





Palm & Lauric Oils
Price Outlook Conference & Exhibition

4-6 March 2024

Global Trade of Soybean Oil
Pricing Mechanism





IVPA - Indian Vegetabl...cers' Association · 1st

Association

7h • 🕲

#SudhakarDesai, President of **#IVPA** (Indian Vegetable Oil Producers' Association), delivered a significant presentation at the **#CME** (CBOT) event held in Mumbai earlier today, on March 1st.

During his presentation, Mr. Desai focused on the pertinent issues surrounding CBOT **#soya** oil contracts and their hedge efficacy. His insightful analysis and recommendations regarding these matters were duly noted by the representatives of CME present at the event.

#edibleoil #soybean #hedge















Paul Bloemendal







McKinsey & Company









reshaping the face of markets







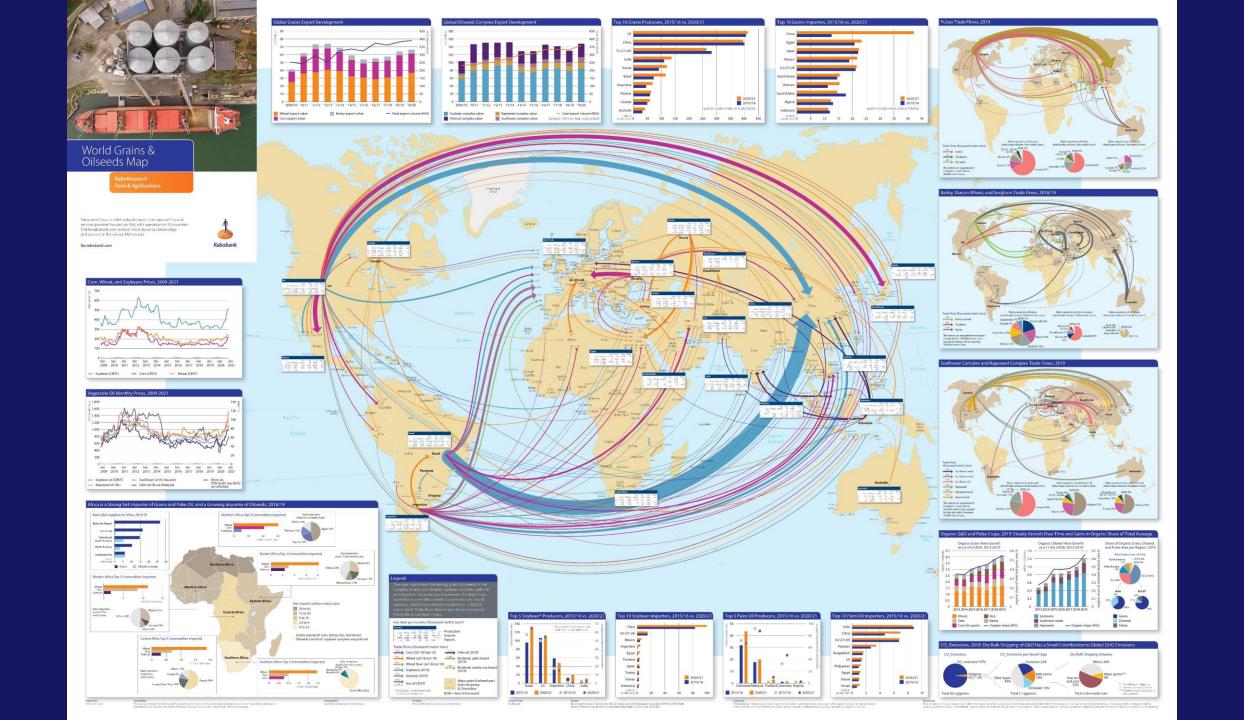


WHO ARE YOU?

- Derivatives trader?
- Physical oils trader?
- Analyst?
- All 3?
- Experience with Chinese exchanges?
- Experience with Arbitrages between onshore / offshore cargoes?
- Basis trader?

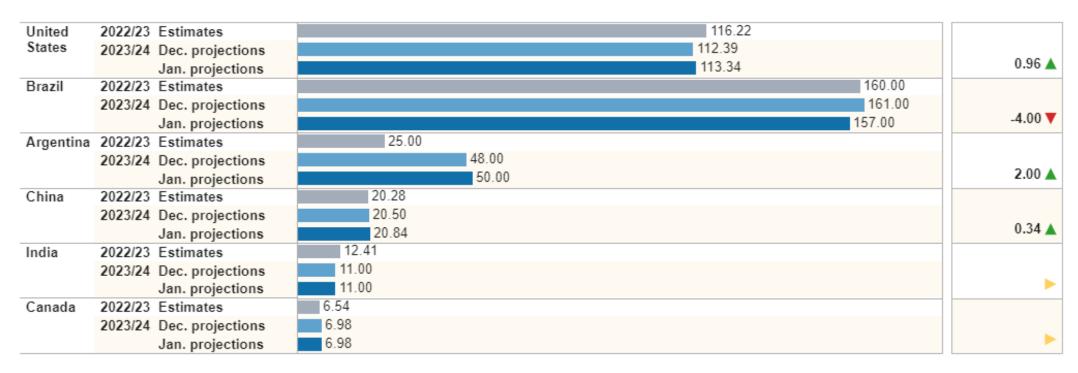










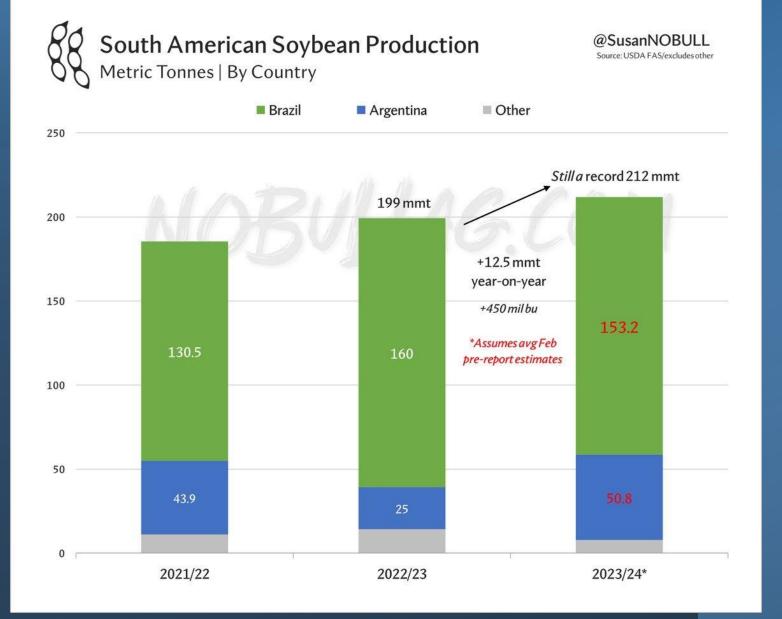


Oilseed, Soybean world production, January projections for 2023/24: 398.98 million metric tons.

