US Dollar and this is the main reason why the local maize prices have decreased in the last few weeks. The local SA maize crop is the biggest ever at over 17 million mt, which also includes the small scale farmers portion. Even with the current exports, we should still have a significant carry-over going into the next season – 3,5 million tot 3,7 million mt. Currently the exports are not enough to work away surplus stocks. On the current crop situation, plantings are well down from the 2017 crop. The NCEC came out with a number of 2,4 million hectares planned to be planted versus 2,65 million hectares. The Western part of the country is current dry and needs rains desperately. Market information shows that the plantings in this area is lower than anticipated by the NCEC.

International Soya meal prices have increased in the last few months trading currently at about \$340/shortton on CBOT. World production for Soya is currently at good levels and stocks are comfortable. Locally, with very little imports, we have seen Soya meal prices decrease a little, especially due to the strengthening of the Rand.

The rand has had one of its most volatile moves in many years and is currently trading at R11,88/US\$. This is mainly due to more investor confidence because of political changes and also the weakening of the US\$ against all major currencies. The forward prospects of the rand is a trading range between R11.80 and R12.80/US\$ for the shortterm but according to a research done, most of the major Banks and Financial institutions see the Rand again weakening back to R13,80 at the end of 2018.

Tables one to three are the estimated feed ingredient prices and feed prices for December 2017, and a forecast to July 2018 for feed ingredient prices. Charts one and two show the historical estimated feed prices from January 2008 to December 2017, with a forecast to July 2018; charts 3 to 6 cover the same period for the feed ingredients.

Table 1: Estimated feed ingredient prices for December 2017

FEED INGREDIENT	PRICE PER TON Randfontein	% CHANGE Y/Y	PRICE PER TON Pietermaritzburg	% CHANGE Y/Y
YELLOW MAIZE	R1 966	-41%	R2 056	-40%
SUNFLOWER OILCAKE	R2 450	-35.5%	R2 450	-35.5%
SOYA MEAL	R5 740	-0.2%	R5 820	-0.2%
FISHMEAL	R16 200	-2.0%	R16 200	-2.0%

Table 2: Estimated prices for December 2017

FEED (Raw material cost only)	PRICE PER TON Randfontein	% CHANGE Y/Y	PRICE PER TON Pietermaritzburg	% CHANGE Y/Y
BROILER STARTER	R3 474.01	-21.5%	R3 548.18	-21.1%
BROILER GROWER	R3 221.76	-24.7%	R3 295.03	-24.3%
BROILER FINISHER	R3 317.48	-25.6%	R3 390.63	-25.2%
PULLET GROWER	R2 689.95	-29.2%	R2 755.03	-28.7%
LAYER	R2 485.27	-29.8%	R2 555.07	-29.2%

Table 3: Estimated feed ingredient prices forecast for July 2018

FEED INGREDIENT	PRICE PER TON Randfontein	% CHANGE Y/Y	PRICE PER TON Pietermaritzburg	% CHANGE Y/Y
YELLOW MAIZE	R2 098	+4%	R2 098	+5%
SUNFLOWER OILCAKE	R3 000	+25.0%	R3 000	+25.0%
SOYA MEAL	R5 550	+7.6%	R5 630	+7.6%
FISHMEAL	R15 800	+2%	R15 800	+2%

PLEASE NOTE: The assumptions that were made, major factors influencing the local cost of raw materials and other factors taken into account can be viewed in Appendix A.

