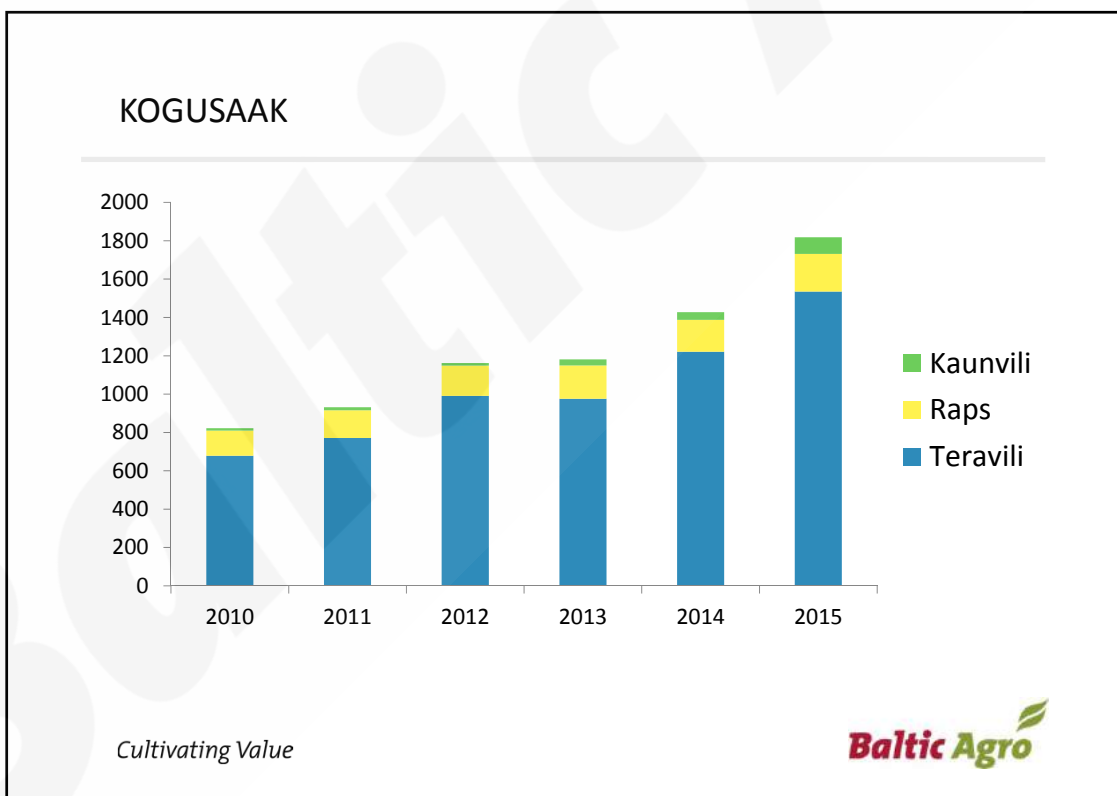


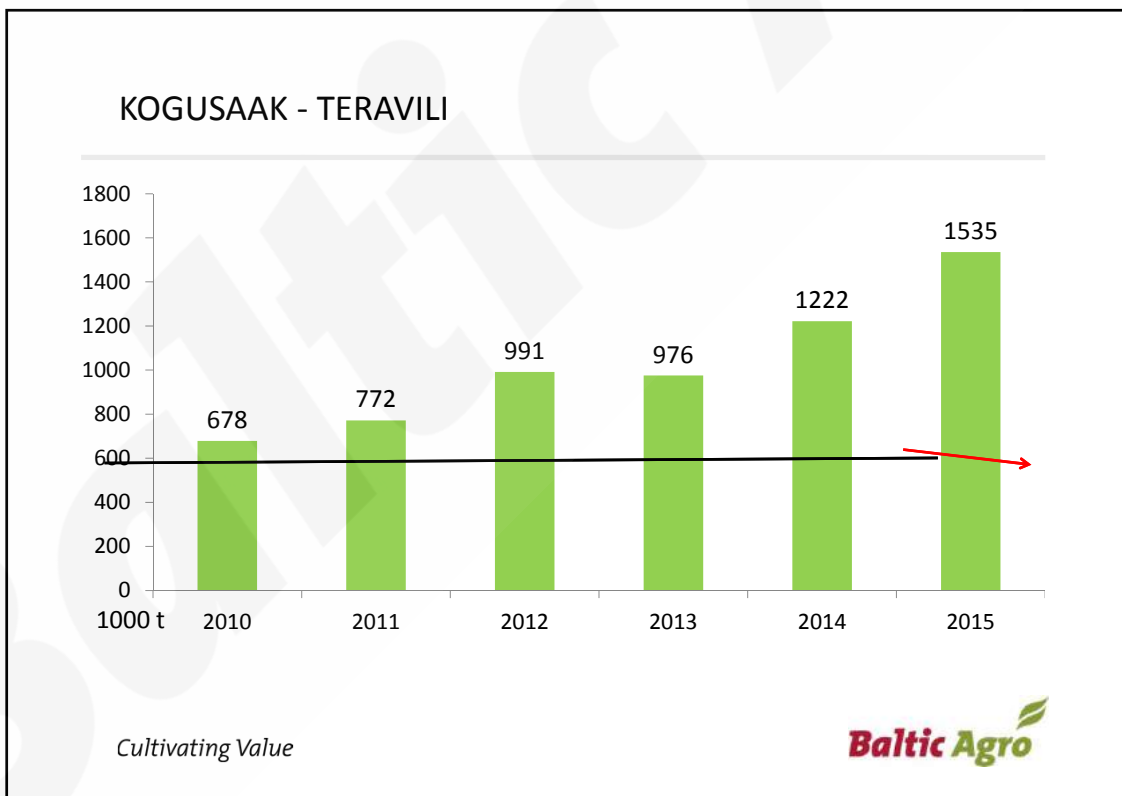