Average U.S. forecast price for soybean oilseed (dollars per bushel)

	Average price
2022/23 Estimates	14.20
2023/24 Dec. projections	12.90
Jan. projections	12.75





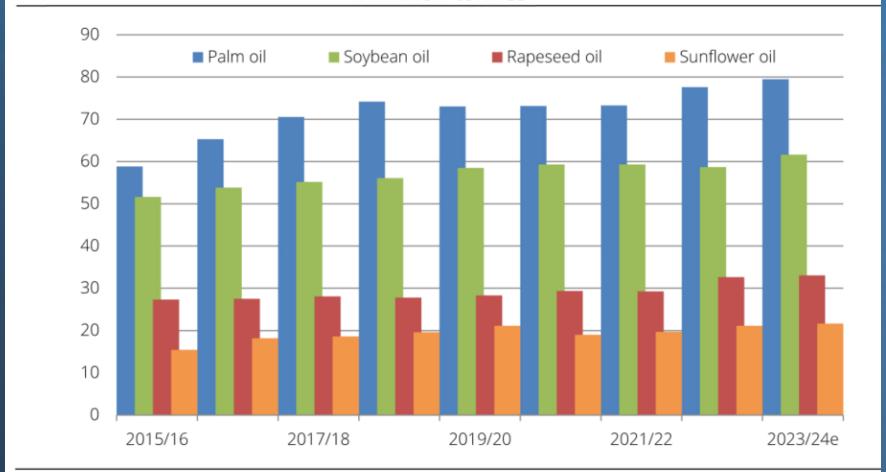






2023/24 vegetable oil production to hit record levels

Global vegetable oil production in million tonnes

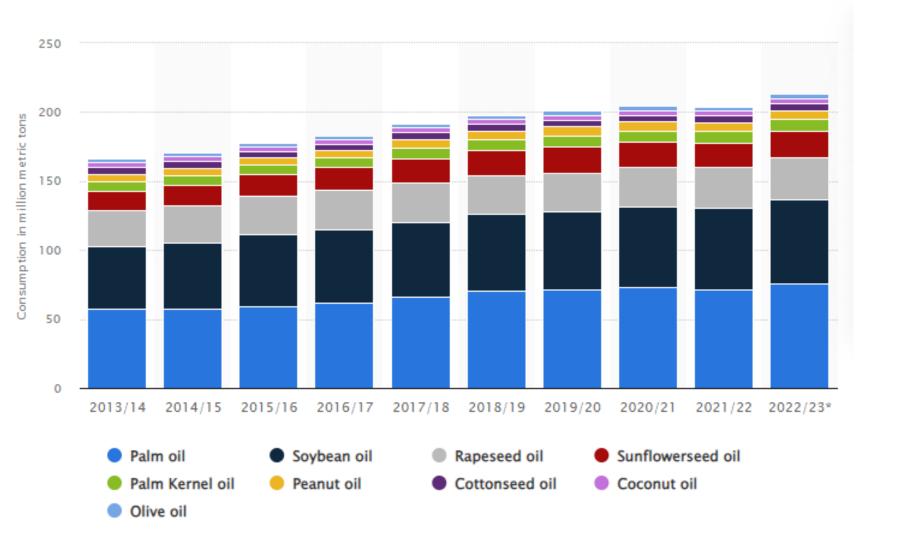


Source: USDA Note: e= estimated





CONSUMPTION OF VEGETABLE OILS WORLDWIDE FROM 2013/14 TO 2022/2023, BY OIL TYPE

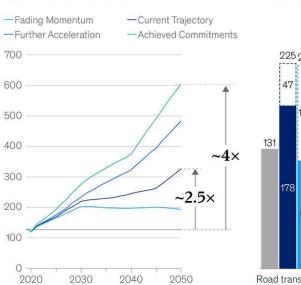


2022/23*	
• Palm oil	76.04
Soybean oil	60.32
• Rapeseed oil	31.21
Sunflowerseed oil	18.58
• Palm Kernel oil	8.78
• Peanut oil	6.51
Cottonseed oil	4.99
Coconut oil	3.78
Olive oil	2.87

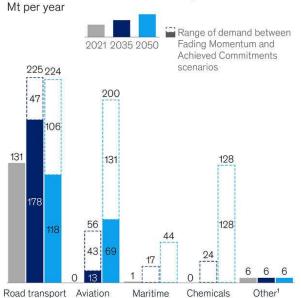


Demand for sustainable fuels could triple by 2050

Global sustainable fuels demand outlook by scenario, Mt per year



Global sustainable fuels demand by sector,



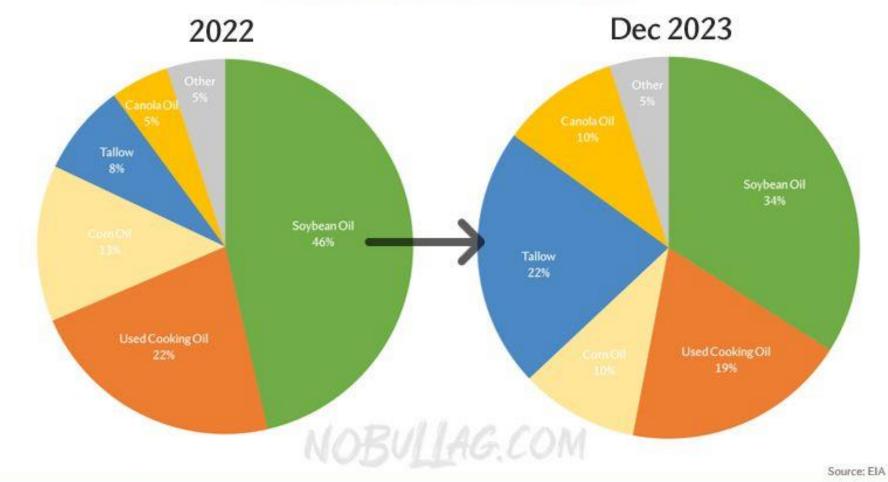
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U.S. Biomass-Based Diesel Feedstocks

Not all feedstocks are created equal!



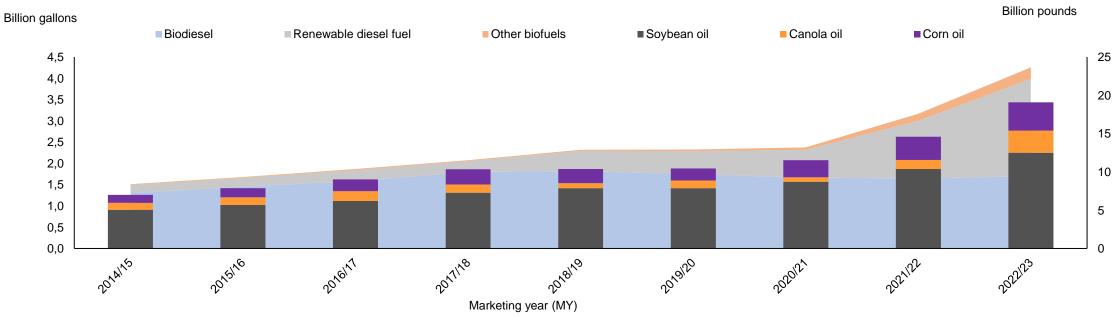




BIODIESEL DEMAND CHANGED TRADE FLOWS

Figure 1

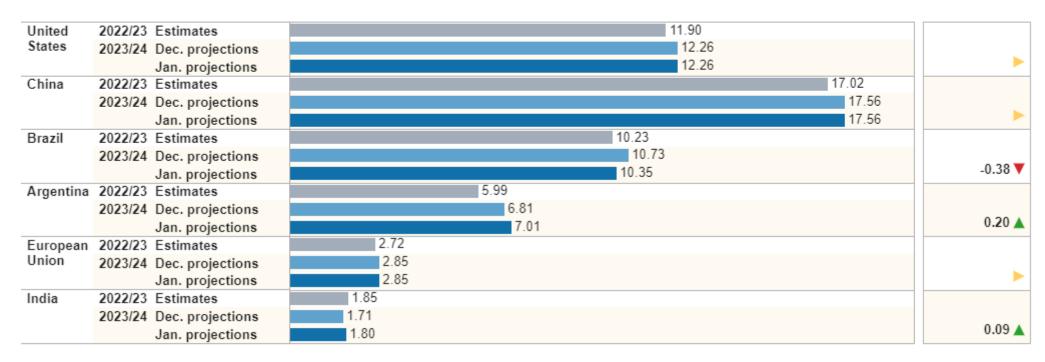
Biomass-based diesel production and vegetable oils use, MY 2014/15–2022/23



MY = Marketing year.