Chart 1: Inland Feed Prices

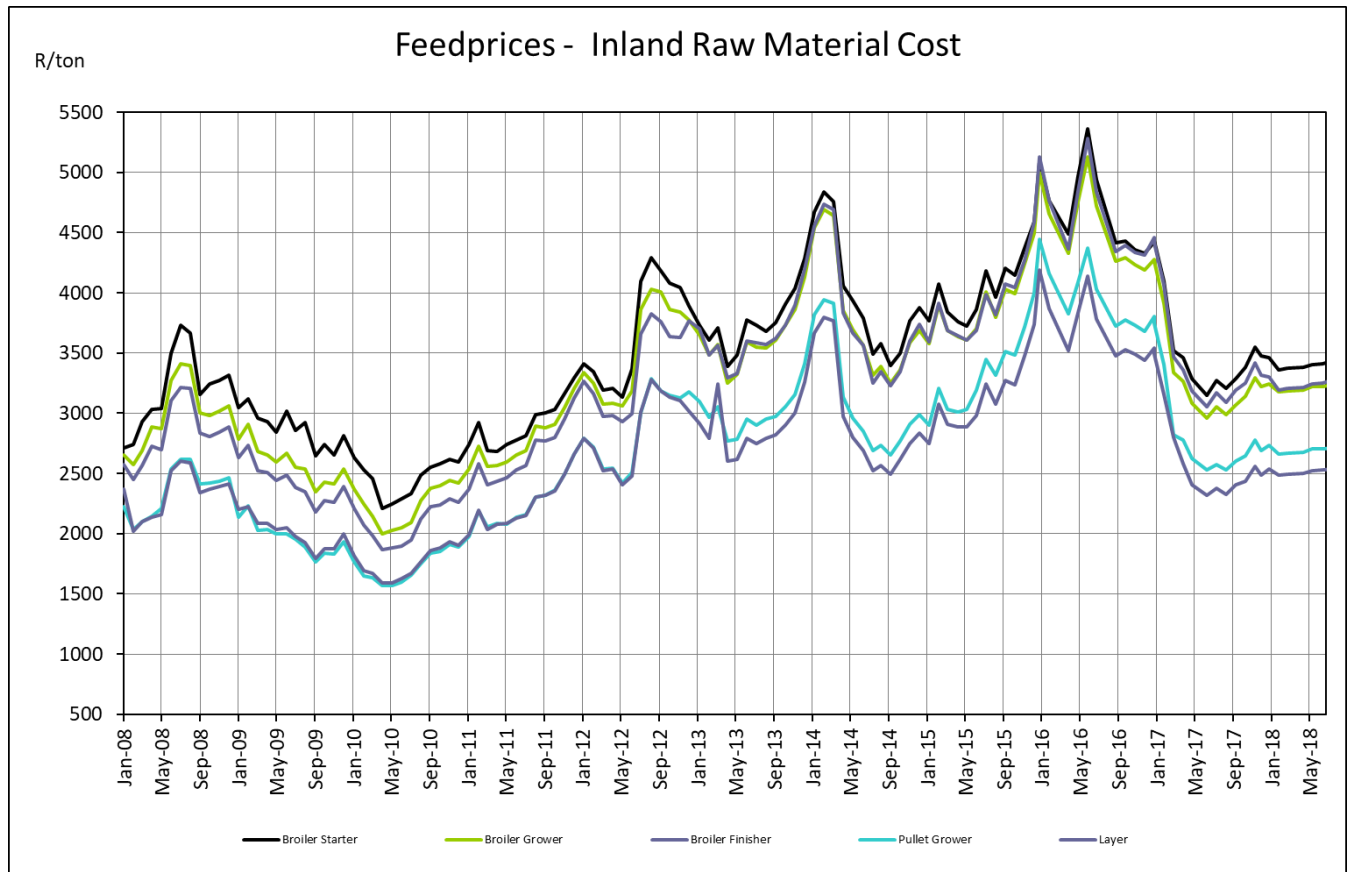


