



1ST EUROPEAN SORGHUM CONGRESS

WORKSHOP

PAST, PRESENT AND FUTURE OF SORGHUM CROP IN ARGENTINA.



AGRONOMIST ENGINEER JUAN RAUL EMILIO GEAR.
PRESIDENT OF GEAR S.A

BUCHAREST
3-4 NOVEMBER 2016



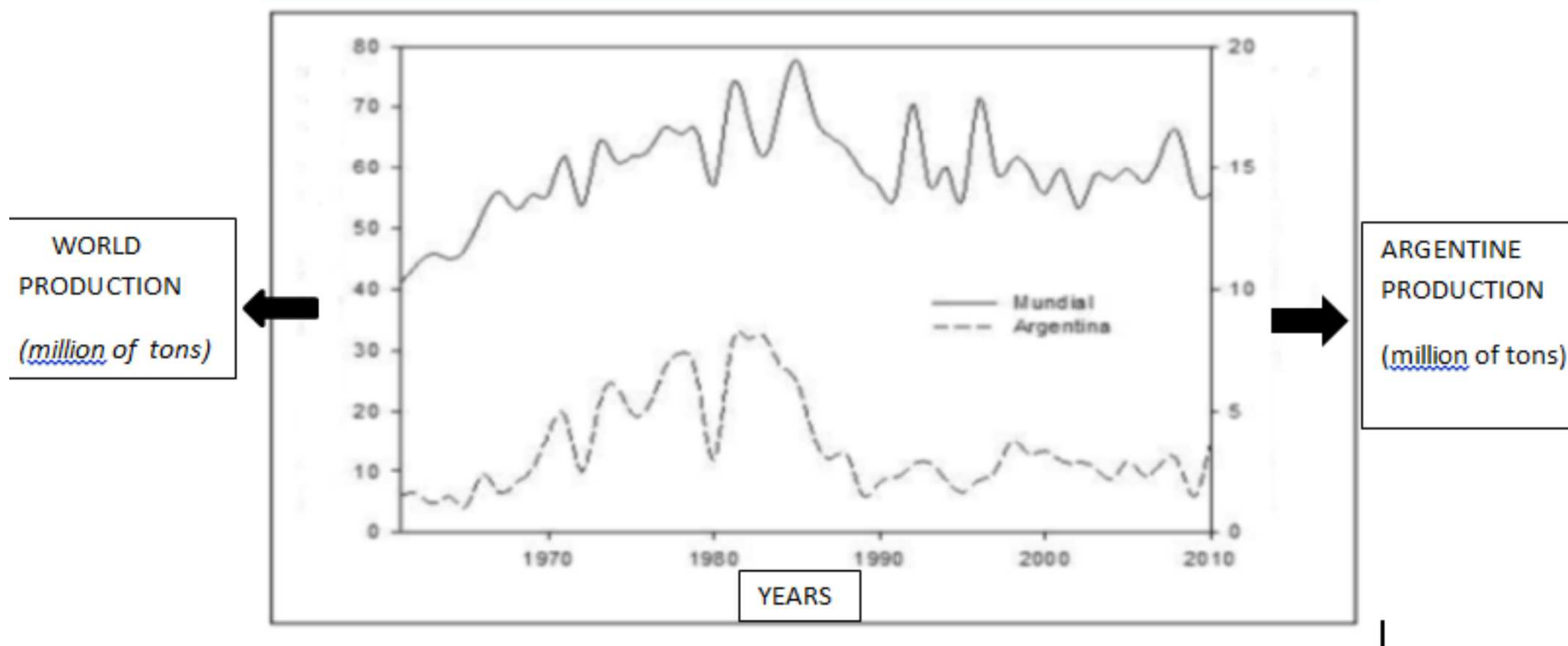
ARGENTINE RANKING OF PRODUCTION

FORECAST 16/17

	MILLION OF TONS
SOYBEAN	59/60
MAIZE	39/40
WHEAT	14
SORGHUM	3/4
SUNFLOWER	3/4
BARLEY	3/4

Source: Gear

PAST IN ARGENTINA SINCE 1960



Source: Bolsa de Cereales



CAMPAIGN OF SORGHUM IN ARGENTINA

CAMPAIGN	AREA HARVESTED (HA)	YIELD	PRODUCTION TONS	EXPORT TONS
1970/71	2234600	2085	4.660.000	1.964.000
1980/81	2100000	3595	7.550.000	1.516.000
1981/82	2510000	3187	8.000.000	4.932.000
1982/83	2657000	3214	7.400.000	5.359.000
1983/84	2370000	2911	6.900.000	5.260.000
1986/87	977000	3071	4.000.000	1.936.000
1990/91	676000	3332	2.252.400	1.128.000
1995/96	570700	3748	2.140.000	183.500
1999/2000	719598	4648	3.344.493	545.000
2003/04	475494	4553	2.164.953	583.000
2009/10	750640	4835	3.629.000	1.026.000
2015/16	790000	3924	3.100.000	1.112.100

