

**“Black Sea wheat is under competitive pressure from Latin America and Australia, in the global market.”**

# Agenda



- 01** Introduction to Fastmarkets
- 02** How is the balance shifting in the global wheat market, and is the Black Sea losing its price advantage?
- 03** Black Sea wheat, supply side

# The markets we serve



## Fastmarkets AGRICULTURE

- Grains and oilseeds
- Veg oils and meals
- Biofuels
- Animal fats, oils and proteins
- Hides, leather and industrials

Including

- AgriCensus
- The Jacobsen



## Fastmarkets FOREST PRODUCTS

- Paper packaging
- Graphic paper
- Pulp
- Recovered paper
- Timber
- Containerboard
- Boxboard and cartonboard
- Biomass

Including

- RISI
- Random Lengths



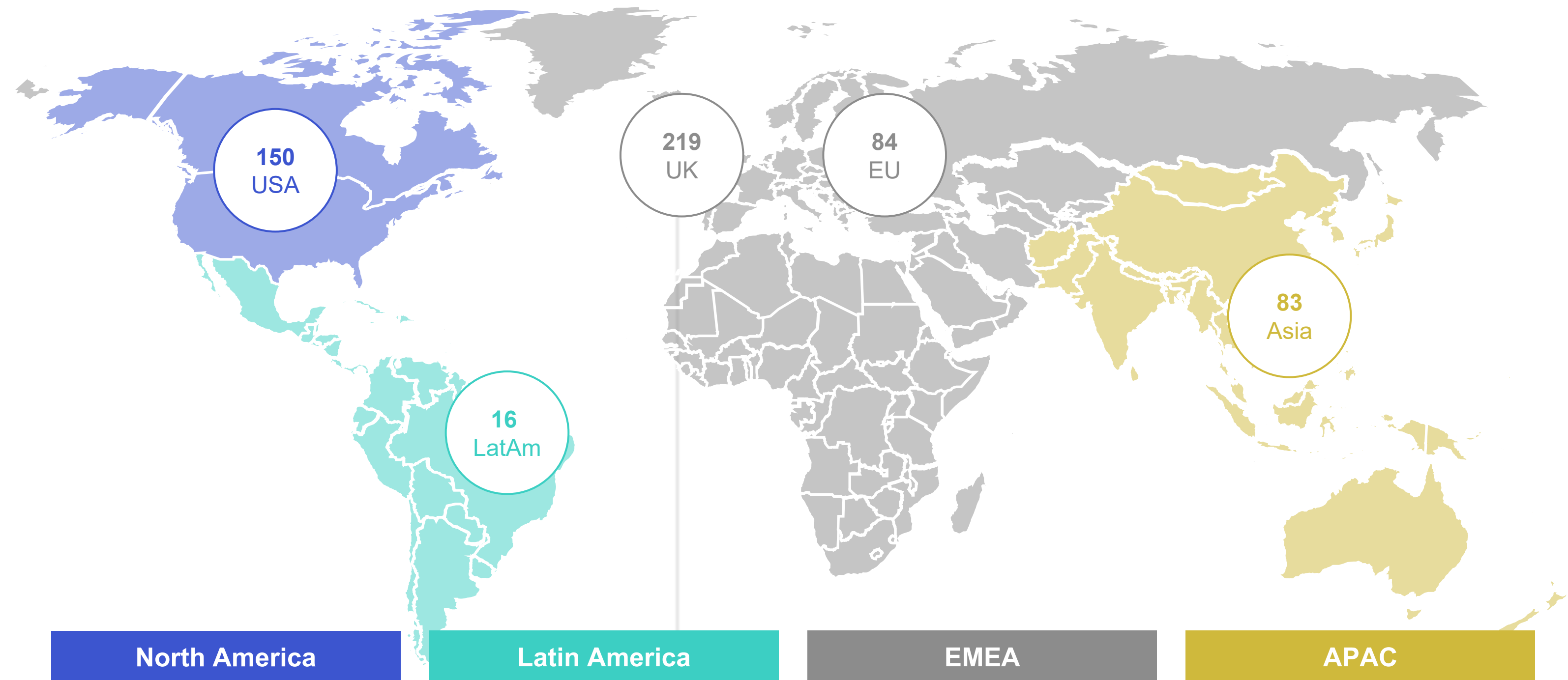
## Fastmarkets METALS & MINING

- Base metals
- Battery materials
- Minor metals
- Ores and alloys
- Scrap and secondary
- Steel and steel raw materials
- Industrial minerals

Including

- American Metal Markets
- Metal Bulletin

# 600+ employees and a strong global presence



“How is the balance shifting in the global wheat market,  
and is the Black Sea losing its price advantage?”

