

# Commodity Outlook

Western Australian Grains and Pulses

**Opportunities and Challenges**





# Shipping

The biggest impost on prices, demand and our business



The availability of containers, and the MoM increase in freight have never been harder to manage.





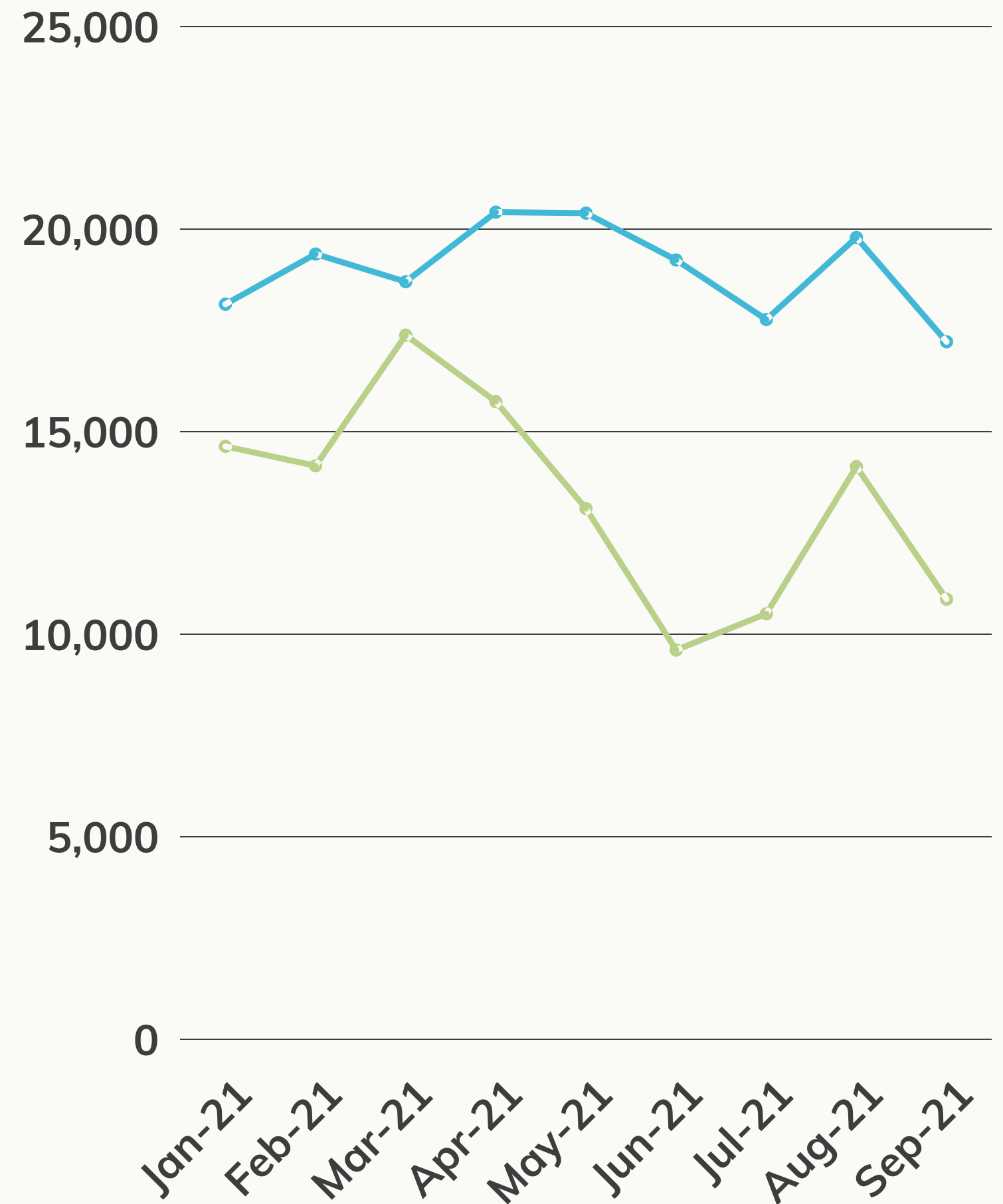
**"Maersk warns no end in sight to supply chain crisis as profits soar" - FT 2/Nov**