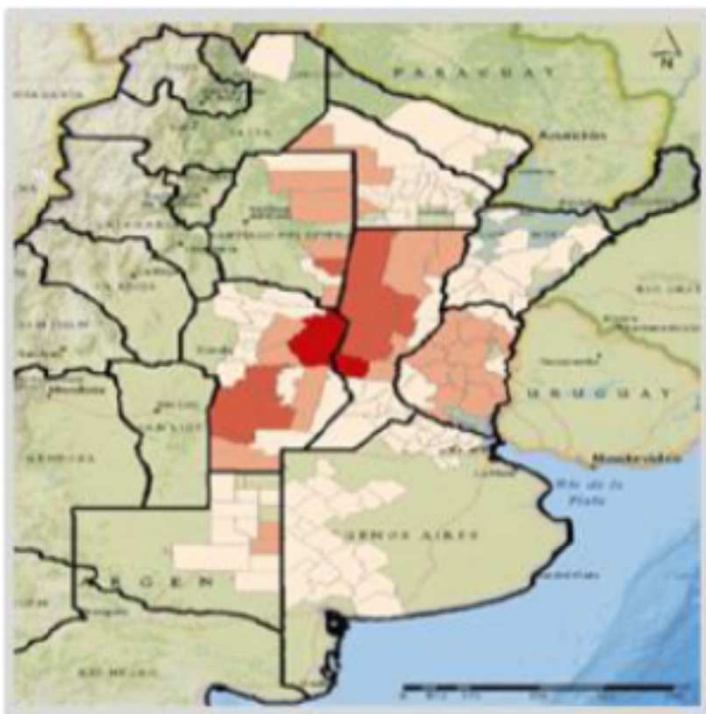
SOYBEAN

	PLANTED (HA)	PRODUCTION
1980	2.100.000	3.000.000
1990	5.000.000	11.000.000
PRESENT	20.000.000	60.000.000

Source: Bolsa de Cereales

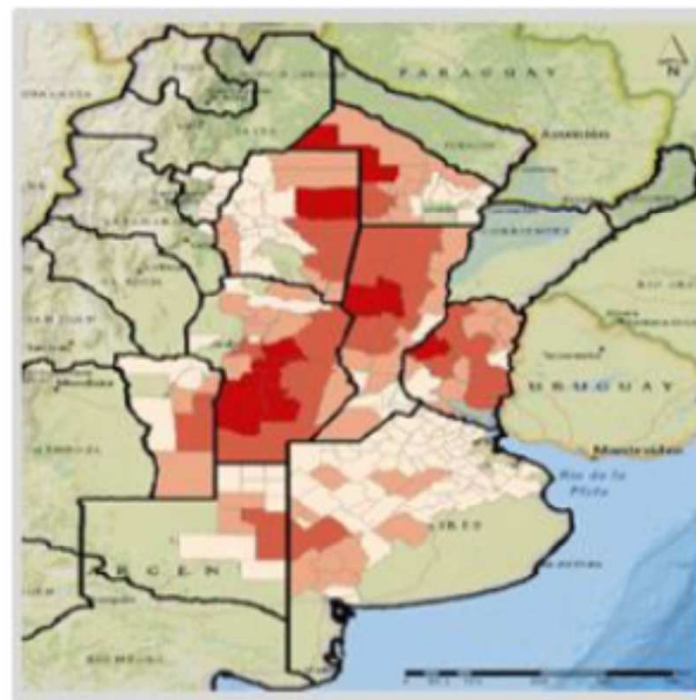
PRODUCTION AREAS IN ARGENTINA

2002/03



490.000 has

2014/15



915.000 has

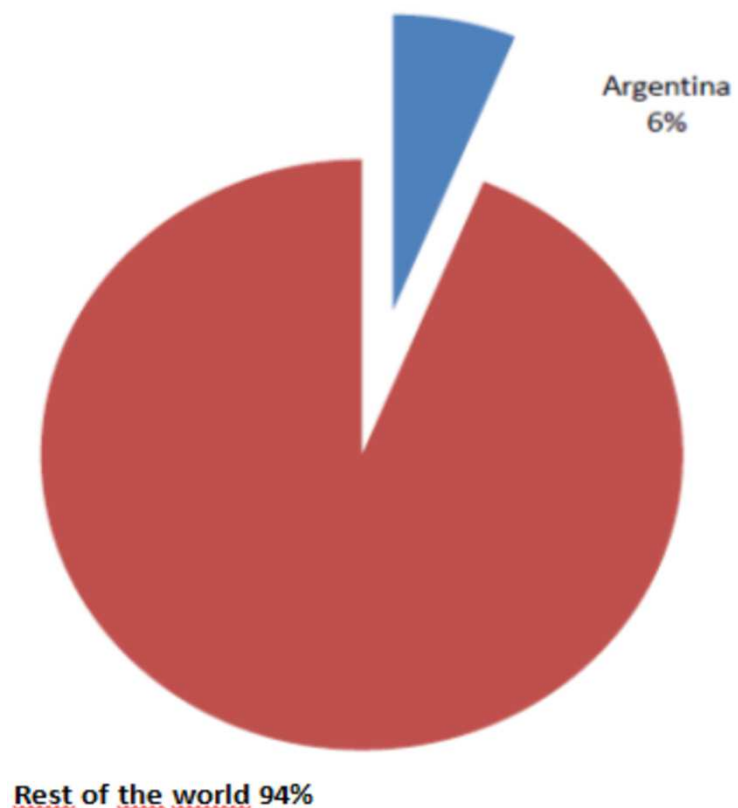
Source: MIAG



WORLD PRODUCTION AND EXPORTS 2014/2015

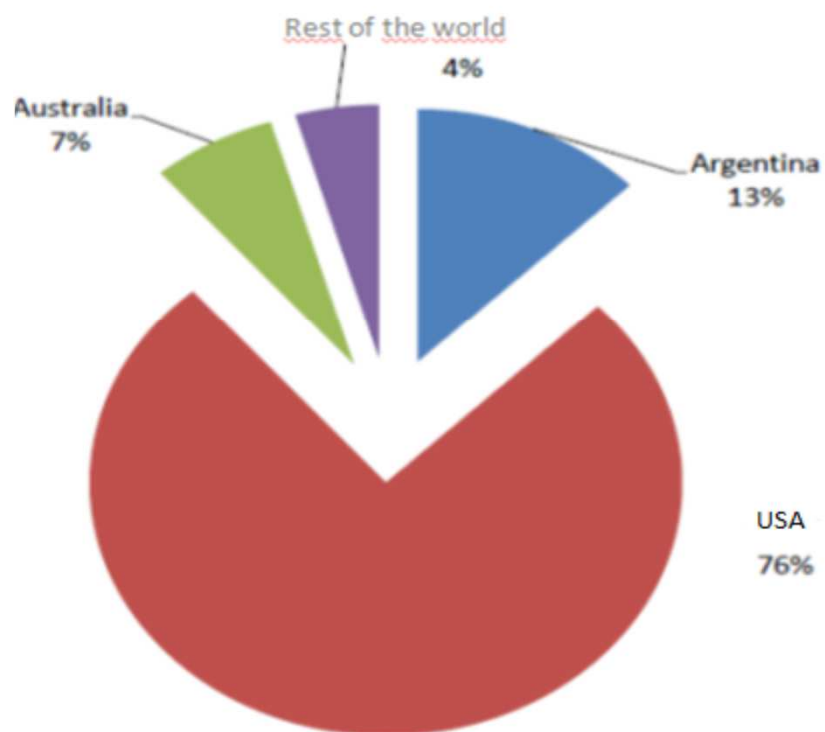
SORGHUM- WORLD PRODUCTION

64.6 MILLION OF TONS



SORGHUM- WORLD EXPORTS

11,83 MILLIONS OF TONS



Source: Bolsa de Cereales

SUPPLY AND DEMAND

	13/14	14/15	15/16 (est.)	16/17 (f'cast)	m t y/y change
Opening stocks	3.4	4.5	4.4	4.3	- 2.2%
Production	58.3	64.3	62.9	64.8	+ 2.9%
Total supply	61.7	68.8	67.3	69.0	+ 2.6%
Total use	57.2	64.4	63.0	64.5	+ 2.3%
<i>of which: Food</i>	23.9	29.1	27.1	29.0	+ 7.0%
<i>Feed</i>	26.0	29.2	27.9	27.5	- 1.3%
<i>Industrial</i>	5.2	4.2	6.8	6.3	- 7.8%
Closing stocks	4.5	4.4	4.3	4.5	+ 6.1%
<i>Major exporters</i> ^{a)}	1.7	1.1	1.8	2.2	+ 17.9%
Trade (Jul/Jun)	6.5	11.8	11.2	8.3	- 25.7%

a) Argentina, Australia, Estados Unidos.