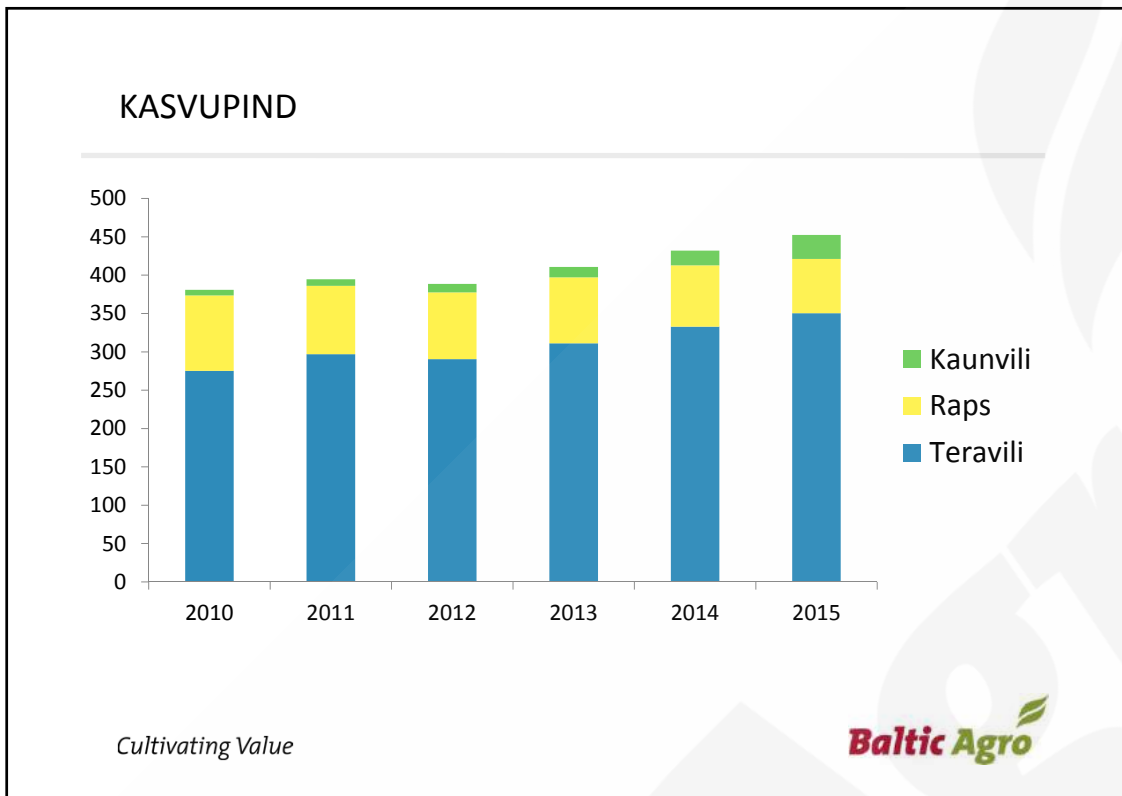


