Transportation and Export Report for 29 November 2018

Ocean Freight Insights and Comments:

Dry-Bulk markets started the week on a continued soft note but then rallied slightly in an attempt to recover some of last week's losses. The Capes were again the market leader and helped to pull the Panamax sector up from its lows; but unlike the Capes, the Panamax and smaller Dry-Bulk vessel markets were not able to fully recover.

The biggest excitement of the week was the Russian/Ukrainian naval dispute/blockade at the Kerch Strait in the Black Sea. The strait handles about 40% of Russian grain exports but only 2-3 % of Ukrainian grain exports. Therefor if the Russians wish to block Ukrainian ships transiting the strait it should not have a big impact on export volumes from the Black Sea. But it is a significant political development. Vessel owners tried to increase shipping rates through that area but have not found buyers willing to pay up.

BALTIC DRY-BULK PANAMAX INDEX CHANGES

| Panamax Ocean Freight Indices | | | | | |
|-------------------------------|-------|-------|------------|---------|--|
| 29-Nov-18 | This | Last | | Percent | |
| | Week | Week | Difference | Change | |
| P2A : Gulf/Atlantic - Japan | 19943 | 19841 | 102 | 0.5% | |
| P3A - PNW/Pacific - Japan | 9152 | 9459 | -307 | -3.2% | |
| S1C -USGULF-China-So.Japan | 26017 | 24001 | 2,016 | 8.4% | |

Recent history of freight values for Capesize vessels of Iron-Ore from West Australia to South China:

Four weeks ago: \$ 8.50-\$8.90
Three weeks ago: \$ 8.50-\$8.85
Two weeks ago: \$ 7.50-\$8.50
One week ago: \$ 5.30-\$6.25
This week \$ 6.15-\$8.50

US Vessel Line-Ups/Estimated vessel berthing delays at U.S. Export Grain Elevators:

Mississippi River: (10 elevators) 2-6 days Miss. River Mid-Stream loaders: (6+ Rigs) 0-3 days

Texas Gulf (6 elevators) 0-1 days (only 1 facility has a vessel in the lineup)

Pacific Northwest: (9 elevators) 1-10 days

| Panamax Market Spreads to Asia -China | | | | | |
|---------------------------------------|---------|---------|---------------|-----------|-----------|
| 29-Nov-18 | PNW | GULF | Bushel Spread | MT Spread | Advantage |
| CORN | 0.85 | 0.55 | 0.30 | \$11.81 | PNW |
| SOYBEANS | 0.50 | 0.25 | 0.25 | \$9.19 | PNW |
| OCEAN FREIGHT | \$25.50 | \$47.00 | .5559 | \$21.50 | December |

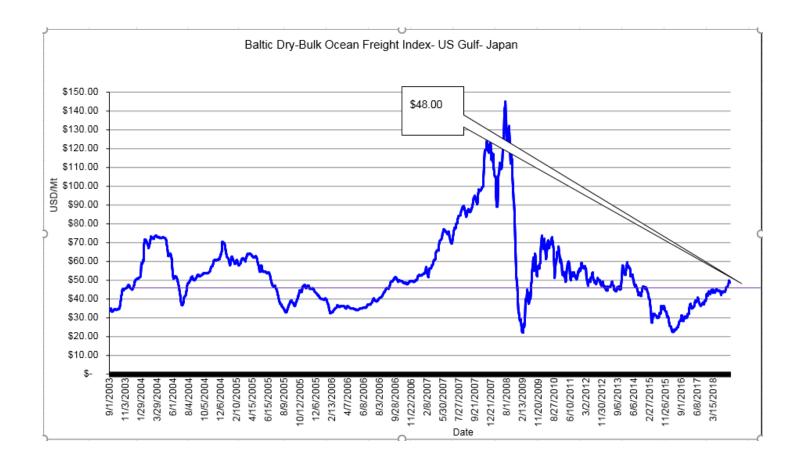
Recent Reported Vessel Fixtures:

| Route and Vessel Size | Current Week USD/MT | Change from previous week | Remarks |
|--|---------------------|----------------------------|---|
| 55,000 U.S. Gulf-Japan | \$48.00 | Unchanged | Handymax \$48.00mt |
| 55,000 U.S. PNW- Japan | \$26.25 | Down \$0.50 | Handymax \$26.75 mt |
| 66,000 U.S. Gulf – China PNW to China | \$47.00 \$25.50 | Down \$0.50 Down \$0.50 | North China |
| 25,000 U.S. Gulf- Veracruz, México | \$17.50 | Down \$0.25 | 3,000 MT daily discharge rate |
| 35-40,000 U.S. Gulf- Veracruz, México | \$15.25 | Down \$0.25 | Deep draft and 6,000 MT per day discharge rate. |
| 25/35,000 U.S. Gulf- <u>East Coast Colombia</u> From Argentina | \$20.75 \$34.00 | Down \$0.25 | West Coast Colombia at \$29.00 |
| 40-45,000 U.S. Gulf - Guatemala | \$29.75 | Down \$0.25 | Acajutla/Quetzal - 8,000 out |
| 26-30,000 U.S. Gulf – Algeria | \$36.25 \$37.00 | Down \$0.50 | 8,000 mt daily discharge 3,000 mt daily discharge |
| 26-30,000 US Gulf-Morocco | \$38.25 | Down \$0.50 | 5,000 discharge rate |
| 55-60,000 U.S. Gulf –Egypt PNW to Egypt | \$33.50 \$33.50 | Down \$1.00 | 55,000 -60,000 mt Russia Black Sea to Egypt \$17.00 |
| 60-70,000 U.S. Gulf – Europe – Rotterdam | \$20.50 | Up \$1.00 | Handymax at +\$1.75 more |
| Brazil, Santos – China | \$37.00 | | 54-59,000 Supramax-Panamax |
| Brazil, Santos – China | \$35.75 | Down \$1.00 | 60-66,000 Post Panamax |
| Itacoatiara-Port Up River North Brazil | \$40.00 | 20WII 91.00 | 60-66,000 mt |
| 56-60,000 Argentina/Rosario- China Deep Draft | \$41.00 | Down \$1.00 | Up River with BB Top Off \$43.50 |

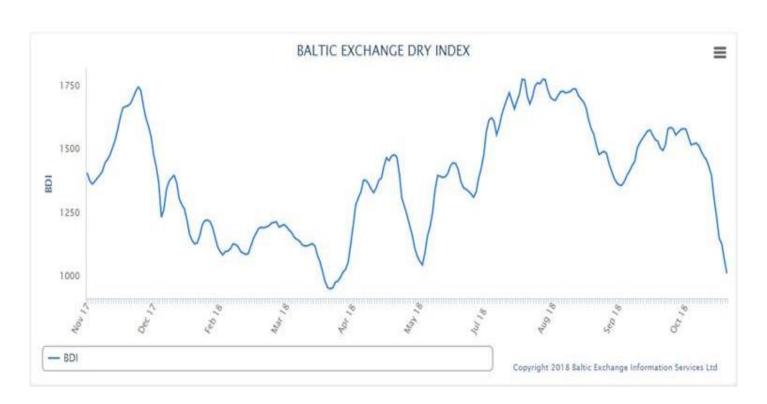
• The above rate estimates reflect the 30-45-day forward ocean freight markets.

Nautical Miles: To Xiamen China (South China)

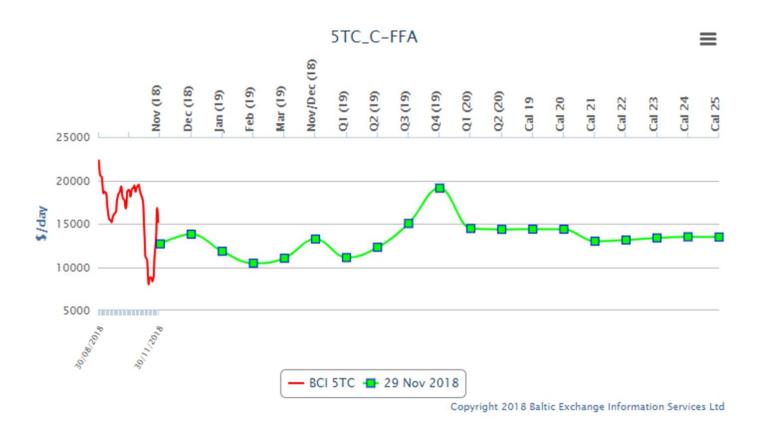
US Gulf (NOLA) (via Panamá Canal) – 10,232 nautical miles (32 days)
Santos Brazil (via Cape of Good Hope) - 10,441 nautical miles (33 days)
Rasario Argentina (via Cape Horn) - 10,751 nautical miles (34 days)



Baltic Dry Index.