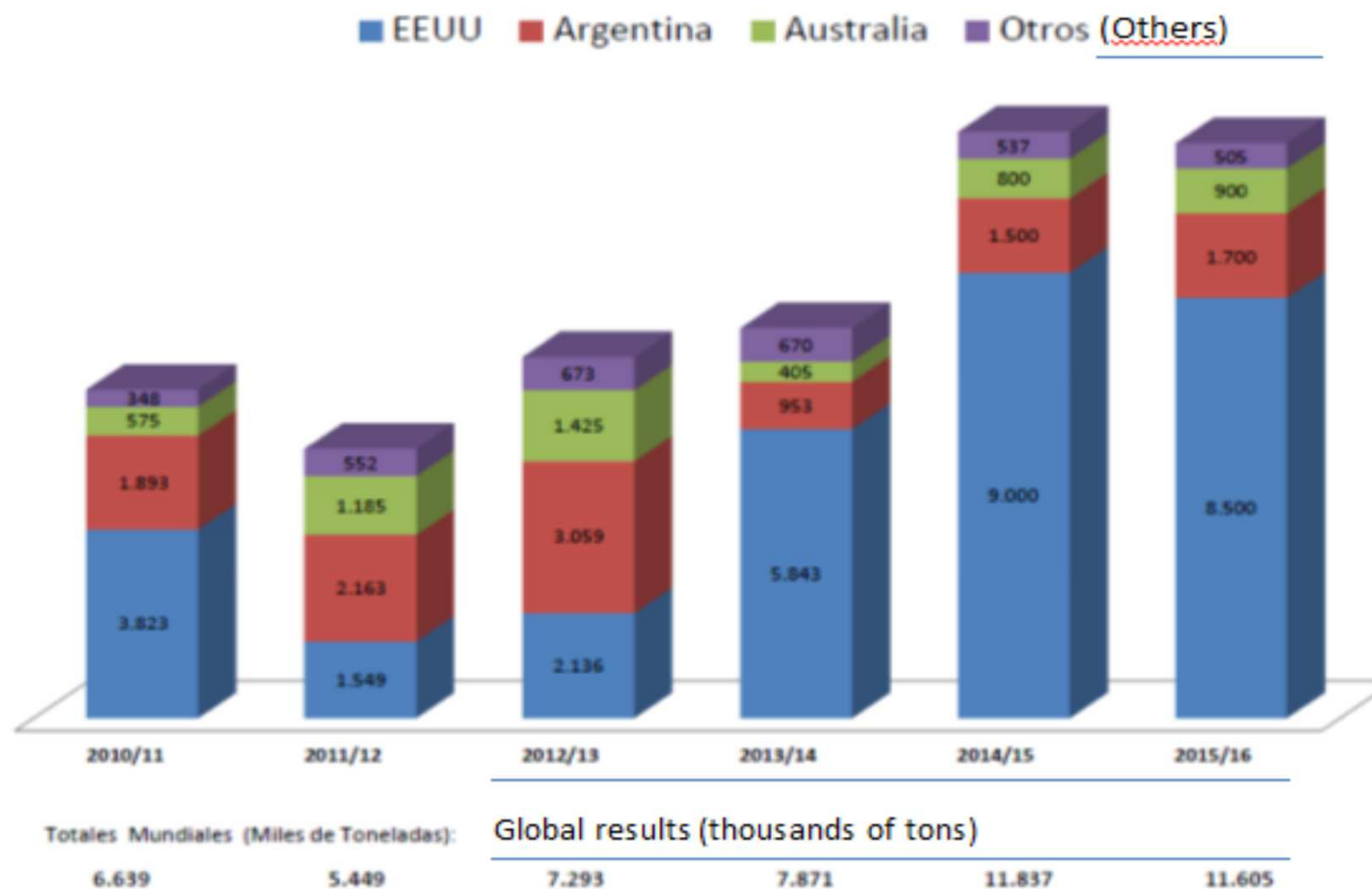
Source: I.G.C

PRODUCTION IN SELECTED COUNTRIES

	13/14	14/15	15/16 (est.)	16/17 (f'cast)	m t y/y change
<i>Major exporters</i>					
US	10.0	11.0	15.2	12.1	- 20.5%
Argentina	3.5	3.1	3.1	3.0	- 4.0%
Australia	1.3	2.2	2.0	2.0	- 0.8%
<i>Selected others</i>					
Mexico	8.5	6.3	5.6	6.8	+ 21.4%
Nigeria	5.3	6.7	6.2	6.4	+ 2.4%
India	5.5	5.5	4.4	5.5	+ 24.7%
World total	58.3	64.3	62.9	64.8	+ 2.9%