Chart 2: Coastal Feed Prices

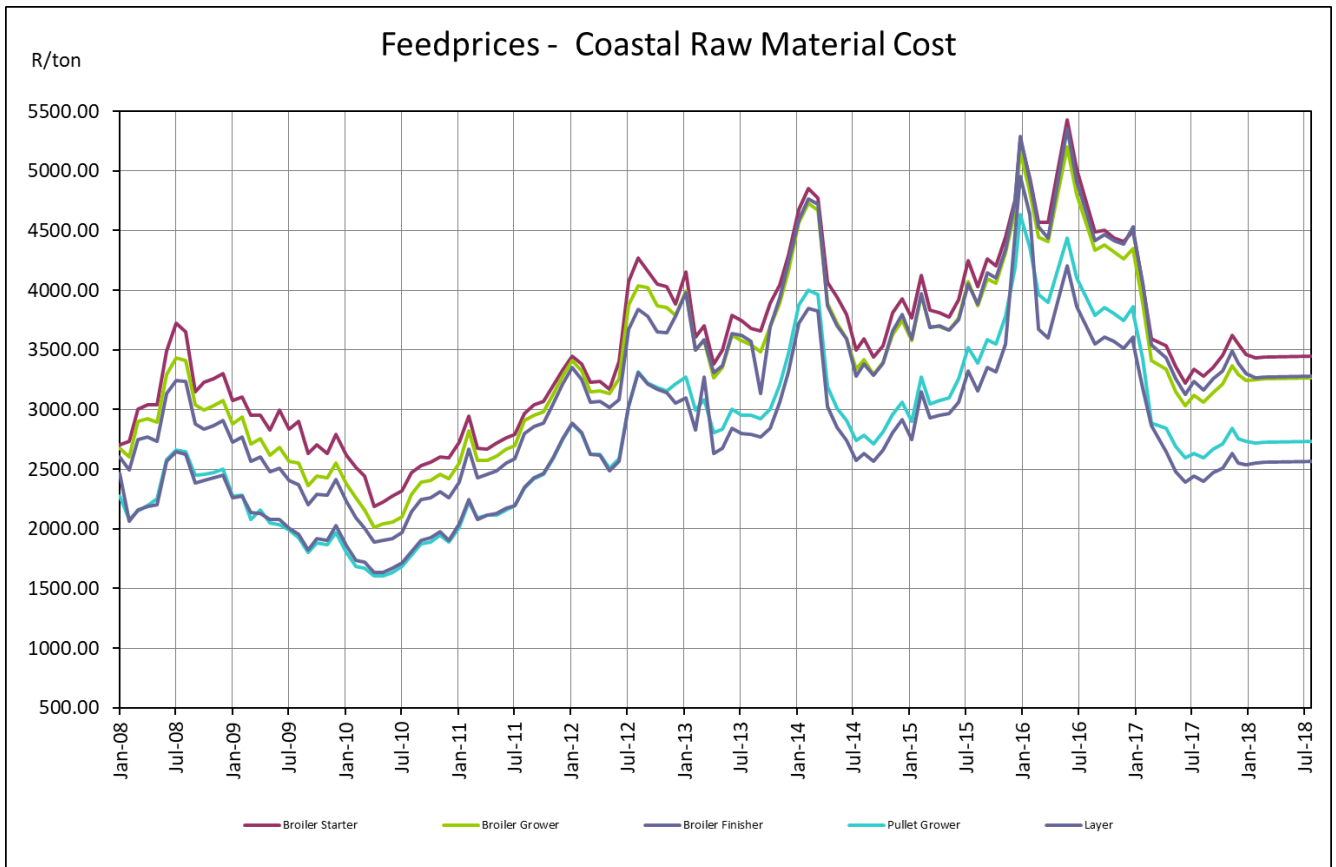