Baltic Capesize Index

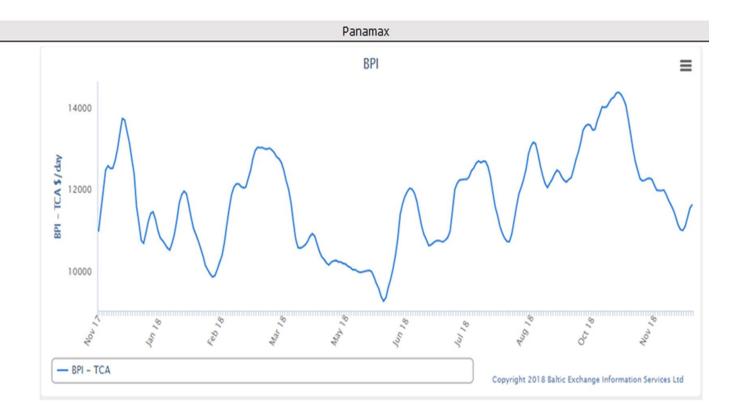


Forward Curve for Baltic BPI Panamax Vessel Freight 4TC_P-FFA \equiv Nov/Dec (18) Mar (19) Dec (18) (61) up((19) 02 (19) (61) 80 04(19) 01 (20) 02 (20) 15000 12500 \$/day 10000 7500 mmmmmm

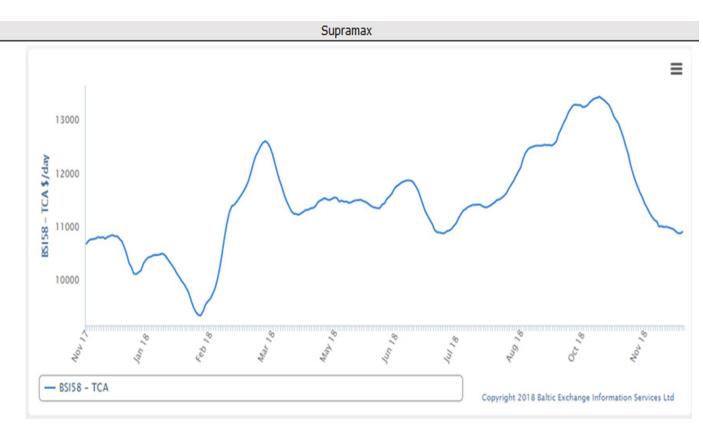
- BPI - TCA - 29 Nov 2018

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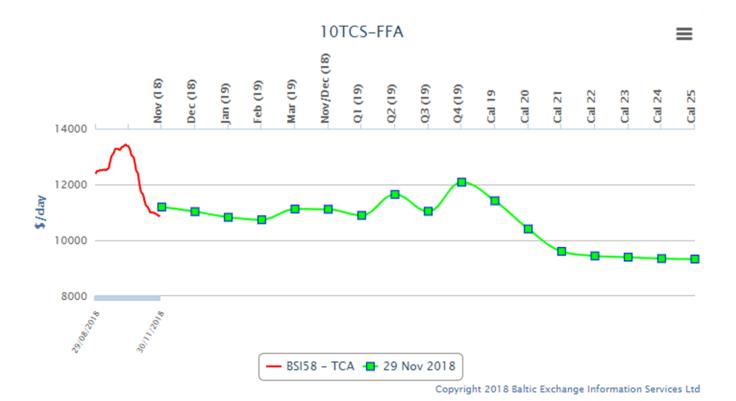
Baltic Panamax Index