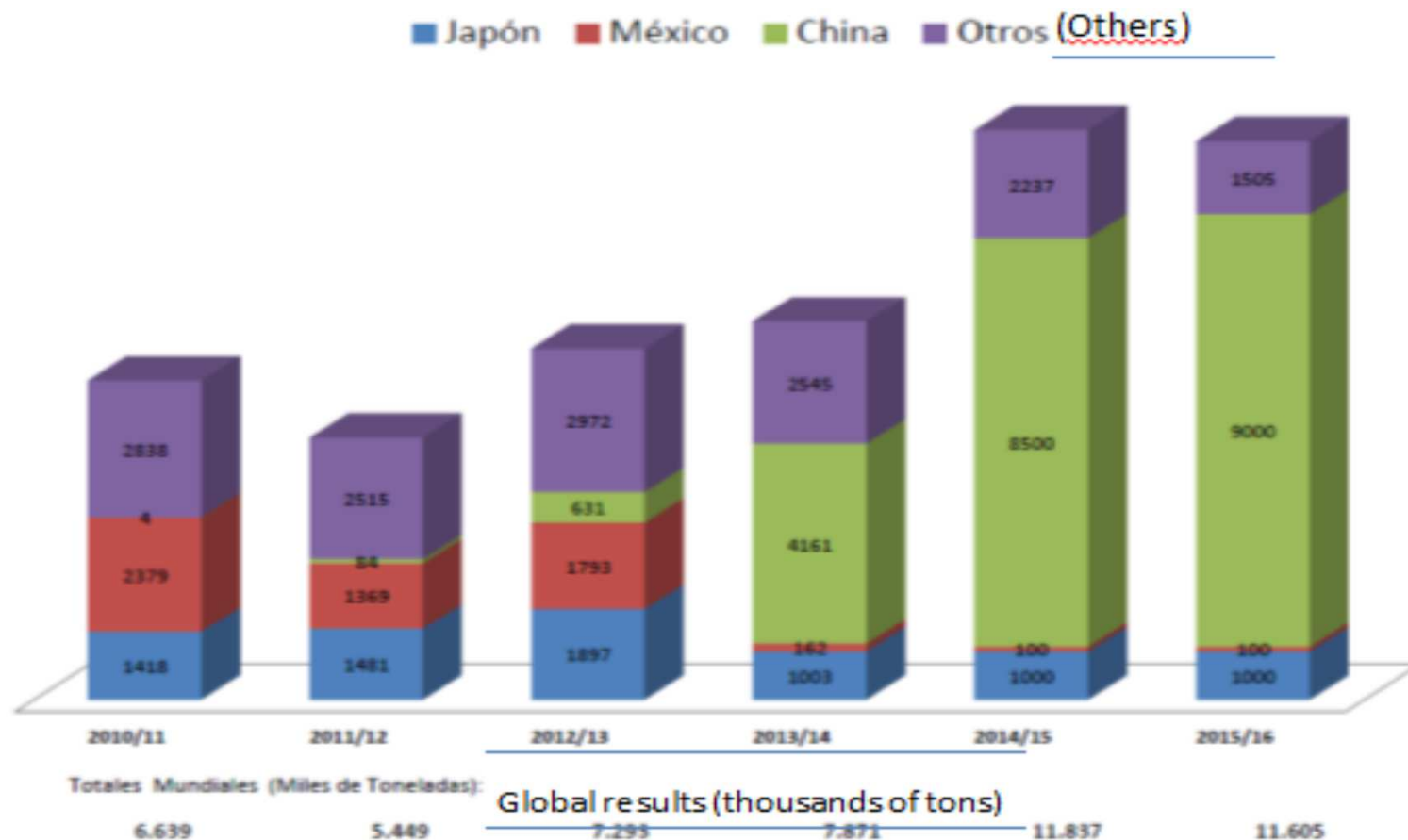
Source: I.G.C

WORLD EXPORTS



Source: Bolsa de Cereales

WORLD IMPORTS

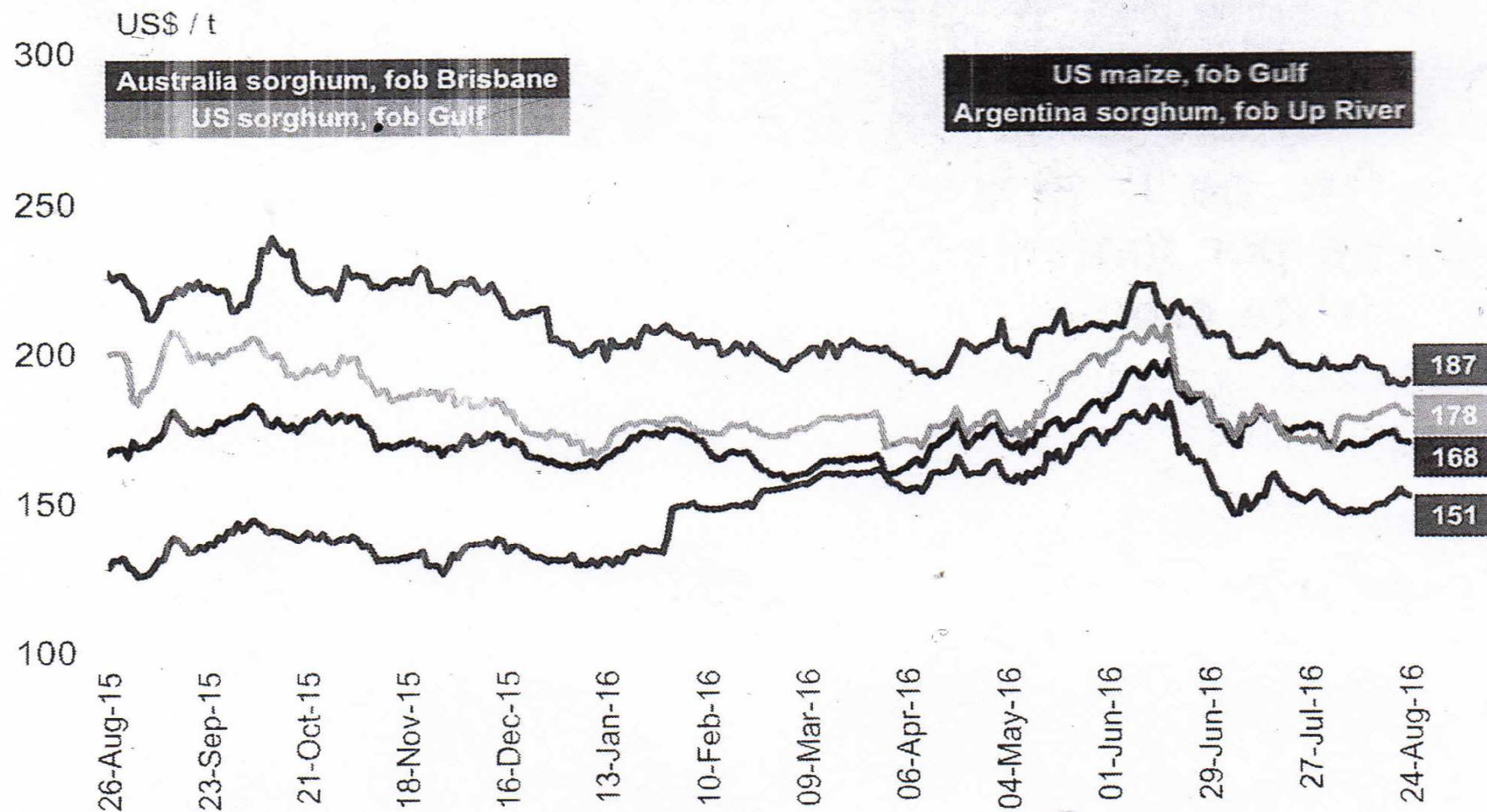


Source: Bolsa de Cereales



SORGHUM – EXPORT PRICES

August 2015- August 2016



Source: I.G.C



ARGENTINE STANDARD

	MAXIMUM LIMITS OF				
GRADE GRAIN	DAMAGED	FOREIGN MATTER	BROKEN	PRICKED	MOISTURE
1	2%	2%	3%		
2	4%	3%	5%	0,50%	15%
3	6%	4%	7%		