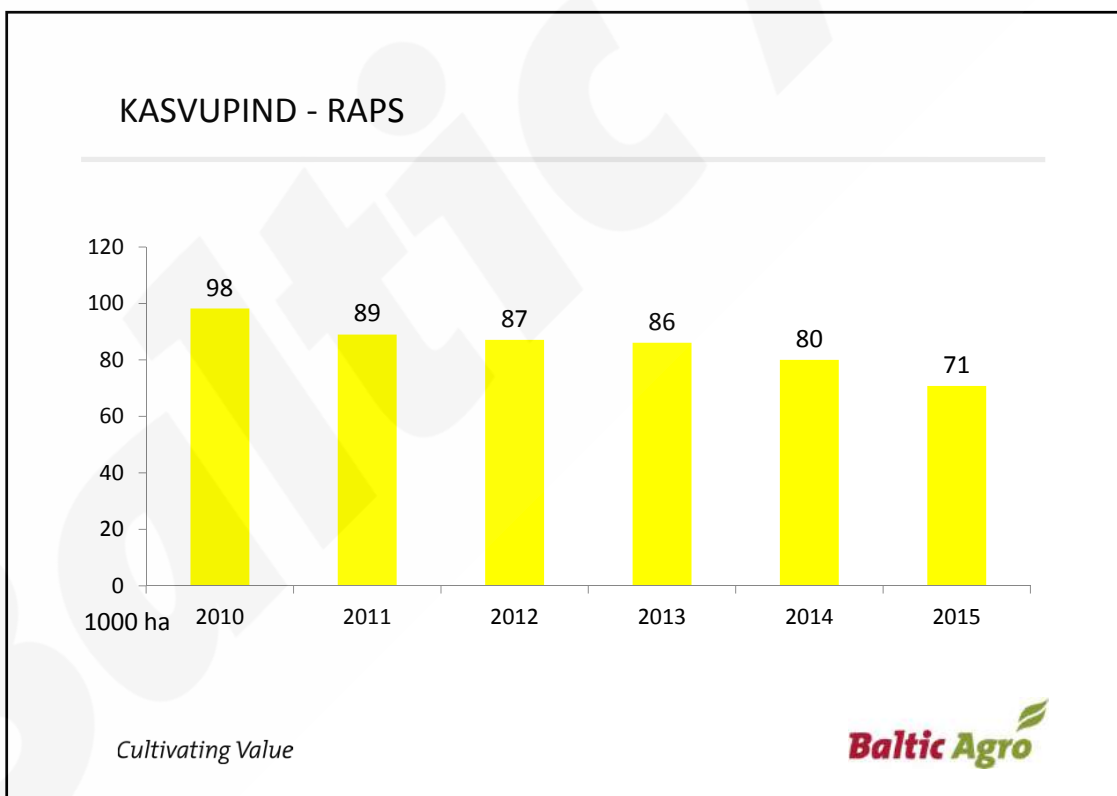
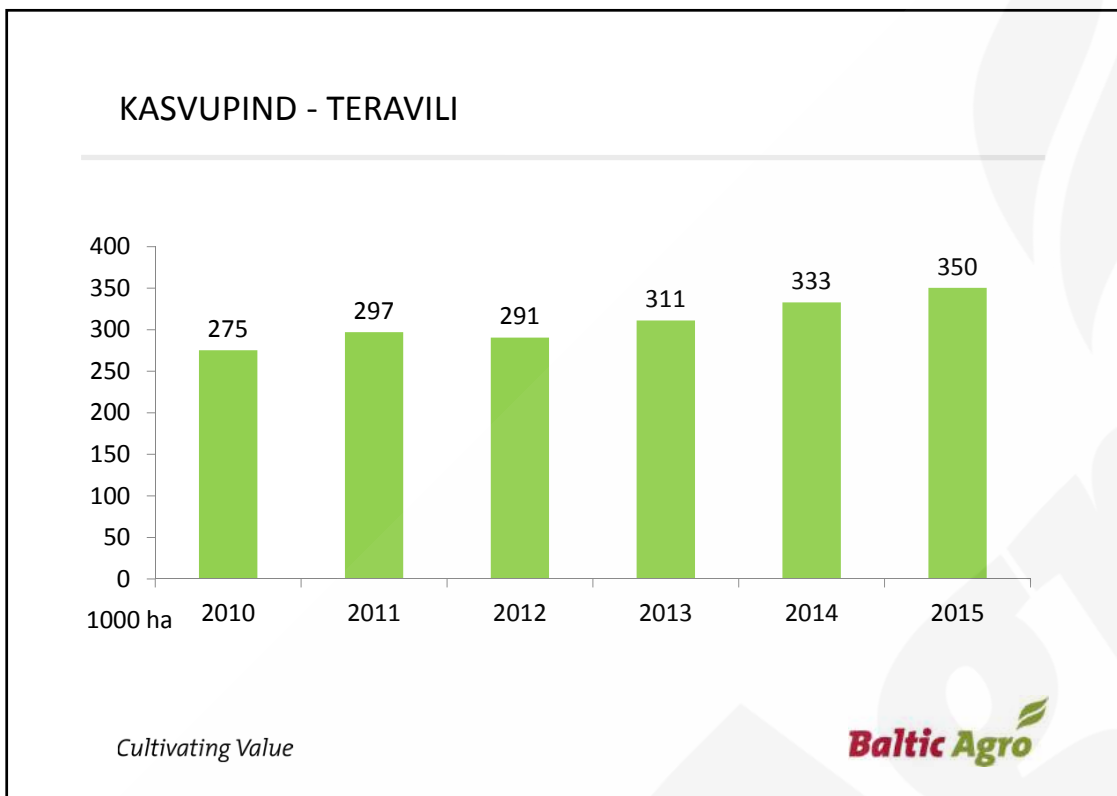
KUIDAS MÜÜA SUURT SAAKI