Chart 3: Yellow Maize

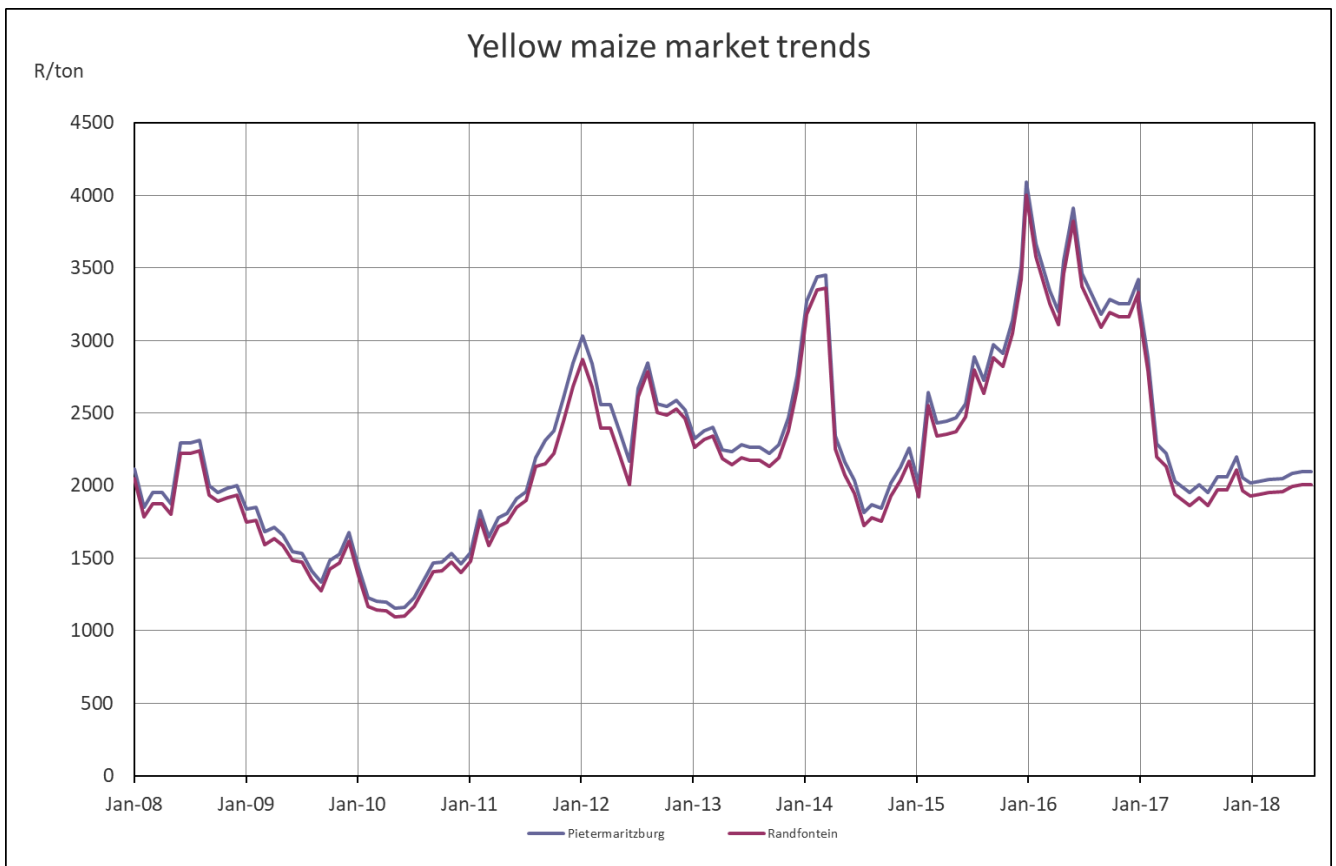


Chart 4: Soya Meal