Note: Soybean oil, canola oil, and corn oil account for approximatly 64 percent of estimated total feedstocks used in biofuel production in MY 2022/23. Fats, poultry and animal feedstock categories are excluded. Source: USDA, Economic Research Service using data from U.S. Department of Energy, U.S. Energy Information Administration, *Monthly Energy Review* and *Feedstocks consumed for production of biofuels*, November 2023.





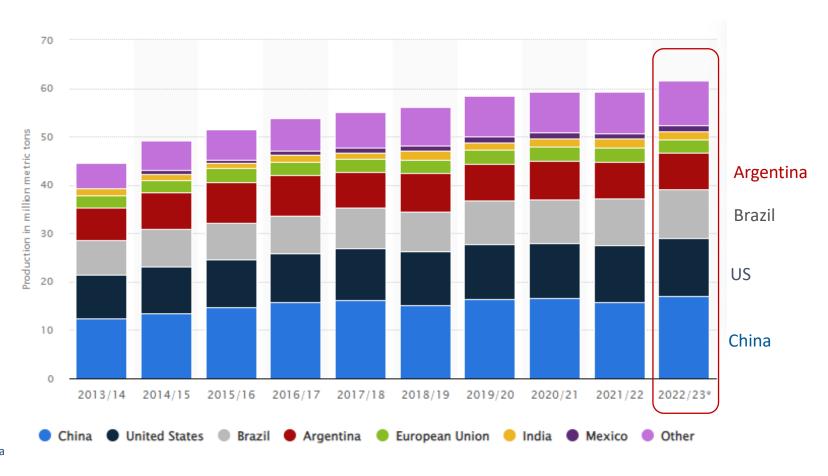
Oil, Soybean world production, January projections for 2023/24: 61.91 million metric tons.

Average U.S. forecast price for soybean oil (dollars per pound)

	Average price
2022/23 Estimates	0.65
2023/24 Dec. projections	0.57
Jan. projections	0.54



Production of soybean oil worldwide from 2013/14 to 2022/23

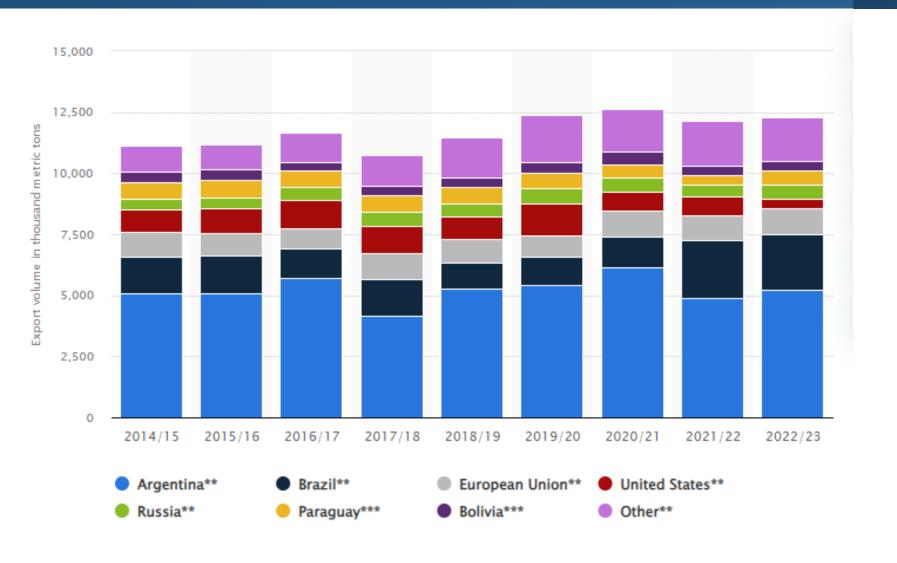








EXPORT VOLUME OF SOYBEAN OIL WORLDWIDE FROM 2014/15 TO 2022/23, BY COUNTRY



2022/23

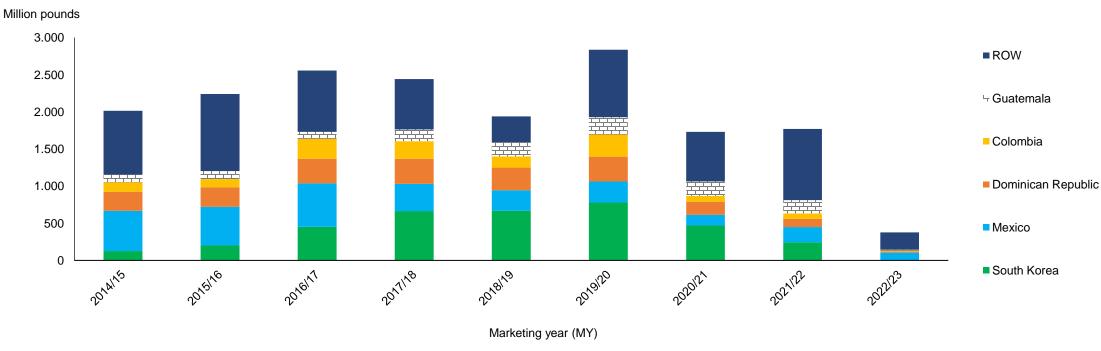
Argentina**	5,250
• Brazil**	2,250
• European Union**	1,075
• United States**	363
• Russia**	575
• Paraguay***	600
• Bolivia***	390
Other**	1,777





USA REDUCED AS PLAYER IN GLOBAL SBO TRADE

Figure 4
U.S. soybean oil export destinations, MY 2014/15–2022/23



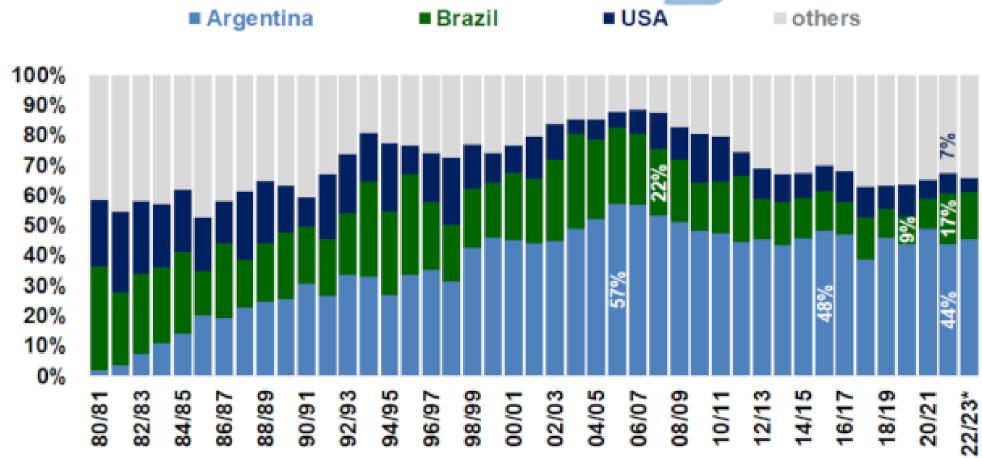
ROW=Rest of world. MY=Marketing year.