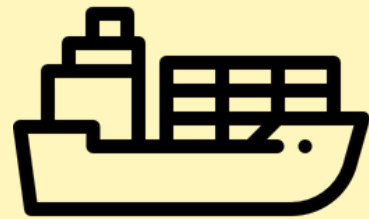
# Leaders in Air Exports

More than 4 out of 10 containers leaving Fremantle are empty

## Full vs Empty Exports from Fremantle



# Since Q1 2021



**Weekly allocation by major shipping lines has been cut in half**



**320%**

**The weighted average increase in freight costs**



# Toughest Markets



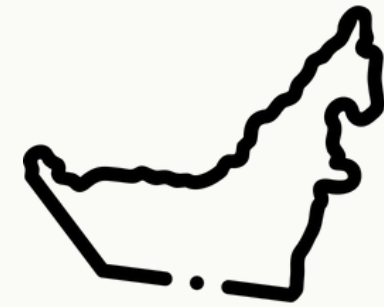
## India

Pre-eminant buyer of chickpeas. Also a price buyer of wheat, malting barley.



## Egypt

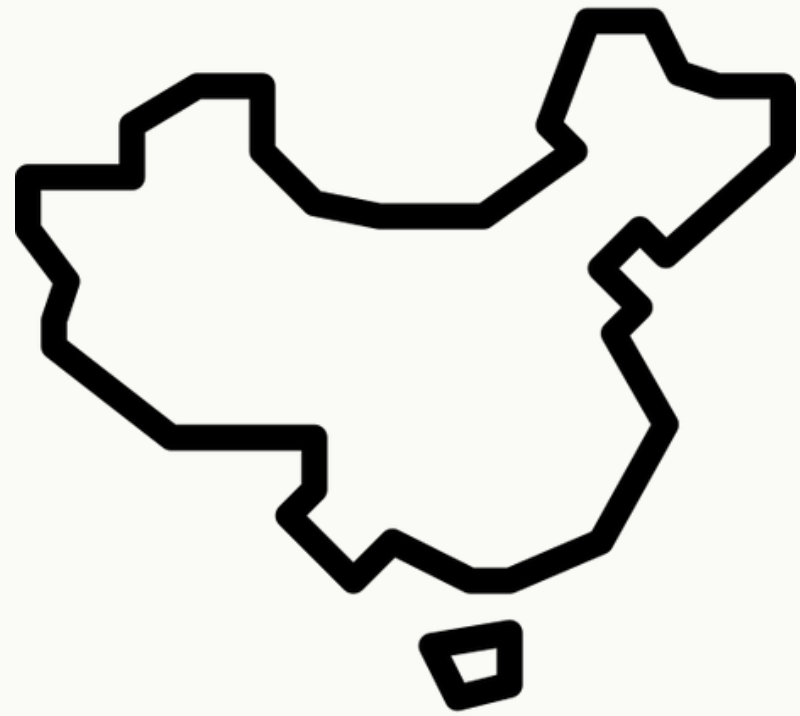
Key destination for Faba beans, and lentils