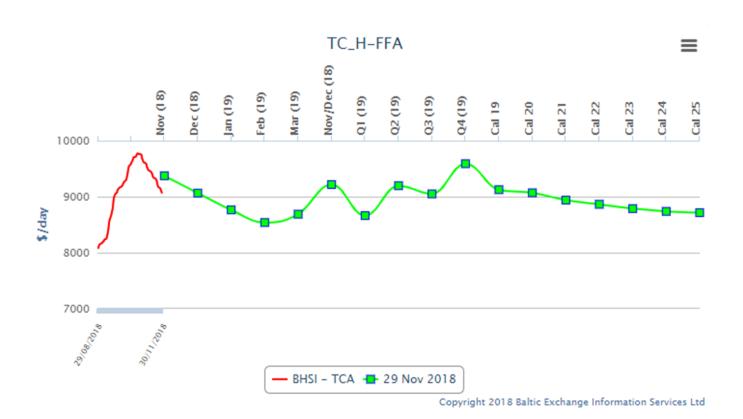
Baltic Supramax Vessel Index



Supramax Dry-Bulk Forward Curve



Baltic Handy Size



YAMAMIZU Index



| China Import Dry Bulk Freight Index(CDFI) 2018-11-28 | | | | | |
|---|------------------------------------|--|---------------------------------------|---|--|
| Route Size MT Cargo/Vessel Unit | | | | | |
| Composite Index | | | | 18.55 | |
| Iron ore Freight Index | | | 934.62 | 34.98 | |
| lex | | Point | 1011.17 | -0.58 | |
| 60000/10% | Soybean | \$/ton | 33.550 | -0.009 | |
| Tacoma(West America)—North China 60000/10% Soybean | | | 24.809 | 0.032 | |
| Mississippi(US Gulf)—North China 66000/10% Soybean | | | 46.616 | -0.139 | |
| 55000/10% | Soybean | \$/ton | 47.647 | 0.069 | |
| | Size MT dex 60000/10% 60000/10% | Size MT Cargo/Vessel Size dex dex 60000/10% Soybean 60000/10% Soybean 66000/10% Soybean | Size MT Cargo/Vessel Unit Point | Size MT Cargo/Vessel Unit Rate Point 925.15 ex Point 934.62 dex Point 1011.17 60000/10% Soybean \$/ton 33.550 60000/10% Soybean \$/ton 24.809 66000/10% Soybean \$/ton 46.616 | |

29 November 2018 U.S. FOB Vessel Export Market Values:

| U.S. Yellow Corn (USD/MT) FOB Vessel | | | | |
|--------------------------------------|--------|------------|-------|------------|
| # 2 YC | U.S. G | Sulf #2 YC | P | NW #3 YC |
| 15.0 % Moisture | Basis | Flat Price | Basis | Flat Price |
| Dec. | 0.55 | \$163.47 | 0.85 | \$175.29 |
| Jan. | 0.51 | \$167.02 | 0.85 | \$180.40 |
| Feb. | 0.55 | \$168.59 | 0.87 | \$181.19 |
| Mar. | 0.57 | \$169.38 | 0.92 | \$183.16 |
| Apr. | 0.54 | \$171.05 | 0.90 | \$185.23 |
| May | 0.57 | \$172.23 | 0.93 | \$186.41 |

The Gulf spread between #2 & #3 YC is currently about 02 cents per bushel (0.80/mt)

| SORGHUM (USD/MT) FOB VESSEL | | | | | |
|-----------------------------|-------|------------|-------|------------|--|
| #2 YGS Fob Vessel | N | OLA | TH | EXAS | |
| Max. 14.0% moisture | BASIS | FLAT PRICE | BASIS | FLAT PRICE | |
| Dec. | 0.75 | \$171.35 | 0.58 | \$164.66 | |
| Jan. | 0.75 | \$176.47 | 0.55 | \$168.59 | |
| Feb. | 0.75 | \$176.47 | 0.55 | \$168.59 | |
| Mar. | 0.75 | \$176.47 | 0.55 | \$168.59 | |
| Apr. | 0.80 | \$181.29 | 0.58 | \$172.63 | |

Fob vessel Texas Gulf #2 Sorghum is about 100.5 % the value of #2 Yellow Corn at NOLA.

In S.W. Kansas it is bid at 85 percent the value of corn.

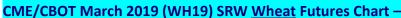
U.S. SRW Wheat Fob Vessel at the Center U.S. Gulf

| SRW Wheat | USD/MT | Fob Vessel | US Gulf | |
|---------------|----------|------------|----------|----------|
| | Dec. | Jan. | Feb. | Mar. |
| FOB U.S. GULF | \$214.76 | \$215.96 | \$216.69 | \$217.80 |
| Basis | 0.88 | 0.80 | 0.82 | 0.85 |
| WZ | 4.9650 | | | |
| WH | 5.0775 | | | |
| WK | 5.1450 | | | |

| CME Futures Market Close | | | | | | |
|--------------------------|---------|----------|----------|-----------|-----------|------------|
| | | Thursday | Thursday | | | |
| CORN | Futures | Close | Close | Last week | Last Week | Difference |
| Month | Symbol | Bushel | MT. | Bushel | MT. | Bushel |
| Dec. | CZ | \$3.6025 | \$141.82 | \$ 3.6750 | \$144.68 | (\$0.0725) |
| Mar. | СН | \$3.7325 | \$146.94 | \$ 3.7825 | \$148.91 | (\$0.0500) |
| Мау. | CK | \$3.8050 | \$149.79 | \$ 3.8575 | \$151.86 | (\$0.0525) |
| July | CN | \$3.8700 | \$152.35 | \$ 3.9250 | \$154.52 | (\$0.0550) |
| Sept. | CU | \$3.9000 | \$153.53 | \$ 3.9375 | \$155.01 | (\$0.0375) |

