

Benefits of OSR in the Farm Portfolio & Trading Factors for the season ahead

<u>United Oilseeds</u> <u>Commodity Trading Manager</u>

Nick Hobson



2 Million Tonnes of Domestic Demand for OSR in the UK

- Erith, Liverpool, Stratford, Feed Mills
- Always a Buyer, Always a Market
- 🚸 Liquid Futures Market Matif
- Easy Exports to Europe, FOB/Coasters
- Market Drivers: Rapeoil/Biodiesel/Energy/Worldwide Oilseeds Markets (Americas)
- Gross Margin Calculation within the Rotation



OSR Vs Other Commodities



* Wheat, Barley, Oats, Beans all Priced & Hedged from LIFFE (Lacks Liquidity/Volume)

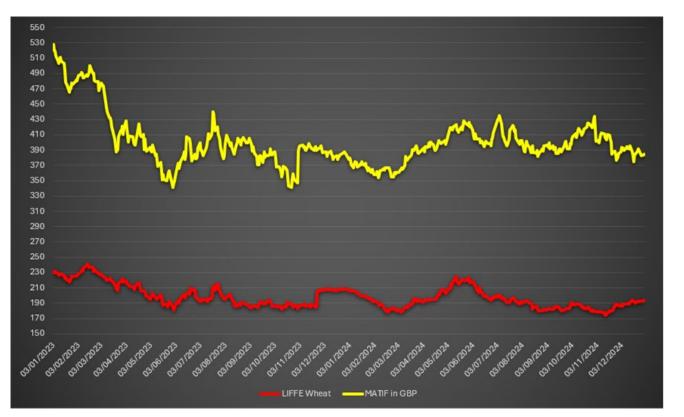
| | | (| 03/01/2024 | | 23/12/2024 | % Change w/w |
|--------------|------------|----|------------|----|------------|--------------|
| Matif Rape | ECO 1!-ENC | € | 443.75 | \$ | 525.50 | 18.42% |
| Canola | RS 1!-WC | \$ | 656.30 | \$ | 608.40 | -7.30% |
| Soybeans | QBS 1! | \$ | 1,233.25 | \$ | 969.50 | -21.39% |
| Soybean Oil | QBO 1! | \$ | 48.04 | \$ | 40.23 | -16.26% |
| SoyaMeal | QSM 1! | \$ | 372.90 | \$ | 289.50 | -22.37% |
| Matif Wheat | EBM 1!-ENC | € | 236.50 | € | 232.00 | -1.90% |
| London Wheat | T 1!-ICE | £ | 209.30 | £ | 176.85 | -15.50% |
| Corn | QBC 1! | \$ | 509.50 | \$ | 447.75 | -12.12% |
| Palm | CPO 1! | \$ | 789.00 | \$ | 1,070.00 | 35.61% |
| Gasoil | GAS 1!-ICE | \$ | 713.75 | \$ | 669.50 | -6.20% |
| Brent | BRN 1!-ICE | \$ | 75.63 | \$ | 72.63 | -3.97% |
| eur/\$ | EUR A0-fx | | 1.09201 | | 1.0403 | -4.74% |



OSR Vs Other Commodities



Very Good Hedge Versus other Ag Commodities: Different reasons to move up and down



Hypothetically were a grower able to produce 250,000 tonnes, there would always be a ready market to buy it!



Factors to Look at for the season ahead



- Mr Trump!! Canadian/Chinese tariffs, US Biofuels Mandate, Canola Oil Potential Demand Consequences
- South America Versus North America Brazil 170M, Argentina 50M, US 120M
- Changes to Trade Flows
- Canadian Canola Oil into the US
- 🚸 EUDR
- EU Crush & GM/Non-GM