## U.A.E.

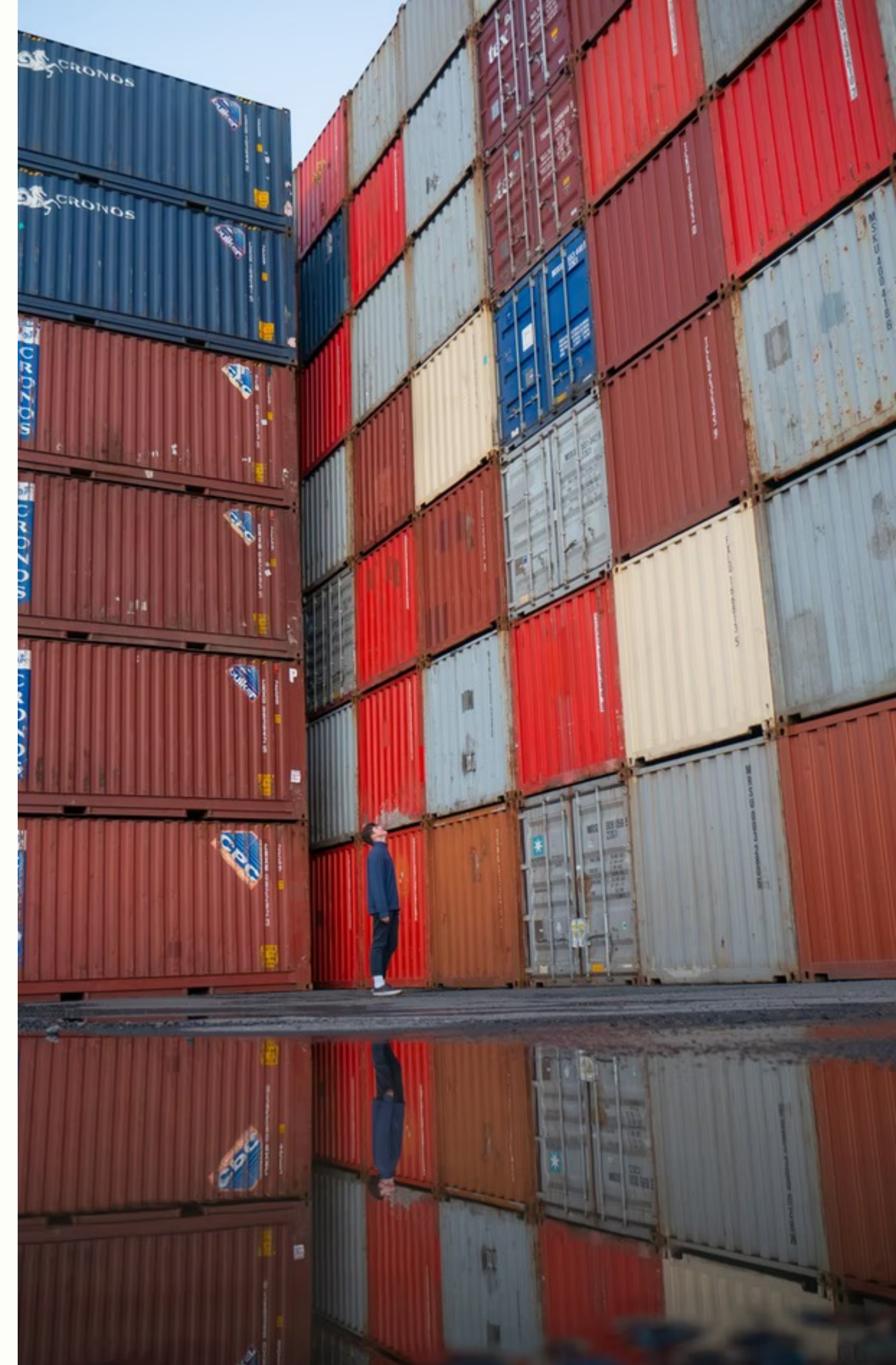
Large buyer of feed-grains, pulses and milling oats