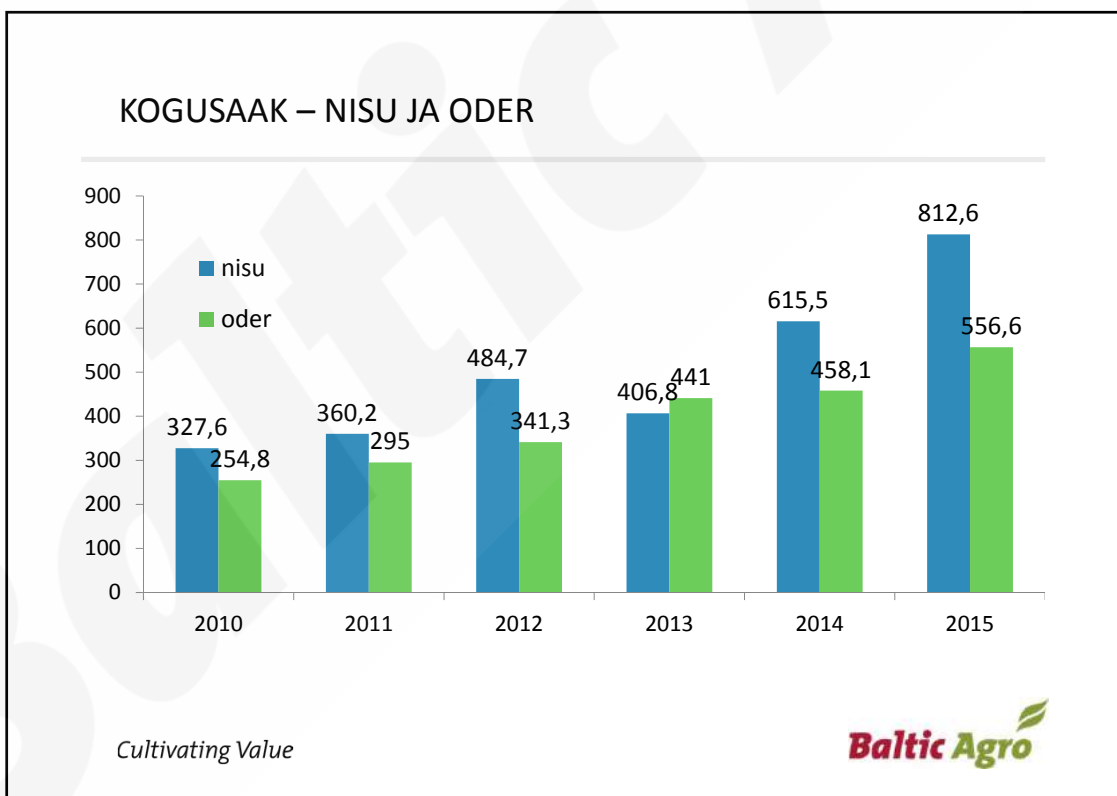
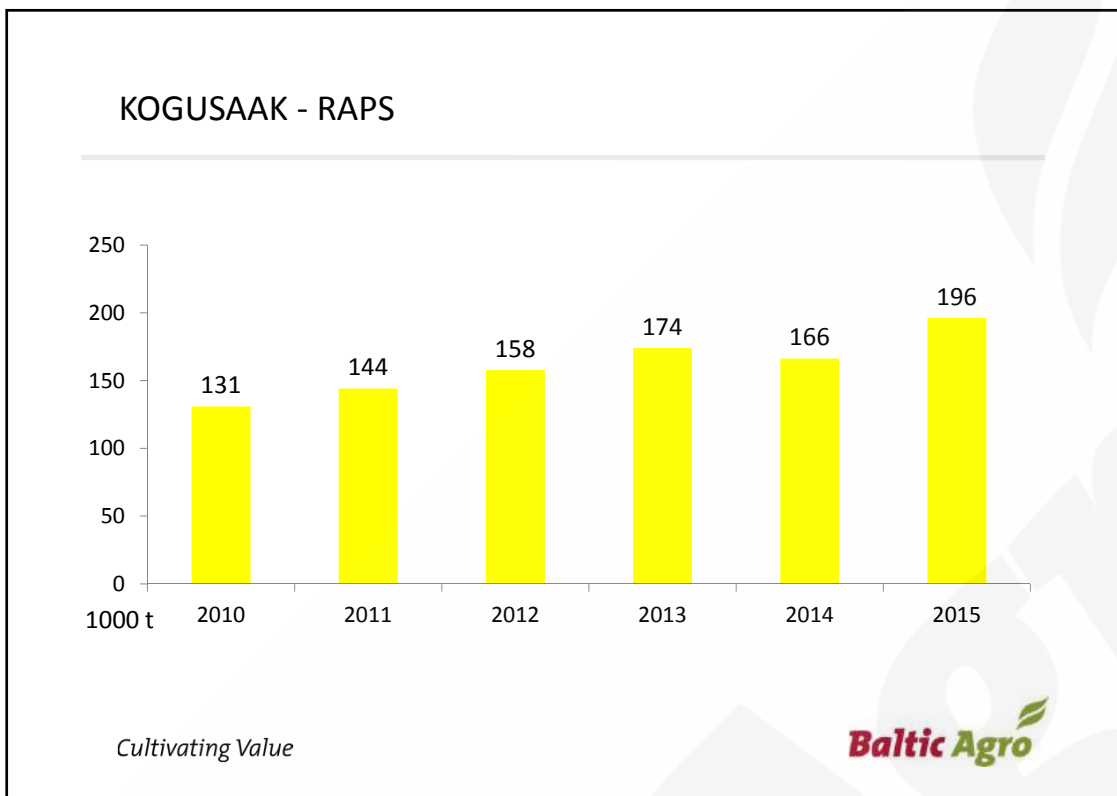
Timo Sildvee