Source: USDA, Economic Research Service using data from USDA, Foreign Agricultural Service, Global Agriculture Trade System.

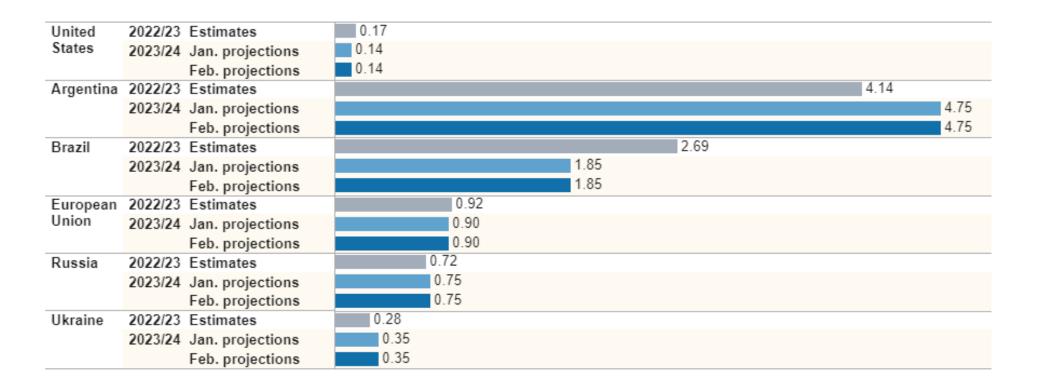


SOYBEAN OIL World Exports by Origin





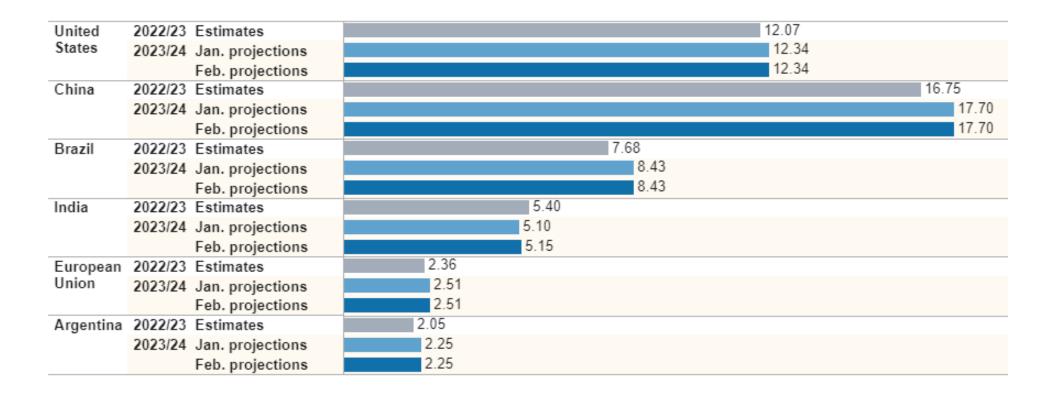
Soybean oil exports (million metric tons)



Oil, Soybean world exports, February projections for 2023/24: 11.52 million metric tons.



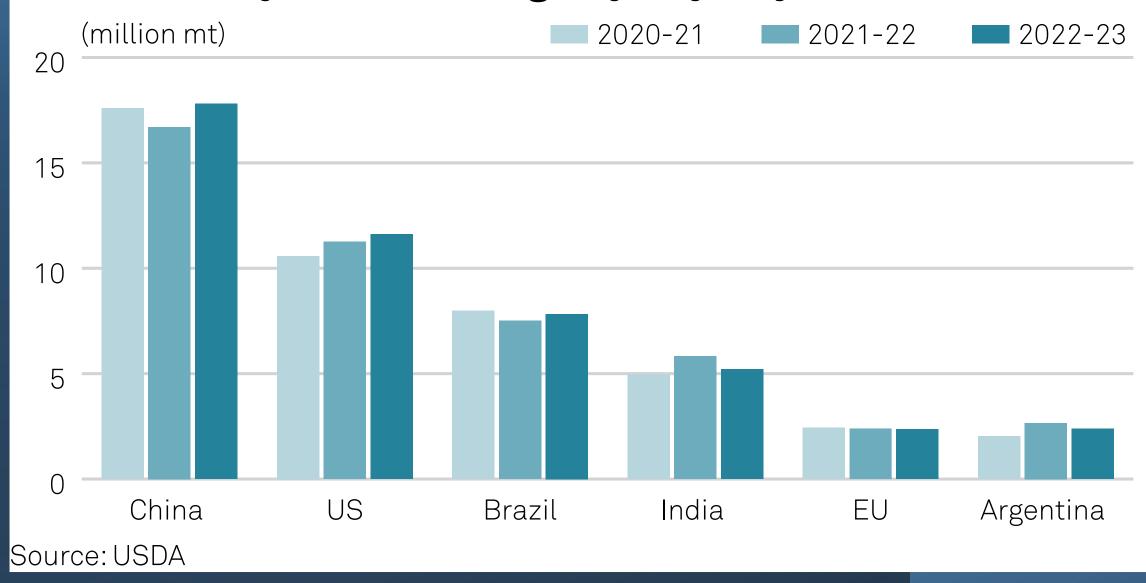
Soybean oil domestic consumption (million metric tons)



Oil, Soybean world domestic consumption, February projections for 2023/24: 60.72 million metric tons.

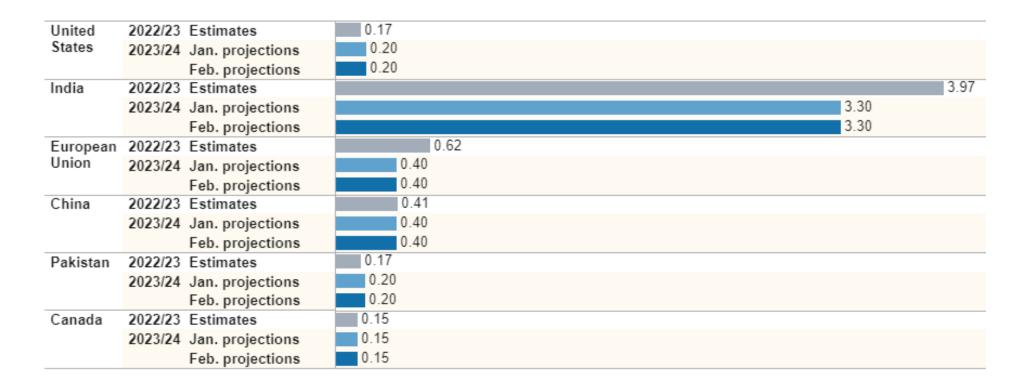


Domestic soybean oil usage by key buyers, sellers





Soybean oil imports (million metric tons)



Oil, Soybean world imports, February projections for 2023/24: 10.75 million metric tons.