# Chinese Market

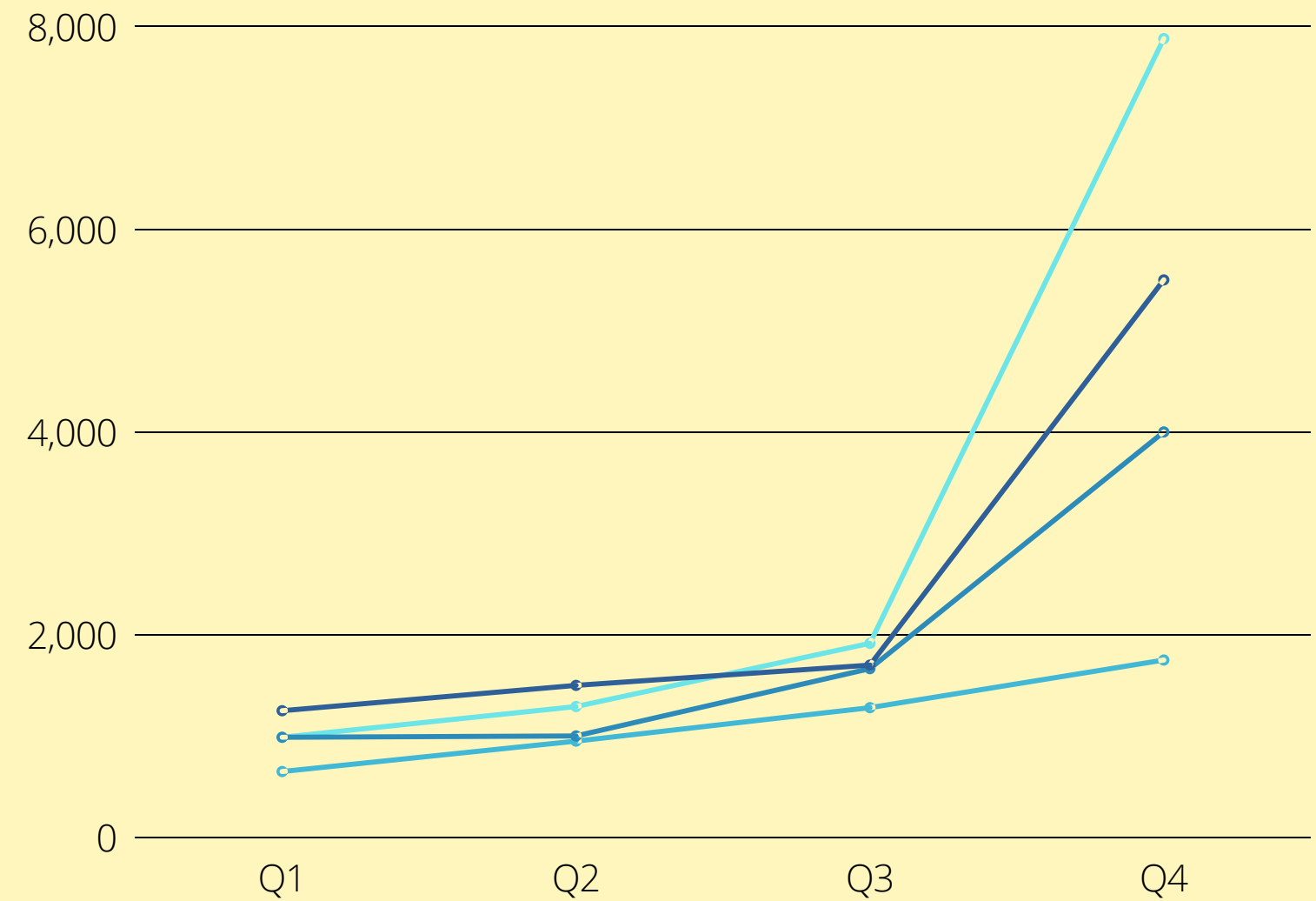