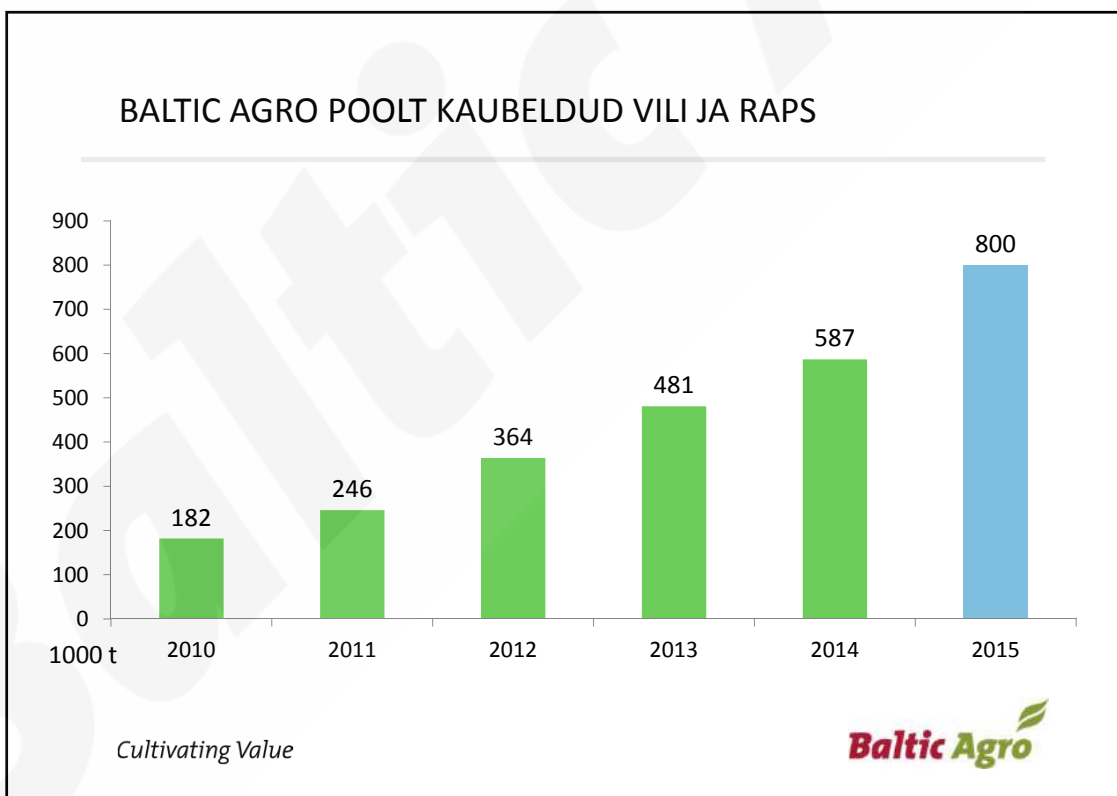
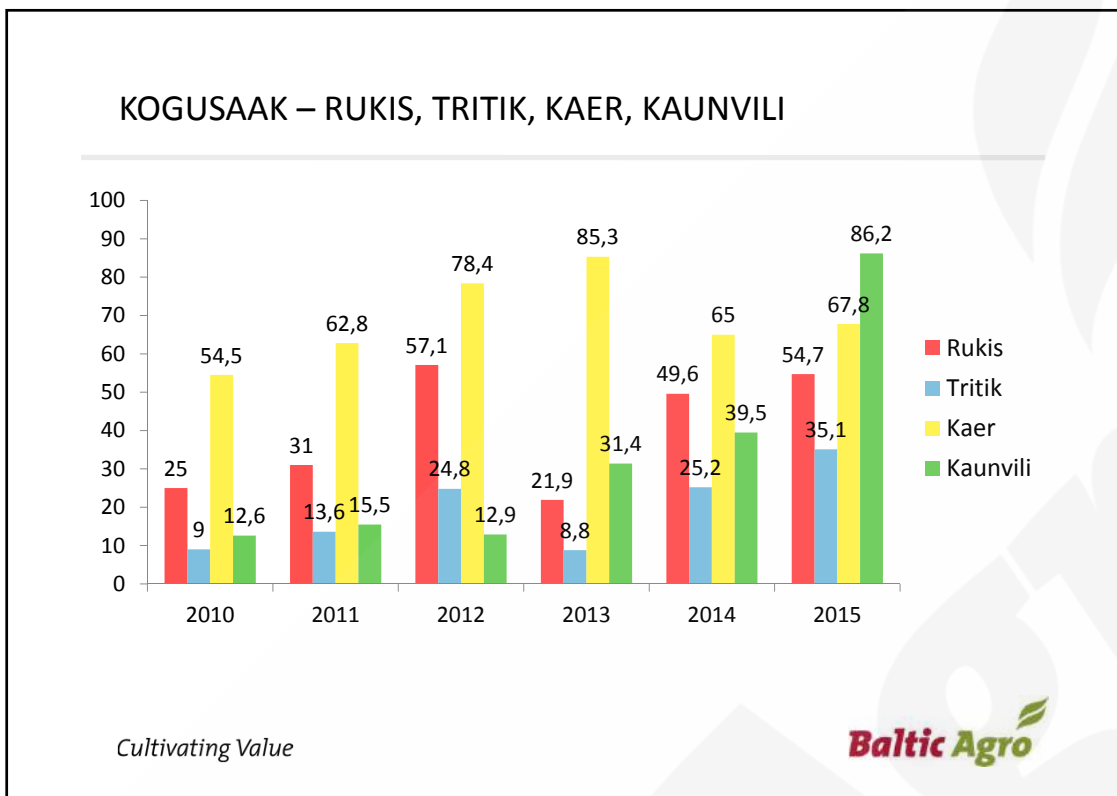
Cultivating Value