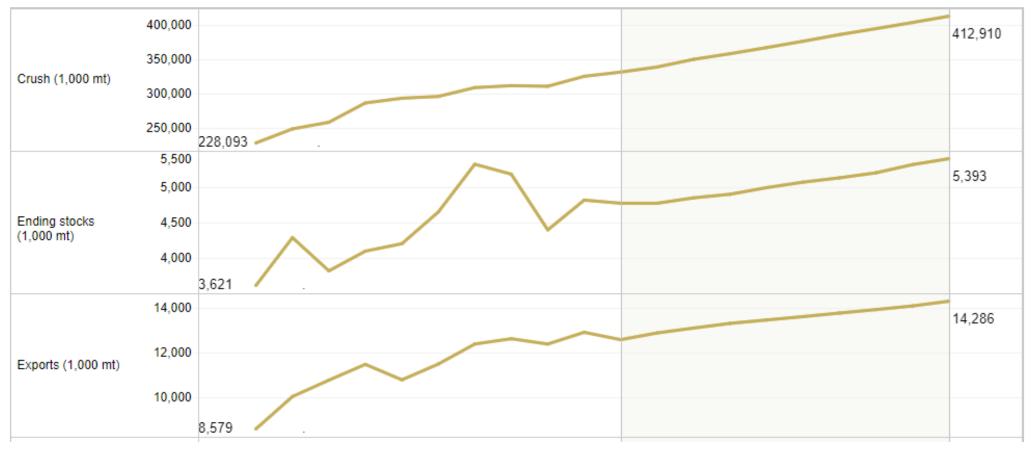




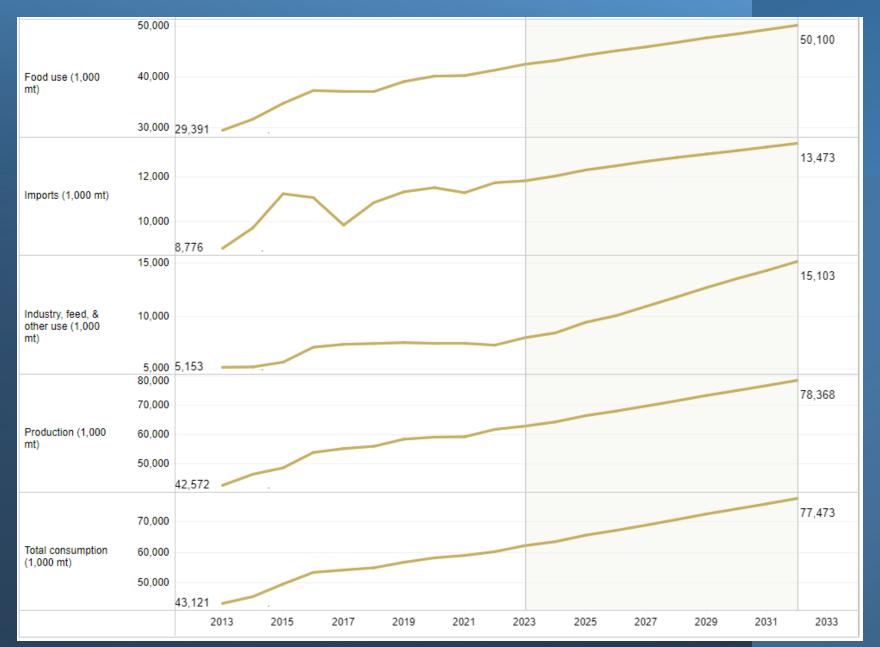
WORLD SOYBEAN OIL IN THE FUTURE

https://www.ers.usda.gov/data-products/international-baseline-data/visualization-international-baseline-projections,

Baseline variables - multiple regions (Soybean oil)





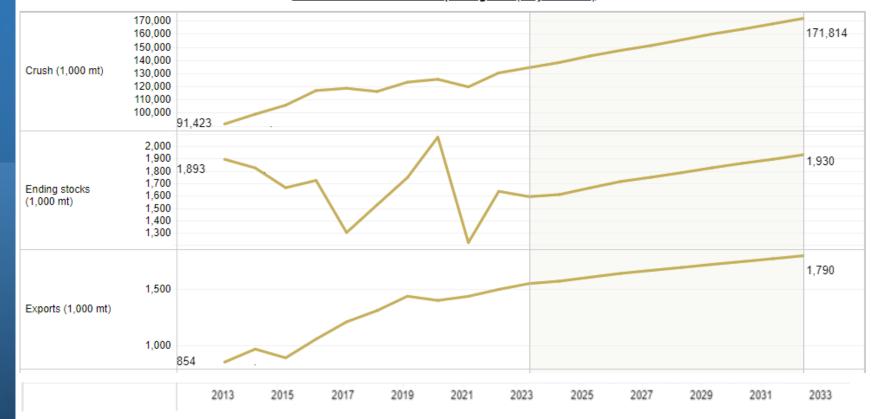




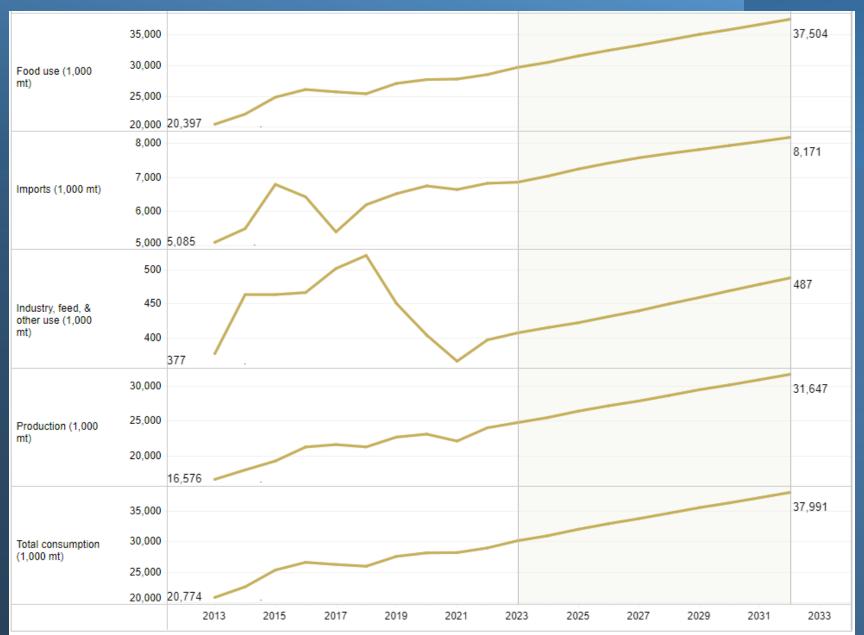


Asian Soybean Oil

Baseline variables - multiple regions (Soybean oil)



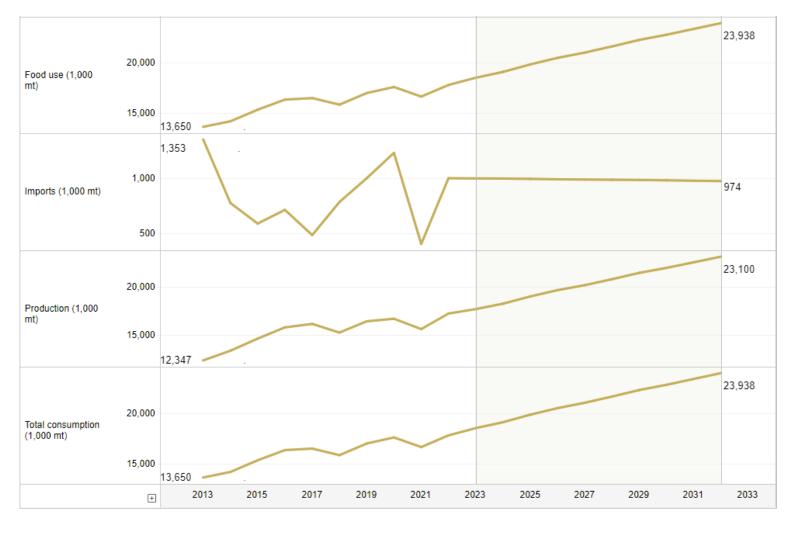








Chinese Soybean oil



In 2022, **1.8 billion mt** of soybean oil was traded via the DCE Soybean Oil Futures, indicating global industry recognition of the market's strong liquidity and price representation.