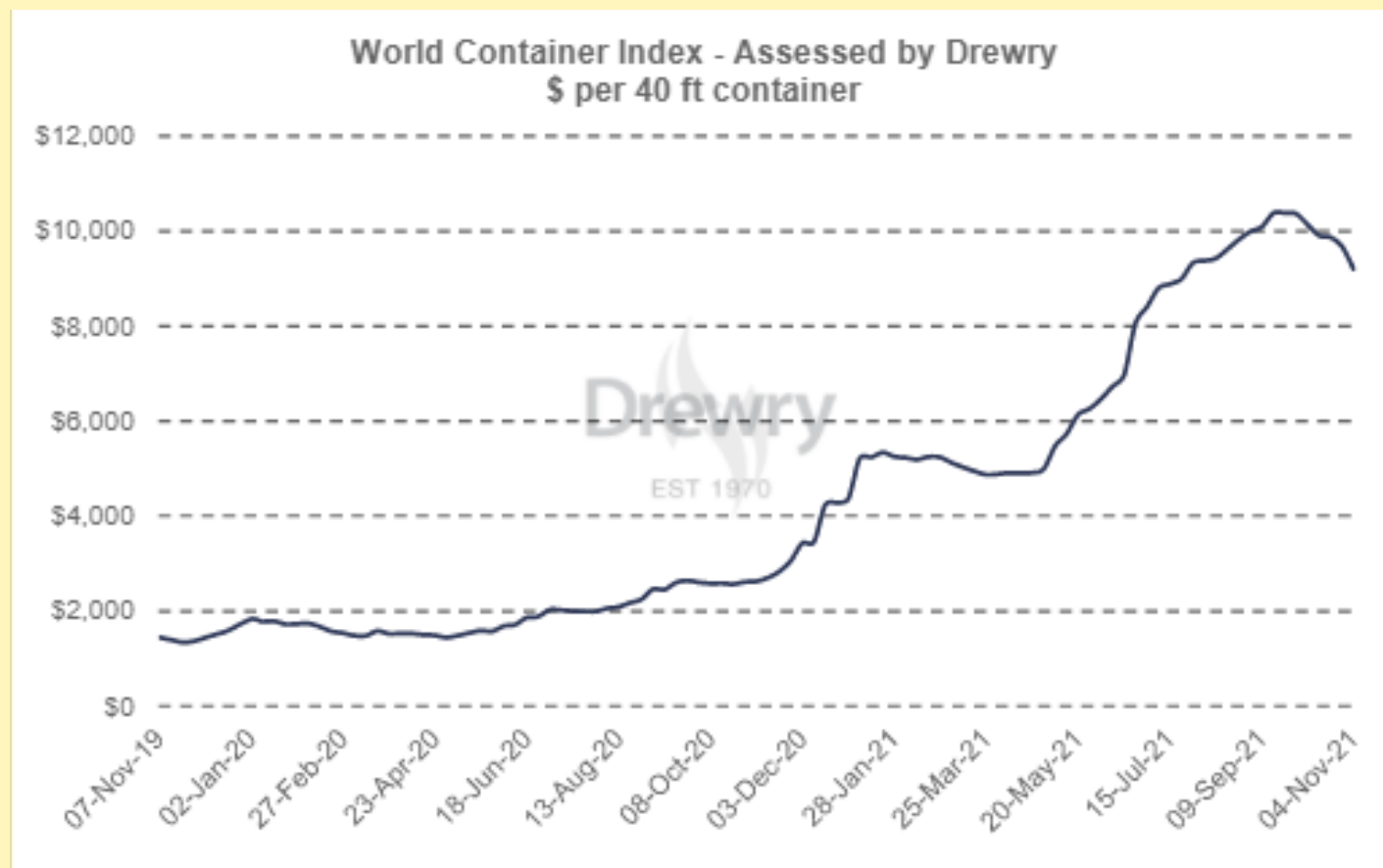