SADAMAD – MUUGA

Laopinda – 300 000 t

Oma labor

Kolm vastuvõttu

Võimalik laadida panamaxi

2015 saagist läbi MGT u 400 000 t



Cultivating Value

Baltic Agro

SADAMAD - SILLAMÄE

Laopinda – 50 000 t

Võimalik laadida panamaxi

2015 saagist läbi Sillamäe 90 000 t



Cultivating Value

Baltic Agro

MUUTUSED

- Fikseerimine kuni kell 16.30
- Rapsi hind kodus ja tarnituna kindlasse lattu
- Ladustamistasu kuni arve esitamiseni
- Sööda ja toiduvilja lubatud prügisus mõlemal 1%
- Muutused kvaliteedinäitajates

Cultivating Value



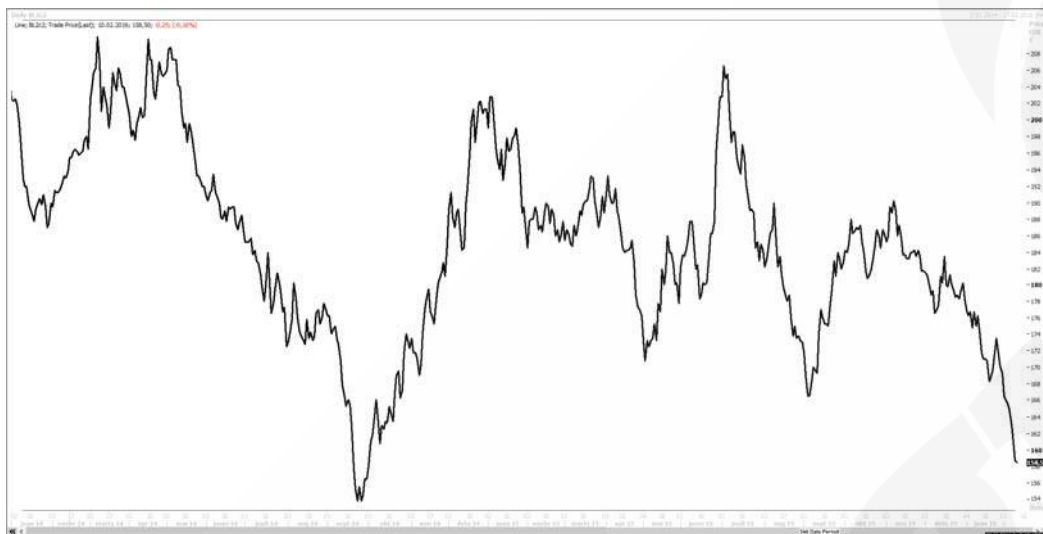
KVALITEEDINÄITAJAD

- Hernes – kollane hernes, söödahernes, (roheline hernes?)
- Uba – toiduuba, söödauba (plekilisus ja katkiste terade hulk)
- Rukis – söödarukis ja üks toidurukki kategooria
- Kaer – söödakaer ja toidukaer
- Raps – prügisuse allahindlused üle 4% väiksemaks