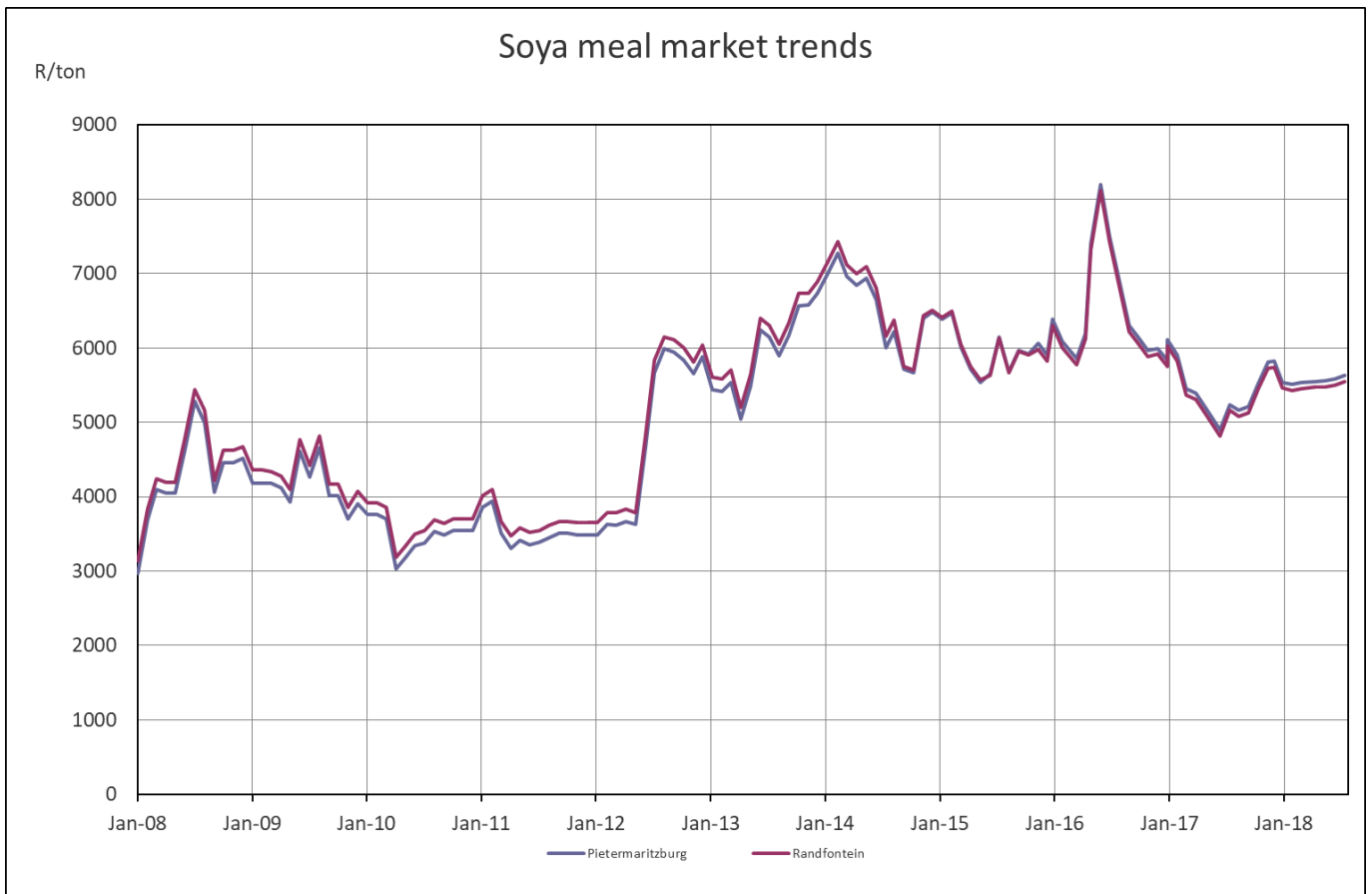


Chart 5: Sunflower Oilcake