CBOT March 2019 (CH19) Corn Futures Chart -







U.S. Soybean and SBM Markets Fob Vessel:

| U.S. Yello | w Soybeans (U | SD/MT) FOB | Vessel | |
|-----------------|---------------|------------|--------|------------|
| # 2 YSB | U.S. Gul | f #2 YSB | PNV | W #2 YSB |
| 14.0 % Moisture | Basis | Flat Price | Basis | Flat Price |
| Dec. | 0.25 | \$335.19 | 0.50 | \$344.38 |
| Jan. | 0.29 | \$336.66 | 0.56 | \$346.58 |
| Feb. | 0.25 | \$340.15 | 0.50 | \$349.34 |
| Mar. | 0.33 | \$343.09 | 0.52 | \$350.07 |
| Apr. | 0.25 | \$344.93 | 0.45 | \$352.28 |

Soybean Futures

| Jan. | \$ 8.8725 |
|-------|--------------|
| Mar. | \$ 9.0075 |
| May | \$ 9.1375 |
| July | \$ 9.2625 |
| Aug. | \$ 9.3075 |
| Sept. | \$ 9.3025 |

| U.S. SBM (USD/MT) FOB Vessel | | | | |
|------------------------------|------------------|---------------|--------|--|
| Fob U.S. Gulf Port | | 47.5 Pro. SBM | | |
| max 12.5 % moisture | Basis Flat Price | | | |
| Dec. | 5.00 | \$ | 343.87 | |
| Jan. | 5.00 | \$ | 346.74 | |
| Feb. | 5.00 \$ 349.71 | | | |
| Mar. | 6.00 \$ 350.82 | | | |
| Apr. | 5.00 | \$ | 352.58 | |

| SBM Futures | |
|--------------------|--------|
| SMZ | 306.90 |
| \mathbf{SMF} | 309.50 |
| SMH | 312.20 |
| SMK | 314.80 |
| SMN | 317.80 |
| \mathbf{SMQ} | 319.30 |

CME January 2019 Soybean (SF19) Futures Chart:



CME March 2019 Soybean Meal (SMH8) Futures Chart



<u>U.S. EXPORT STATISTICS: Report Activity as of Week Ending 15 November 2018</u> <u>Thursday-Weekly U.S. Export Sales</u>

| Commodity | New Sales (000 MT) | YTD Export Commitments **(000 MT) | Total Projected Export Program for Year (000 MT) | Percent of Export Projection | Total Sales for Next Marketing Year '17- 18 (000 MT) |
|-----------|-----------------------|---|---|------------------------------------|--|
| Corn | 1332.5 | 24,303.6 | 62,230 | 39% | 110.5 |
| Sorghum | 42.4 | 293.8 | 2,540 | 12% | 0.0 |
| Soybeans | 877.2 | 22,628.7 | 51,710 | 44% | 160.4 |
| Wheat | 339.0 | 14,514.2 | 27,900 | 52% | 6.0 |
| Barley | 0.3 | 56.0 | 110 | 51% | 0.0 |

U.S. EXPORT INSPECTIONS:

Monday's report 26 November 2018 for the Export week ending 22 November 2018

| | Export I | Inspections | G (M.) | D . V | 2018/19 YTD as | | | |
|----------|-------------------------|-------------|----------------------------|--------------------------|---------------------------|--|--|--|
| | This Week Previous Week | | Current Market Year YTD | Previous Year to Date | Percent of 2017/18 YTD | | | |
| Corn | 1,117,580 | 845,957 | 13,101,805 | 7,281,129 | 180% | | | |
| Sorghum | 10,576 | 54,830 | 236,803 | 816,017 | 29% | | | |
| Soybeans | 1,105,229 | 1,070,125 | 12,152,788 | 21,054,389 | 58% | | | |
| Wheat | 252,489 | 509,265 | 10,071,129 | 12,365,489 | 81% | | | |
| Barley | 0 | 245 | 5,751 | 16,690 | 34% | | | |

For further Export Sales details: http://www.fas.usda.gov/export-sales/esrd1.html

U.S. EXPORT INSPECTIONS:

Monday's report 26 November 2018 for the Export week ending 22 November 2018

| Last Week | | | | | | | | |
|----------------------|-----------|-----|--------|-----|---------|------|-----------|-----|
| (Metric Tons) | YC | % | WC | % | Sorghum | % | Soybeans | % |
| Lakes | 0 | 0% | 0 | 0% | 0 | 0% | 73,435 | 7% |
| Atlantic | 0 | 0% | 0 | 0% | 0 | 0% | 113,596 | 10% |
| Gulf | 546,840 | 50% | 11,936 | 56% | 0 | 0% | 846,421 | 77% |
| PNW | 357,545 | 33% | 0 | 0% | 0 | 0% | 0 | 0% |
| Interior Export Rail | 191,879 | 18% | 9,380 | 44% | 10,576 | 100% | 71,777 | 6% |
| Metric Tons | 1,096,264 | | 21,316 | | 10,576 | | 1,105,229 | |

Sorghum Shipments: metric tons White Corn metric tons

 49
 Panama
 Shipments:
 11,936
 Colombia

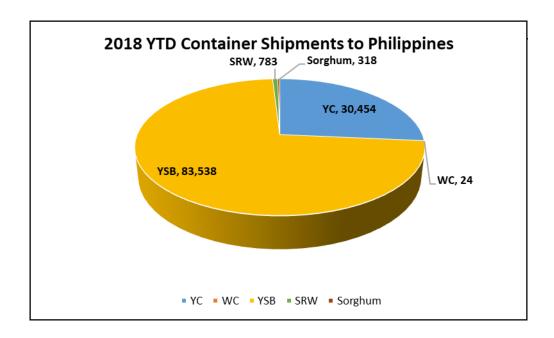
 10,527
 Mexico
 9,380
 Mexico

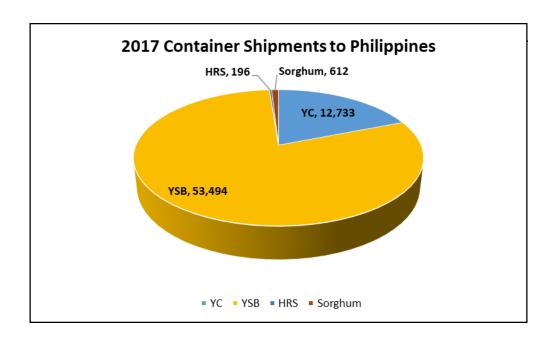
 10,576
 Total
 21,316
 Total

Export Inspection Highlights

<u>Data sheet below:</u> USDA weekly export inspections report with corrections to the last three weeks' grain export inspections reports. (This usually covers a 2-5 week prior time frame).

| export inspections i | | | CONTAINER S | <u>-</u> | | | | | |
|--------------------------|-------------|------------|-------------|----------|----|-------------|-----|---------|-------------|
| USDA Grain Inspecti | ons Report: | | 22-Nov- | | | | | | |
| Last Week | metric tons | WC | YSB | SRW | NS | SWH | HRW | Sorghum | MT TOTAL |
| China Main | | | | | | | | | 0 |
| China T | 20,567 | | 7,666 | | | | | | 28,233 |
| Hong Kong | 1,224 | | | | | | | | 1,224 |
| Costa Rica | | | | | | | | | 0 |
| Indonesia | | | 22,231 | | | | | | 22,231 |
| India | | | 881 | | | | | | 881 |
| Japan | 661 | | 220 | | | | | | 881 |
| Korea Republic | 1,077 | | 1,837 | | | | | | 2,914 |
| Rep S Africa | | | | | | | 24 | | 24 |
| Malaysia | 245 | | 3,231 | | | | | | 3,476 |
| Burma | | | 636 | | | | | | 636 |
| Philippines | | | | | | | | | 0 |
| Thailand | | | 11,922 | | | | | | 11,922 |
| Panama | | | | | | | | 49 | 49 |
| Bangladesh | | | 832 | | | | | | 832 |
| Vietnam | | | 6,805 | | | | | | 6,805 |
| Sub total | 23,774 | 0 | 56,261 | 0 | 0 | 0 | 24 | 49 | 72,422 |
| | | | | | | | | | |
| USDA Corrections/A | | vious repo | orts: | | | | | | 405 |
| China T | 465 | | | | | | | | 465 |
| China Main | | | | | | | | | 0 |
| Hong Kong | | | | | | | | | 0 |
| Korea Rep. | | | | | | | | | 0 |
| Costa Rica | | | | | | | | | 0 |
| Japan | | | | | | | | | 0 |
| Philippines Indonesia | | | 1 404 | | | | | | |
| | | | 1,494 | | | | | | 1,494 24 |
| Malaysia Theiland | | | 24 | | | | | | |
| Thailand Vietnam | | | 1,028 | | | | | | 1,028 |
| | | | 1,249 | | | | | | 1,249 |
| Canada | | | 400 | | | | | | 0 |
| Bangladesh | 405 | 0 | 490 | 0 | 0 | | 0 | 0 | 490 |
| Sub total | 465 | 0 | 4,285 | 0 | 0 | 0 | 0 | 0 | 4,750 |
| Mt. Grand Total | 24,239 | 0 | 60,546 | 0 | 0 | 0 | 24 | 49 | 77,172 |
| Number of containers | | 0 | 2,632 | 0 | 0 | 0 | 1 | 2 | |