Cultivating Value



MATIF NISU



Cultivating Value



MATIF RAPS



Cultivating Value



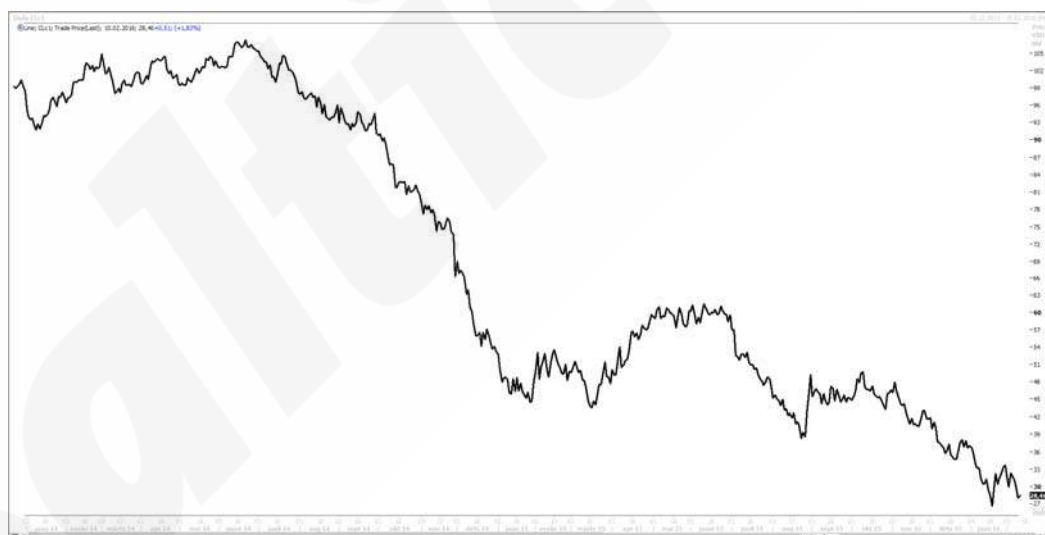
EUR/USD



Cultivating Value



BRENT CRUDE OIL



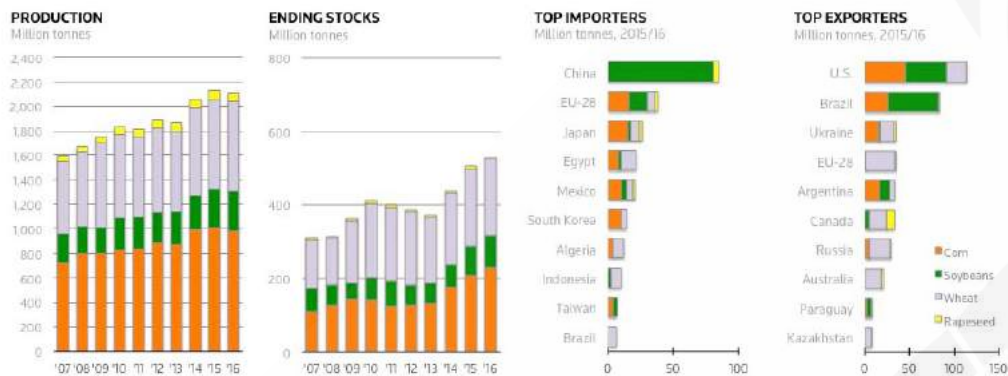
Cultivating Value



TOOTMINE/KAUPEMINE

Global corn, soybean, wheat & rapeseed output, ending stocks and trade

Ending stocks of all major crops look to be record once again this season while Brazil looks to continue its strong growth as the world's #2 exporter of corn and soybeans



Cultivating Value



TARBIMINE

NISU

- 65% toit
- 20% sööt
- 3-5% tööstus
- 10% seemned ja muu

MAIS

- 10% toit
- 56% sööt
- 30% tööstus
- 4% seemned ja muu

MUUD

- 26% toit
- 56% sööt
- 13% tööstus
- 5% seemned ja muu

Cultivating Value

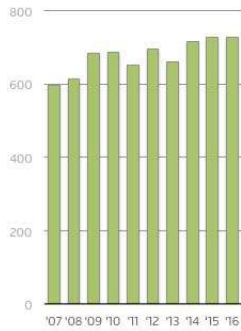


NISU

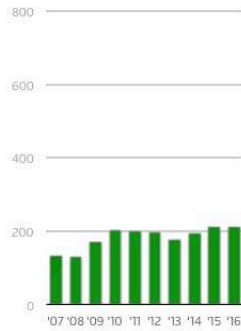
Global wheat output, ending stocks and trade

EU-28 and Russia are expected to overtake the U.S. and be the top exporters in 2015/16 after another bumper crop and the highest ending stocks in several seasons

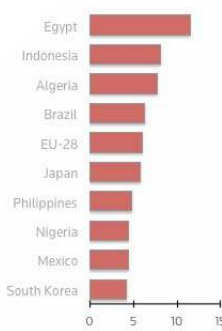
PRODUCTION
Million tonnes



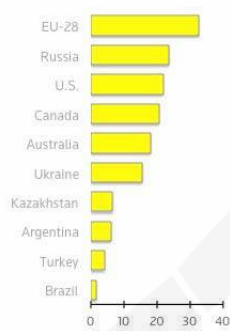
ENDING STOCKS
Million tonnes



TOP WHEAT IMPORTERS
Million tonnes, 2015/16



TOP WHEAT EXPORTERS
Million tonnes, 2015/16



Sources: Lanworth ('16 production & ending stocks); U.S. Department of Agriculture (USDA) & USDA Foreign Agriculture Service (FAS) (Import & export data & historical production & ending stocks)
Notes: '07 refers to 2006/07 market year and so on.