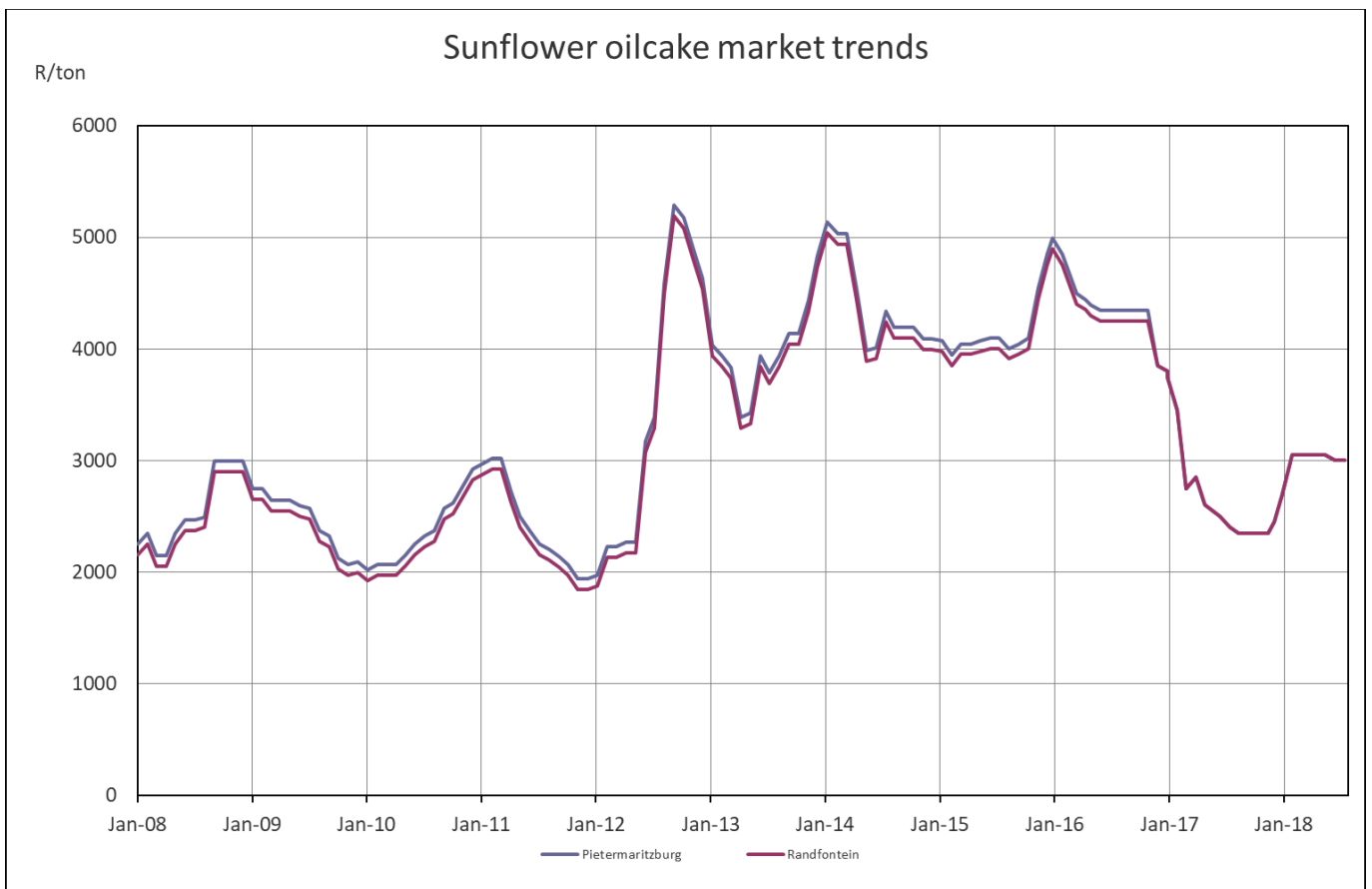
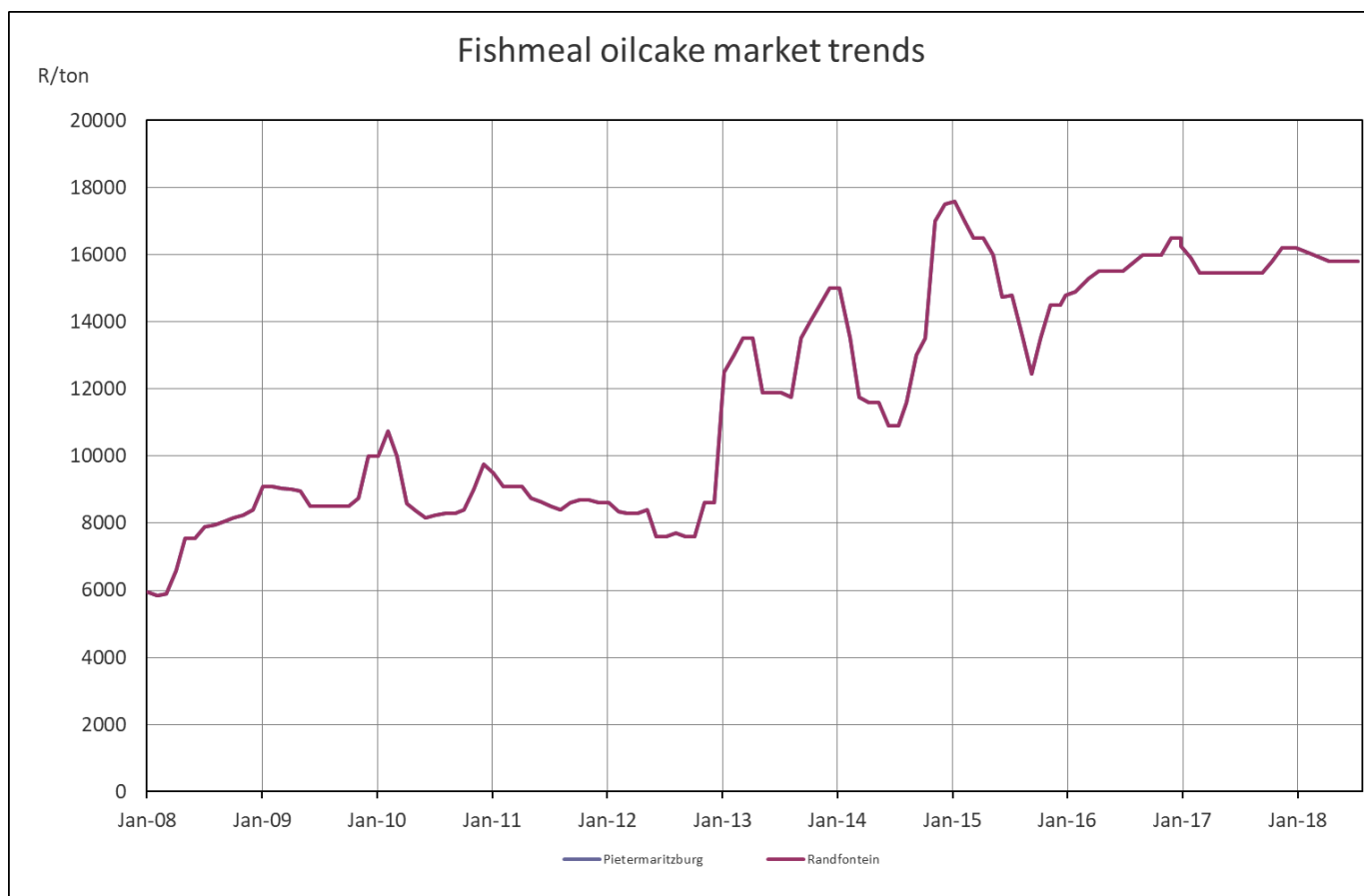