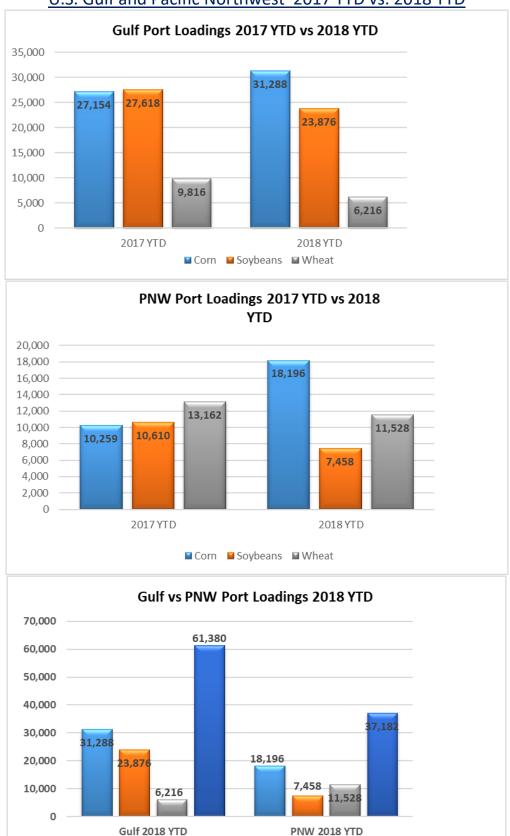
Grain Inspections for Export by U.S. Port Regions: U.S. Gulf and Pacific Northwest 2017 YTD vs. 2018 YTD

| PORT LOADINGS US Gulf | | | | |
|-----------------------|--------|----------|-------|--------|
| (1,000 MT) | CORN | SOYBEANS | WHEAT | TOTAL |
| GULF | | | | |
| 2017 YTD | 27,154 | 27,618 | 9,816 | 64,588 |
| 2018 YTD | 31,288 | 23,876 | 6,216 | 61,380 |
| 2018 as % of 2017 | 115% | 86% | 63% | 95% |

| PORT LOADINGS US PNW | | | | |
|----------------------|--------|----------|--------|--------|
| (1,000 MT) | CORN | SOYBEANS | WHEAT | TOTAL |
| PNW | | | | |
| 2017 YTD | 10,259 | 10,610 | 13,162 | 34,031 |
| 2018 YTD | 18,196 | 7,458 | 11,528 | 37,182 |
| 2018 as % of 2017 | 177% | 70% | 88% | 109% |

| PORT LOADINGS GULF vs. PNW | | | | | | | | | | |
|----------------------------|--------|----------|--------|--------|--|--|--|--|--|--|
| (1,000 MT) | CORN | SOYBEANS | WHEAT | TOTAL | | | | | | |
| 2018 Gulf YTD | 31,288 | 23,876 | 6,216 | 61,380 | | | | | | |
| 2018 PNW YTD | 18,196 | 7,458 | 11,528 | 37,182 | | | | | | |
| TOTAL | 49,484 | 31,334 | 17,744 | 98,562 | | | | | | |
| Gulf Percentage | 63% | 76% | 35% | 62% | | | | | | |
| PNW Percentage | 37% | 24% | 65% | 38% | | | | | | |