Cultivating Value

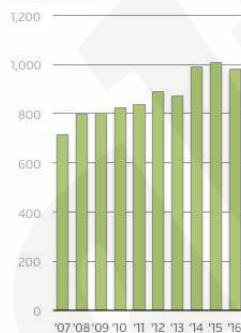


MAIS

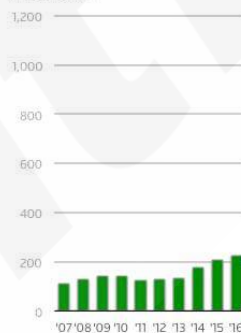
Global corn output, ending stocks and trade

World corn supply looks to stay abundant following another stellar growing season in Brazil, China and the U.S., while EU looks to import more corn on lower supply due to recent drought

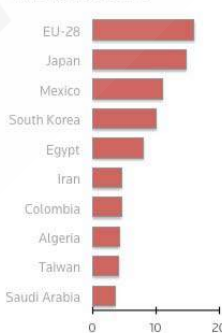
PRODUCTION
Million tonnes



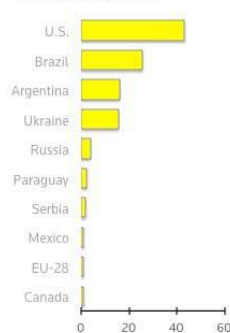
ENDING STOCKS
Million tonnes



TOP CORN IMPORTERS
Million tonnes, 2015/16



TOP CORN EXPORTERS
Million tonnes, 2015/16



Sources: Lanworth ('16 production & ending stocks); U.S. Department of Agriculture (USDA) & USDA Foreign Agriculture Service (FAS) (Import & export data & historical production & ending stocks)
Notes: '07 refers to 2006/07 market year and so on.

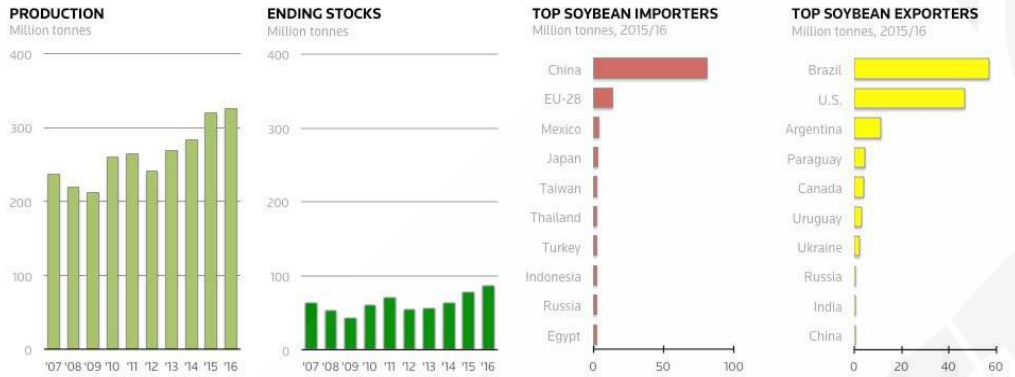
Cultivating Value



SOJAUBA

Global soybean output, ending stocks and trade

Brazil looks to maintain its position as the world's top exporter bolstered by higher area and continued El Niño while global production will set a record for the 4th year in a row



Sources: Lanworth ('16 production & ending stocks); U.S. Department of Agriculture (USDA) & USDA Foreign Agriculture Service (FAS) (Import & export data & historical production & ending stocks)
Notes: '07 refers to 2006/07 market year and so on.

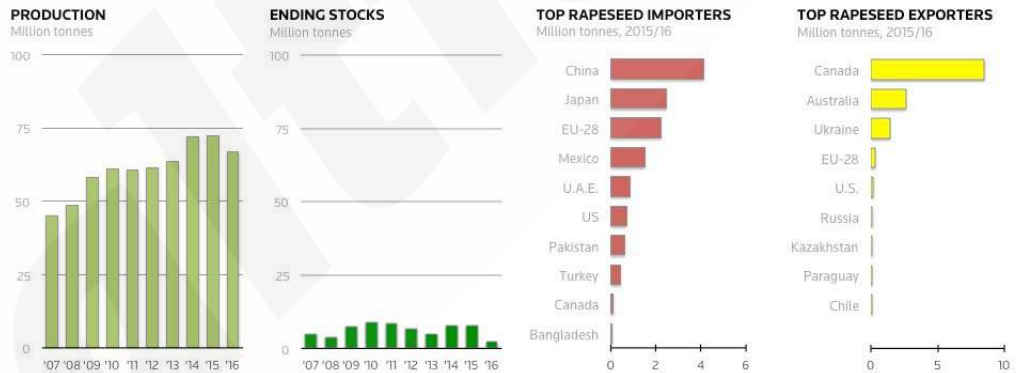
Cultivating Value



RAPS

Global rapeseed output, ending stocks and trade

Following a decline in production due to reduced area and high demand from East Asia and the EU, rapeseed ending stocks will likely reach the decadal low



Sources: Lanworth ('16 production & ending stocks); U.S. Department of Agriculture (USDA) & USDA Foreign Agriculture Service (FAS) (Import & export data & historical production & ending stocks)
Notes: '07 refers to 2006/07 market year and so on.

Cultivating Value



KUIDAS MÜÜA SUURT SAAKI

- Mahuboonused (vili 1000 t, raps 500 t + 3 eur/t)
- Hind kodus vs hind Muugale/Sillamäele tarnituna
- Ladustamise pakkumised
- Börsil hinna ootamine (ladustamise ja raha kulu)
- Juhtige oma riske

Cultivating Value



TÄNUD!

Timo Sildvee

Cultivating Value