In 2022, **405 million mt** of Crude Palm Oil ("CPO") was traded via FCPO, which was more than five times the global production of CPO. >50 % of its trading volume was contributed by foreign participants.





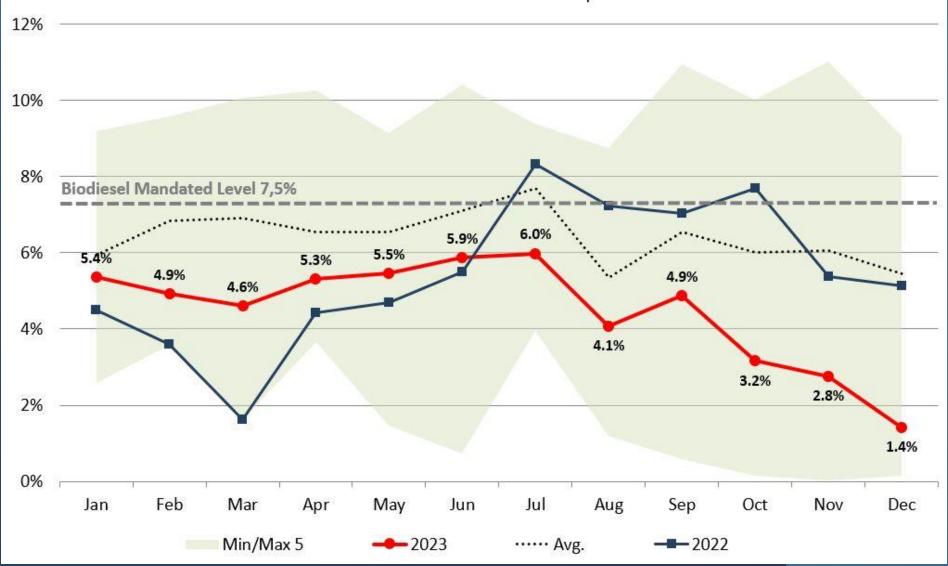


Source: S&P Global Commodity Insights



Real Biodiesel Blending Level in Argentina

As % of national diesel consumption

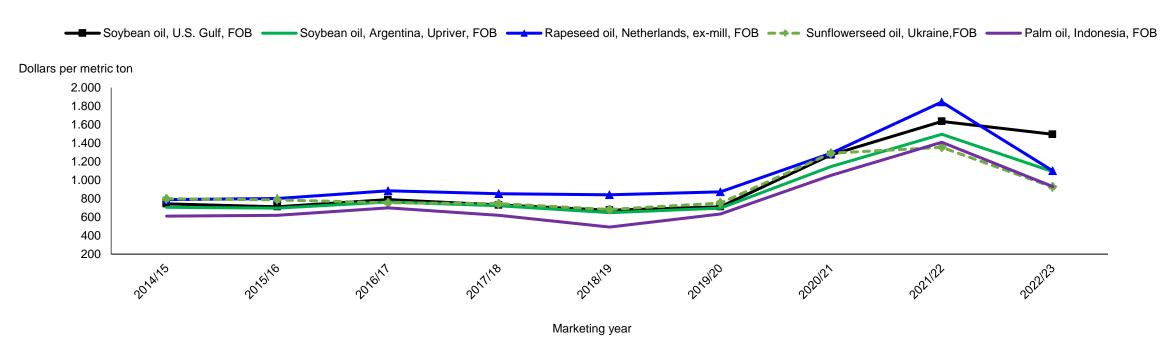






SBO COMPETITIVE INTO DESTINATION IN \$

Figure 3 World vegetable oils prices, MY 2014/15–2022/23



MY = Marketing year. FOB = Free on board.

Source: USDA, Economic Research Service using data from International Grains Council .





SBO TRADES ASIAN DEMAND

- INDIA IMPORTS 3,3MMT
- CHINA IMPORTS 0,4MMT
- REST OF THE WORLD IMPORTS 7,0MMT
- TOTAL GLOBAL TRADE FLOW 10,75 MMT

STILL: DCE SBO TRADED 1,8 BILLION MMT!!!

OR

2022/23		
• Argentina**	5,250	
• Brazil**	2,250	
• European Union**	1,075	
• United States**	363	
• Russia**	575	
• Paraguay***	600	
• Bolivia***	390	
• Other**	1,777	



reshaping the face of markets

A 200X GLOBAL TRADE FLOW, 29X ANNUAL PRODUCTION

YOU WANT TO BE PART OF THAT LIQUIDITY...... = FSOY @ BMD



SBO TRADES FLAT PRICE

- CNF INDIA, INCLUDING LOCAL CRUSH 8,5% OF GLOBAL CONSUMPTION
- CNF CHINA, INCLUDING BEANS 29,2% OF GLOBAL CONSUMPTION
- HEDGED WITH DCE AND CME FUTURES
- OFTEN WITH BOUGHT PUTS OR LOCKED IN MARGINS
- CNY EXPOSURE IS THE ISSUE FOR MOST COMPANIES
- DOUBLE MARGIN CALLS WHEN TRADING DCE AND CME
- ENJOY MARGIN CREDIT FROM INTER-COMMODITY SPREAD TRADING

YOU WANT TO BE PART OF THAT LIQUIDITY...... = FSOY @ BMD



reshaping the face of markets



SBO TRADES FLAT PRICE

- SOYBEAN OIL CAN BE STORED IN THE FORM OF BEANS
- CRUSH MARGINS DETERMINE PRODUCTION LOCATION
 TO BE IN EITHER ORIGIN OR DESTINATION
- OILSHARE DETERMINES IMPORT FLOWS
 WILL THEY CRUSH FOR OIL, OR EXPORT BEANS?
- CME NO LONGER PROPER HEDGE DUE TO BIODIESEL FROM A TRADITIONAL BASIS PREMIUM, TO A HUGE DISCOUNT THESE DAYS, CAUSING LOT OF ISSUES

YOU WANT TO BE PART OF THAT LIQUIDITY...... = FSOY @ BMD



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SBO TRADES FLAT PRICE

- FUTURES+BASIS+FREIGHT=CNF FLAT
- CNF FLAT = DEMAND
- DEMAND = ARBITRATION

- FREIGHT STABLE, LITTLE TO DO
- FUTURES = IM + VM
- BASIS SBO HARD TO TRADE IN SOUTH AMERICA
- >THE ONLY OPTION = DESTINATION PRICING = DCE >> BMD!