ARG. SORGHUM → MAXIMUM 1% TANNIN
 0,5% SPECIAL CONTRACT

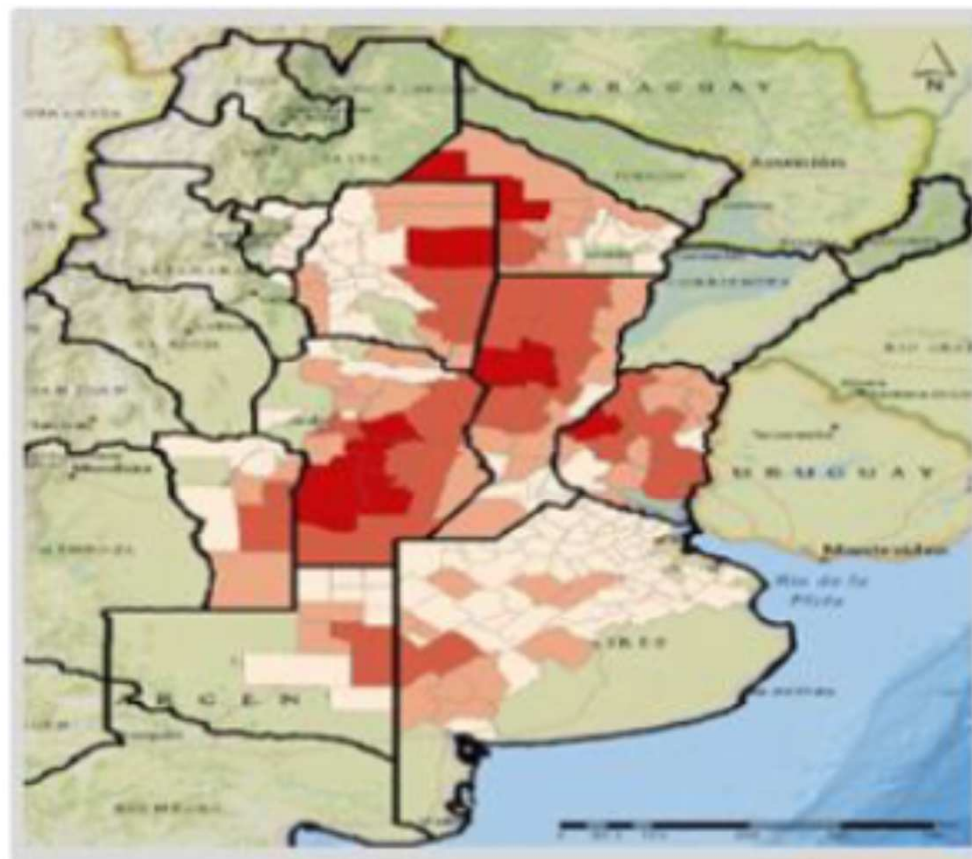
Source: SENASA

FUTURE OF SORGHUM IN ARGENTINA

Truck freight

- 500 kmts = U\$D 47.-
- 700 kmts = U\$D 64.-
- 900 kmts = U\$D 80.-