## China

- Consistent Demand
- Reduced freight allocation
- Geo-political risk
- Customs risk



# Freight ex Aus continues to go up.



**Freight component is now more than the FOB cost of goods**



# Price outlook

Ample supply, competitive prices







## Lupins

Strong bulk demand into Korea as a protein replacement.

Soft European demand due to COVID-19 overhang.



## Peas

Pea demand into Asian destinations working well with shipping, unlike ISC demand.



## Oats

Consistent demand out the curve in containers.

Canadian supply exhausted.



## Beans

Tough

2 shipping lines into Mid East, none accepting bookings ex WA or AUS





## **Chickpeas**

Very Difficult.

Ample supply out of EC  
Aus; more defined market.



## **Vetch**

Small pockets of demand  
into Europe and Asia

Deferred delivery into  
packers will be beneficial



## **Lentils**

Considerable supply in Sth  
Australia, but no freight.

Expoters trucking lentils to  
Melbourne to access  
container logistics



## **Triticale**

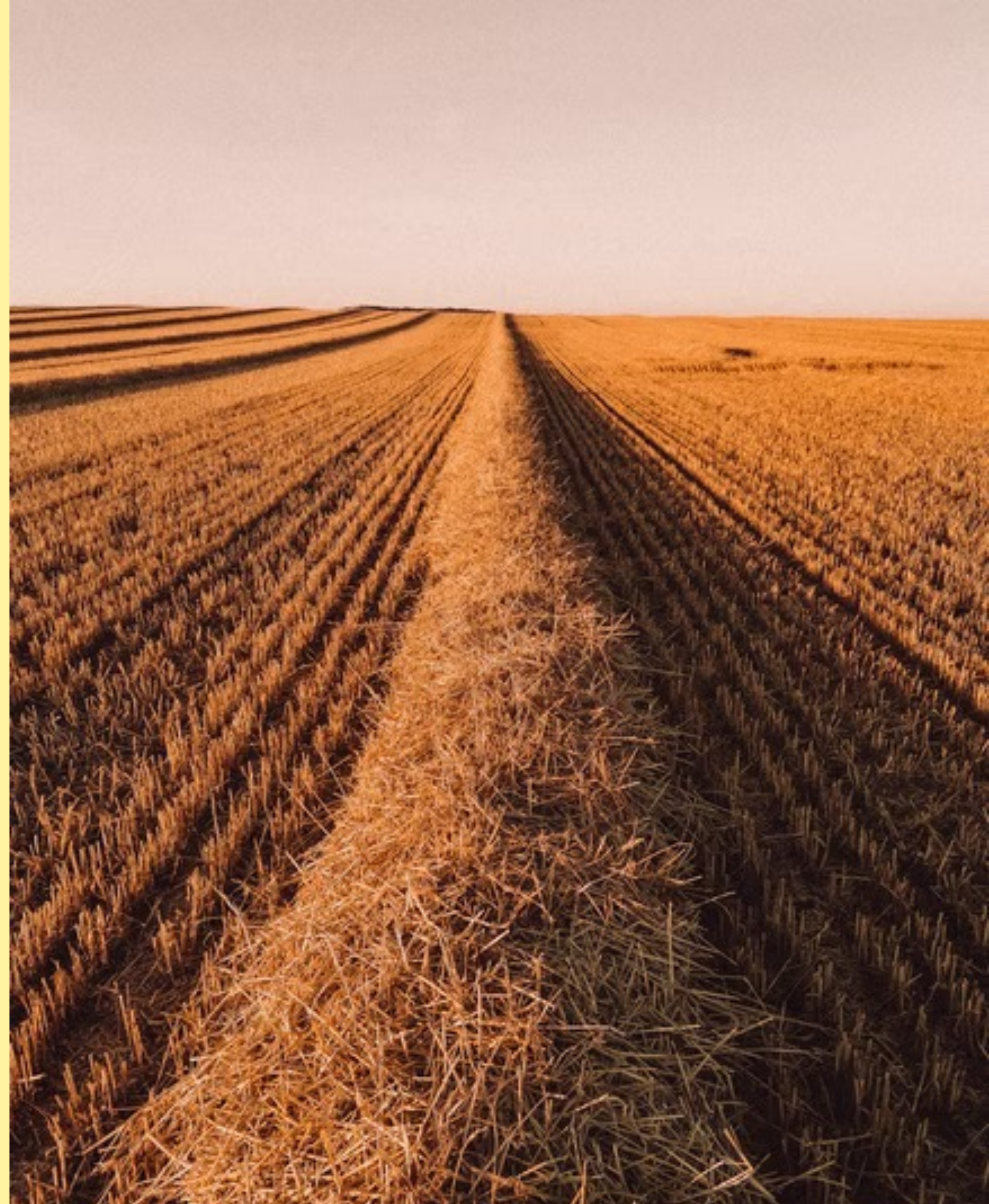
Similar to lentils with good  
supply in SA.

Domestically being used as  
a cover crop, with excess  
seed going to livestock



# Hay Oats

Potential to distort quality expectations of high grade Australian oats if blended.





Lots of questions  
about what do to?

Koobarup, best "feed oat"  
appearnace, milling yields  
TBA





# Premium Grains Network

## Fremantle

### Rous Head

Our packing facility, capable of packing over 200 containers a week. Deliveries available Mon - Fri from 5am - 8pm

## Kellerberrin

### Humpleby Road

Our first up-country storage site. Approx 20kmt of storage including 12 x 1kmt and 2x500t and 20x70t vertical silos and 2 sheds; optimised for segregation. Primarily oats, wheat, lupins, peas and barley.

## Wandering

### Pennington Road

Exclusively oats. Haysheds converted into covered grain bunkers. Located next to a burgeoning oat mill, Avena Mills.

## Brookton

### Yeo Road

Open sided bulkhead, managed by Tianco Transport. This season taking barley, oats and some wheat. Average 14 min turn time.



**NEW**

# **PGH Attunga**

1820 Rowes Road,

**Yathroo**

New PGH storage facility located in Dandaragan Shire.

Lupins only this season

# Contact Us

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