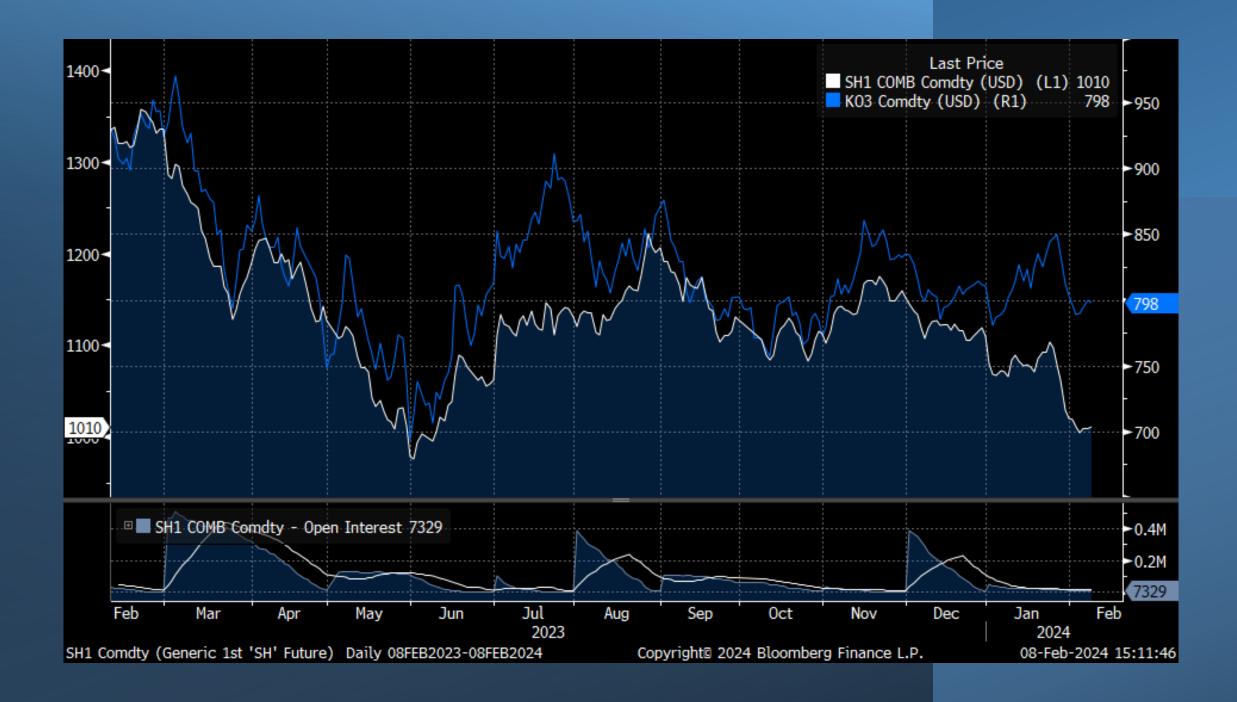


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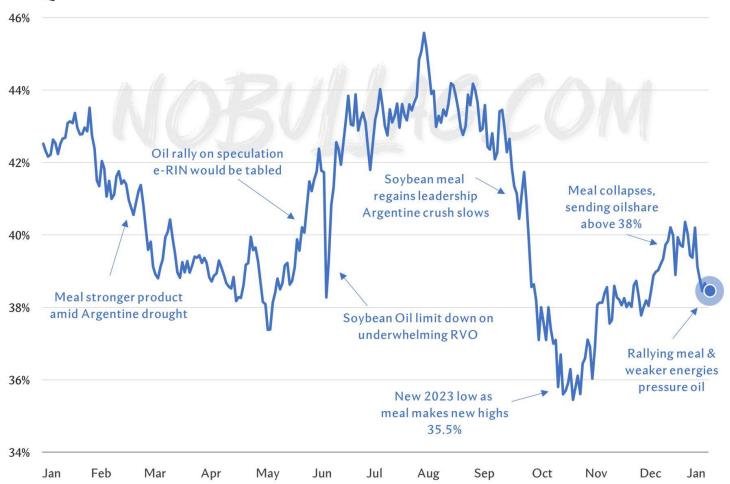




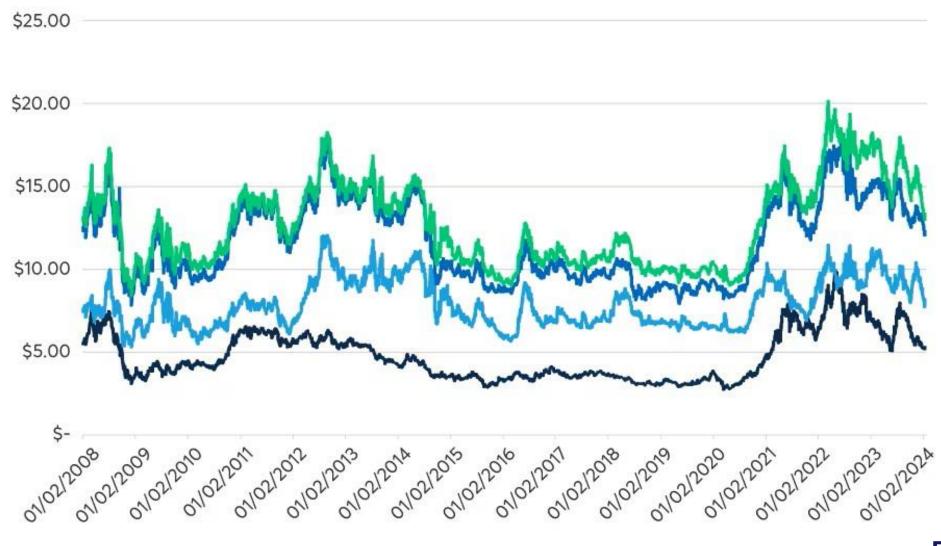








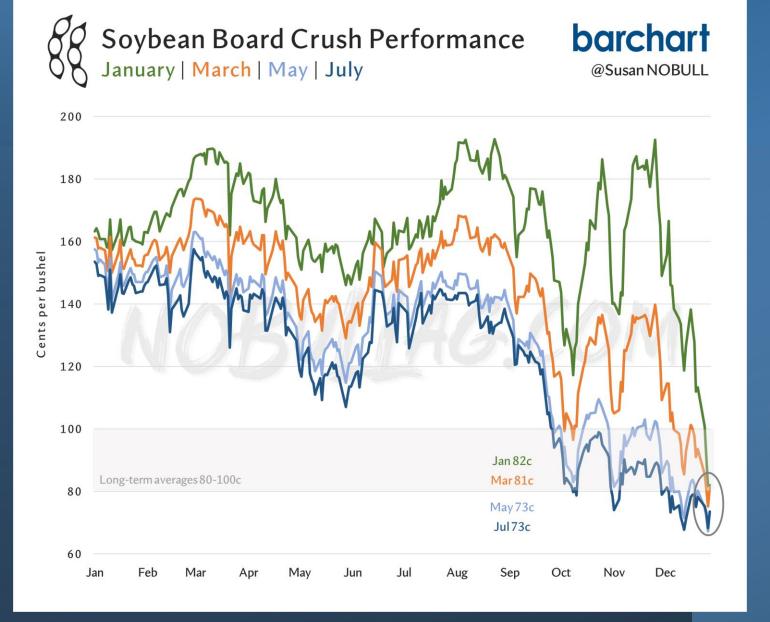




— Oil per 11lbs — Meal per 44lbs — Beans per 60lbs — Crush margin











TOPICS:

StarExtra

Flood Alert

tarESG Urban Biodiversity

True or Not

SOBA 2023

Covid-19 Watch

BMD, DCE sign licensing agreement for futures pricing















Friday, 03 Nov 2023

Related News



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The collaboration between BMD and DCE marks an historic milestone in the development of the Asian derivatives market.

- Bursa Malaysia Derivatives Bhd and Dalian Commodity Exchange have signed a licensing agreement for the settlement price of soybean oil futures.
- DCE's first and first for Chinese exchange with a peer Asian exchange.
- Agreement DCE authorized BMD to use the settlement price of DCE soybean oil futures as the basis to calculate the cash settlement of FSOY.
- Therefore, FSOY should mirror that of the DCE soybean oil futures.
- Launch date: 18 Mar 24.



Why Trade FCPO?

1. Global Access

FCPO is traded electronically on CME GLOBEX®, a global electronic trading platform. Accessing CME Globex® is easy and allows individual and professional traders anywhere around the world to access all Bursa Malaysia Derivatives products.

2. Risk Management

Plantation companies, refineries, exporters and millers can use FCPO to manage risk and hedge against the risk of unfavorable price movement in the physical market.