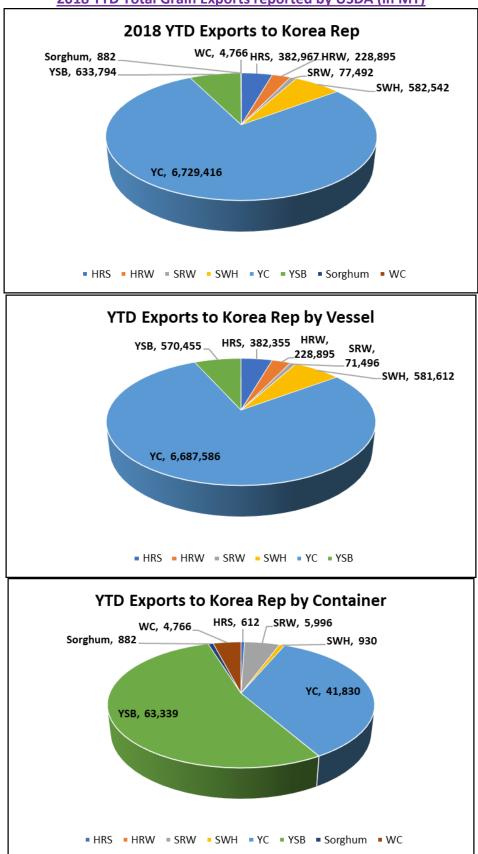
Grain Inspections for Export by U.S. Port Regions (1,000MT): U.S. Gulf and Pacific Northwest 2017 YTD vs. 2018 YTD



Source: USDA-data

■ Corn Soybeans Wheat Total

2018 YTD Total Grain Exports reported by USDA (in MT)



 $^{{}^{\}star}\text{Please}$ keep in mind that USDA does not report DDGS sales, or they would show as the largest exports by container.

Source: USDA

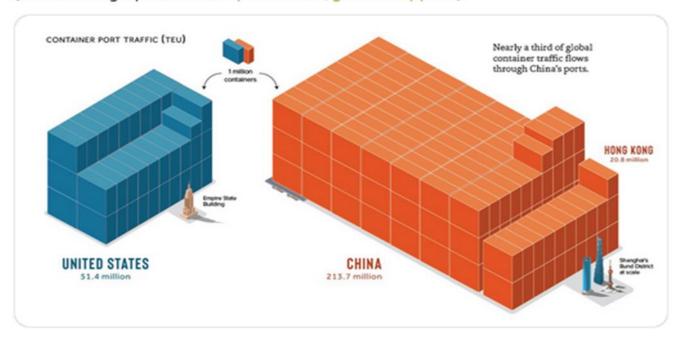
Shipping News

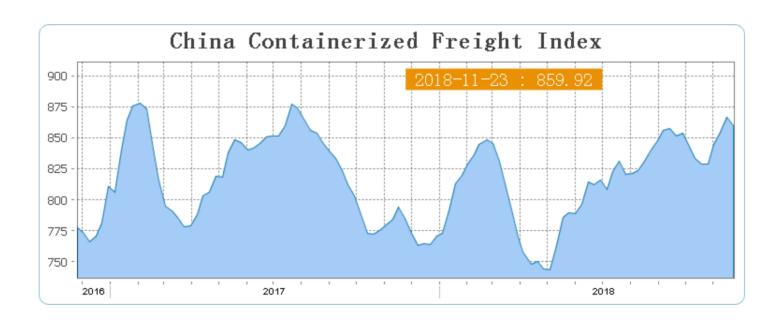


Visual Capitalist ② @VisualCap · 21h

Visualizing Global Shipping Container Traffic

(See full infographic: visualcapitalist.com/global-shippin...)





U.S. RIVER BARGE FREIGHT

Current Barge Freight for Placement Last Half December 2018

| | | - | | |
|----------------------------------|--------|----------|------|----------------|
| | | | | |
| Placement LH December 2018 | % of | | Corn | Soybeans-Wheat |
| | Tariff | MT | BU | BU |
| Upper Mississippi | Closed | \$ - | 0.00 | 0.00 |
| Illinois River (Pekin and South) | 330 | \$ 17.50 | 0.44 | 0.48 |
| Mid-Mississippi | Closed | \$ - | 0.00 | 0.00 |
| Lower Ohio | 270 | \$ 13.27 | 0.34 | 0.36 |
| St. Louis | 240 | \$ 10.56 | 0.27 | 0.29 |

Secondary Rail Car Market for car placement period: Last Half December 2018.

| Secondary Rail Car Market | BID | | ASK | | BID | | ASK | | BID | | | ASK |
|-----------------------------|-----|----------|-----|----------|-----|--------|-----|--------|-----|--------|----|--------|
| Placement FH. December 2018 | USD | | USD | | BU. | | | BU. | | MT | | MT |
| | | | | | | | | | | | | |
| BNSF Shutle Trains | \$ | (100.00) | \$ | (50.00) | \$ | (0.03) | \$ | (0.01) | \$ | (0.98) | \$ | (0.49) |
| UPRR Shuttle Trains | \$ | (450.00) | \$ | (300.00) | \$ | (0.11) | \$ | (0.08) | \$ | (4.43) | \$ | (2.95) |

www.grains.ksu.edu/igp

Best Regards,

Jay

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