Chart 6: Fish Meal



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APPENDIX A:

The following assumptions were made:

1. It is assumed that ration ingredients remain constant, and no least costing has been done. We therefore use the same formulation.
2. Here we can experience some price differences especially regarding sunflower meal, fishmeal, oil and full fat soya inclusion levels.
3. Assumption is based on present prices of ingredients (maize, full fat and soya oil cake prices are fixed until June 2017). These prices were taken. Prices may however vary in future depending on R/\$ exchange rate and CBOT.
4. Feed prices of feed manufacturers can vary significantly depending on their raw material positions which can be better/worse than the cost used to do the calculations. Currently we use yellow maize in our calculations.
5. No margin, production cost, cost of transport, milling losses, interest, and where applicable pelletizing, bagging and fat-coating were considered.

Major Factors influencing the local cost of raw materials are as follows;

- Chicago Board of Trade (CBOT)
- Supply and Demand
- Exchange Rate
- Premiums
- Interest
- Transport cost
- Interaction between different raw materials for example energy/proteins

Other factors that influence cost to the local users/buyers are;

1. Quality of raw materials.
2. Quantity - for orders less than truck loads add 10% - 15%.
3. Bulk or bags - add R125/T for bagging costs on imported products and R80/T for bagging costs on local products.
4. Payment method - cash or terms
5. Credit worthiness

Additional costs that are added to feed prices by the manufacturers of feed are;

1. Labour
2. Technical / Analysis
3. Interest
4. Depreciation
5. Mixing costs (dependant on sophistication of the process)
6. Additional medications

- All price calculations are based only on raw material cost forecast for the next month and stock losses, interest and productions. Cost and margins have not been taken into account in the calculations of the average feed prices.

- Maize prices are based currently on SAFEX yellow maize related prices,

DEFINITIONS:

A **bushel** is an imperial and U.S. customary unit of dry volume, equivalent in each of these systems to 4 pecks or 8 gallons. It is used for volumes of dry commodities (not liquids), most often in agriculture. It is abbreviated as **bsh.** or **bu.** In modern usage, the dry volume is usually only nominal, with bushels referring to standard *weights* instead. 1 US bushel = 35.239072 liters

The **Chicago Board of Trade (CBOT)**, established in 1848, is the world's oldest futures and options exchange. The concerns of U.S. merchants to ensure that there were buyers and sellers for commodities have resulted into forward contracts to sell and buy commodities. Still, credit risk remained a serious problem. The CBOT took shape to provide a centralized location, where buyers and sellers can meet to negotiate and formalize forward contracts.

The **tonne** (SI symbol: **t**) is a metric system unit of mass equal to 1,000 kilograms (2,204.6 pounds) or 1 megagram (1 Mg). It is a non-SI unit accepted for use with SI. To avoid confusion with short ton, it is also known as **metric ton** in the United States.

The **short ton** is a unit of mass equal to 2000 pounds (907.18474 kg).