3. Leveraged Trading

Gain leveraged exposure to the notional value of the underlying asset with a relatively small amount of capital (Initial Margin), magnifying the effect of a given change in price.

4. Immediate Market Exposure

Global fund managers, commodity trading advisers, and proprietary traders can gain immediate exposure to the active Crude Palm Oil market via FCPO.

5. Take Advantage of Both Bull and Bear Markets

FCPO provides retail investors with a structured product to access the Crude Palm Oil market. Buy low and sell high for a bullish outlook on the movement of Crude Palm Oil prices, and vice versa for a bearish outlook.

6. Sustainable Physical Delivery Process

All physical delivery of Crude Palm Oil (CPO) under the FCPO contract must be sourced from Palm Oil Mills that fulfil Oil Palm Management Certification (OPMC) under the Malaysian Sustainable Palm Oil (MSPO) Certification Scheme requirements.



BURSA //	ialaysia do	ce soybean oil	. FUTURES ("FSOY

	Proposed Contract Specifications		
CONTRACT	BURSA MALAYSIA DCE SOYBEAN OIL FUTURES CONTRACT		
CONTRACT CODE	FSOY		
UNDERLYING INSTRUMENT	Crude Soybean Oil (Quality Standard as per the Soybean Oil Futures Contract of Dalian Commodity Exchange ("DCE") ("DCE Soybean Oil Futures Contract"))		
CONTRACT UNIT	25 metric tons (25,000 kilogrammes)		
MINIMUM PRICE FLUCTUATION	USD 0.25 per metric ton		
PRICE LIMITS	With the exception of trades in the spot month, trades of the Contract in any of the conmonths must not be made, during any Business Day, at prices varying more the prescribed percentage above or below the settlement prices of the preceding Bus Day ("Price Limits"), as determined by the Exchange. Prof. The purpose of paragraph (1) above, the price limits (in percentages) of the Soybean Oil Futures Contract will be used to calculate the Price Limits unless the Exchange.		
CONTRACT MONTHS	determines otherwise due to market conditions. January, March, May, July, August, September, November, December		
TRADING HOURS	Morning trading session: 0900 hours to 1230 hours (Malaysia time):		
	Afternoon trading session: 1330 hours to 1800 hours (Malaysia time); and After-hours (T+1) trading session: 2100 hours to 2330 hours (Malaysia time, Monday to Thursday only).		
FINAL TRADING DAY	DCE's 10th trading day of the delivery month.		
	 If DCE's 10th trading day falls on a day which is not a Business Day, the Final Trading Day will be on the Business Day Immediately preceding DCE's 10th trading day. 		
	3. Trading in the spot month ceases at 1500 hours (i.ialaysia time) on the Final Trading Day.		
SETTLEMENT METHOD	Cash settlement based on the final settlement value.		
FINAL SETTLEMENT VALUE AND CONTRACT SETTLEMENT	 The final settlement value will be calculated using the DCE Soybean Oil Futures Contract' one-off delivery settlement price on DCE's 10th trading day of the delivery month, adjusted for conversion from Renminbi ("CNY") into USD rounded to the nearest USD 0.25. 		
	 The calculation of the final settlement value will be based on the CNY Central Parity Rat for USD/CNY as at 0915 hours (i./lalaysia time) published on DCE's 10th trading day of th delivery month by the People's Bank of China as per the link below: http://www.chinamoney.com.cn/english/bmkcpr/ 		
	3. The Contract will be settled on DCE's 10th trading day of the delivery month.		
	 If DCE's 10th trading day of the delivery month falls on a day which is a non-Business Day the Contract will be settled on the Business Day immediately after DCE's 10th trading day of the delivery month. 		



Contract Specifications				
Contract Code	FCPO			
Underlying Instrument	Crude Palm Oil			
Contract Size	25 Metric Tons (MT)			
Contract Months	Spot month and the next 11 succeeding months, and thereafter, alternate months up to 36 months ahead			
Trading Hours	Monday to Friday (Malaysia time) Morning trading session: 10.30 a.m. to 12.30 p.m. Afternoon trading Session: 2.30 p.m. to 6.00 p.m Monday to Thursday (Malaysia time) After-hours (T+1) trading session: 9.00 p.m. to 11.30 p.m			
Pricing Unit	Malaysian Ringgit (MYR)			
Price Limits	1. With the exception of trades in the current delivery month, trades for future delivery of Crude Palm Oil in any month, must not be made, during any 1 Business Day, at prices varying more than 10% above or below the settlement prices of the preceding Business Day ("the 10% Limit") except as provided below: (a) When the 10% Limit is triggered (except for the current month), the Exchange will announce a 10-minute cooling off period ("the Cooling Off Period") for Contracts of all contract months (except the current delivery month) during which trading may only take place within the 10% Limit. (b) Following the Cooling Off Period, Contracts of all contract months will be specified as reserved for a period of 5 minutes, after which the price limit will be expanded to 15%. The prices traded for Contracts of all contract months (except the current month) must then not vary more than 15% above or below the settlement prices of the preceding Business Day ("the 15% Limit"). (c) If the 10% Limit is triggered less than 30 minutes before the end of the morning trading session, the 10% Limit will apply to Contracts of all contract months during the afternoon trading session. (d) If the 10% Limit is triggered less than 30 minutes before the end of afternoon trading session, the			
	10% Limit will apply to Contracts of all contract months for the rest of the afternoon session. (e) If the 10% Limit is triggered less than 30 minutes before the end of the after-hours (T+1) trading session, the 10% Limit will apply to Contracts of all contract months (except the current month) for the rest of the after-hours (T+1) trading session and the 15 % Limit will apply to Contracts of all contract months (except the current month) for the following morning and afternoon trading sessions. 2. For the purposes of paragraph 1(a), the 10% Limit will be considered triggered in the manner the Exchange may prescribe * When at least 3 non-spot month contracts are trading at the 10% Limit, the Exchange shall announce a 10-minute cooling off periods			



Key Difference: FSOY vs DCE Soybean Oil Futures

Contract	Bursa Malaysia DCE Soybean Oil Futures Contract	DCE Soybean Oil Futures
Contract Code	FSOY	Υ
Underlying Instrument	Crude Soybean Oil	Crude Soybean Oil
Contract Unit	25 MT	10MT
Minimum Price Fluctuation	USDO.25/MT	CNY2/MT
		6% as of today.
Price Limits	Follow DCE's price limit in percentage	http://www.dce.com.cn/DCEENMO/Trading_&_Clearing/siness _Parameters15/Trading/Daily_Parameters82/index.html
Contract Months	January , March, May, July, August, September, November, December	same
Trading Hours	Morning trading session: 0900 hours to 1230 hours Afternoon trading session: 1330 hours to 1800 hours After-hours (T+1) trading session: 2100 hours to 2330 hours (Monday to Thursday only).	Morning trading session: 0900 hours to 1230 hours Afternoon trading session: 1330 hours to 1500 hours After-hours (T+1) trading session: 2100 hours to 2300 hours
Final Trading Day	 DCE's 10th trading day of the delivery month. If DCE's 10th trading day falls on a day which is not a Business Day, the Final Trading Day will be on the Business Day immediately preceding DCE's 10th trading day. Trading in the spot month ceases at 1500 hours on the Final Trading Day. 	Trading in the spot month ceases at 1500 hours on the Final Trading Day.
Settlement Method	Cash settlement (USD)	Physically Settled (CNY)
Trading + Clearing Fee	Total USD0.90	CNY2.5







Palm & Lauric Oils
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4-6 March 2024

Coffee Break?!

Check out https://www.linkedin.com/company/paper-trader/?