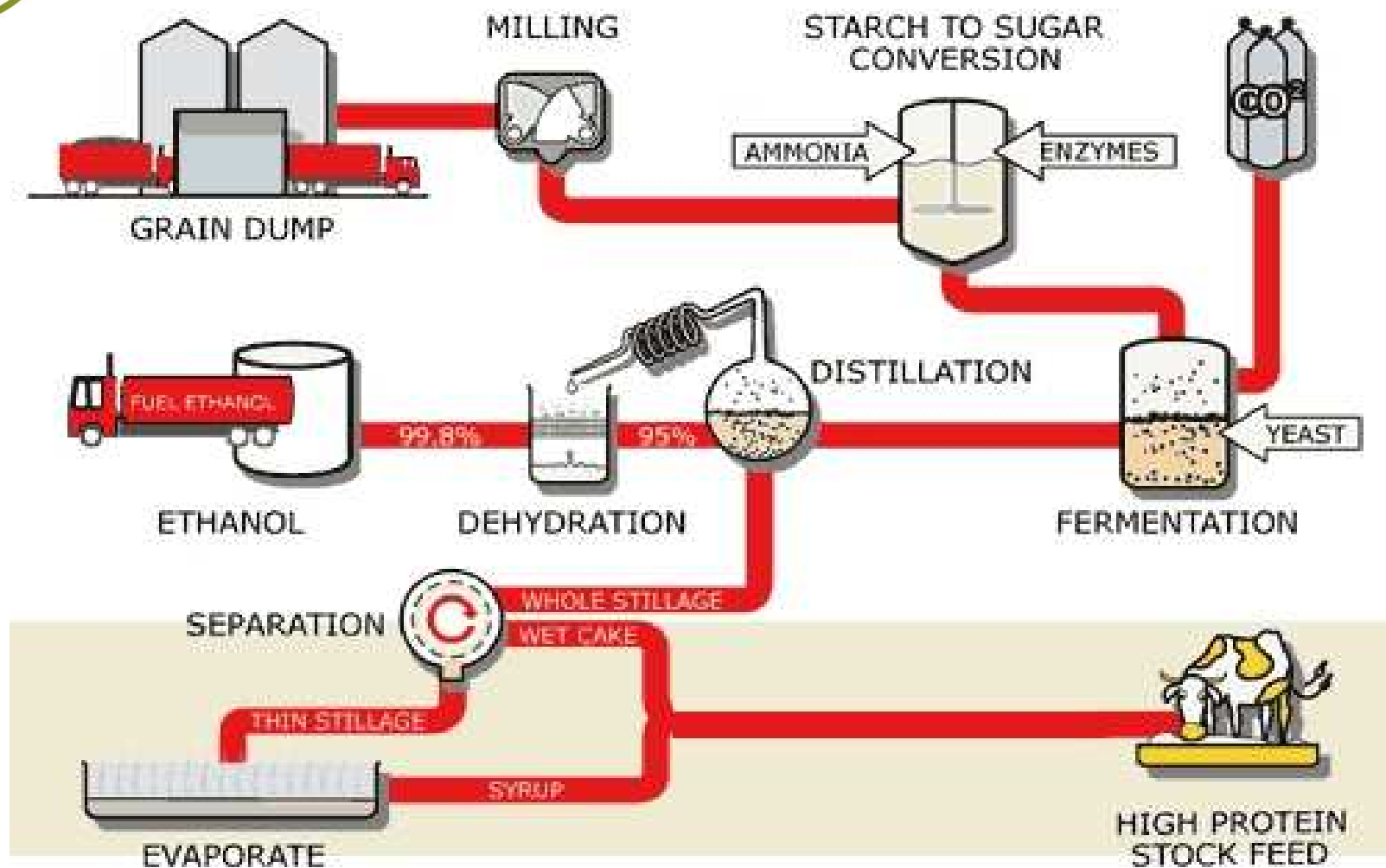
95% BY TRUCK
5% BY TRAIN



915.000 has

Source: Gear

ETHANOL PRODUCTION



Source: Bolsa de Cereales



FINALLY, SORGHUM IS A NICE CROP WITH A BIG FUTURE AND MANY USEFUL DESTINATION