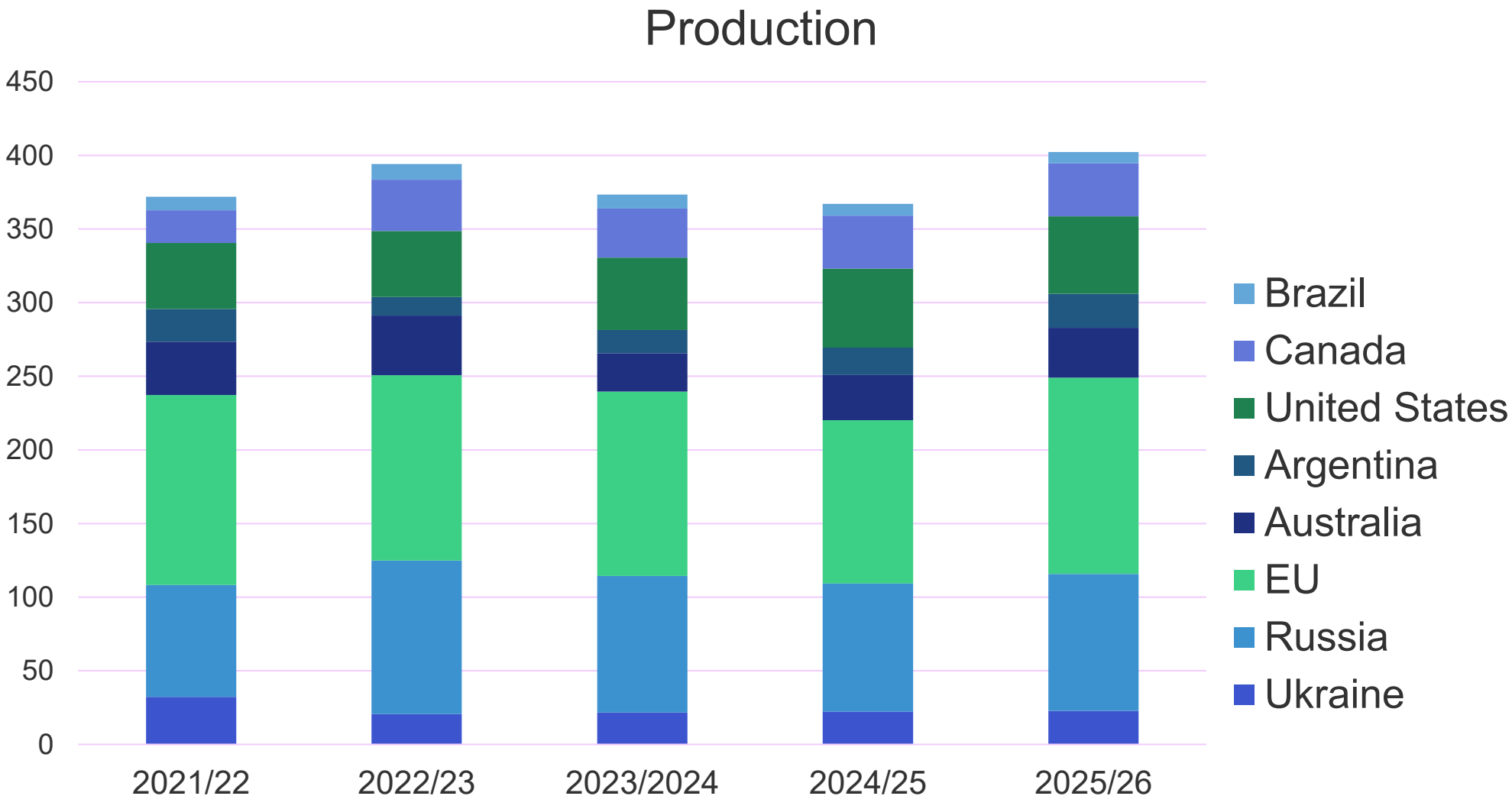


# We are facing huge supply over the globe



**EU HAS EXPERIENCED A LARGE INCREASE IN WHEAT OUTPUT THIS YEAR VS LAST, WITH FRANCE, GERMANY, ROMANIA AND SPAIN SHOWING BIGGEST UPTICK.**

**AUSTRALIA IS GOING TO HAVE EVEN MORE, WITH LOCAL SOURCES EXPECTING A WHEAT RECORD HIGH 37 MMT.**



# Supply is abundant, but demand is stagnant

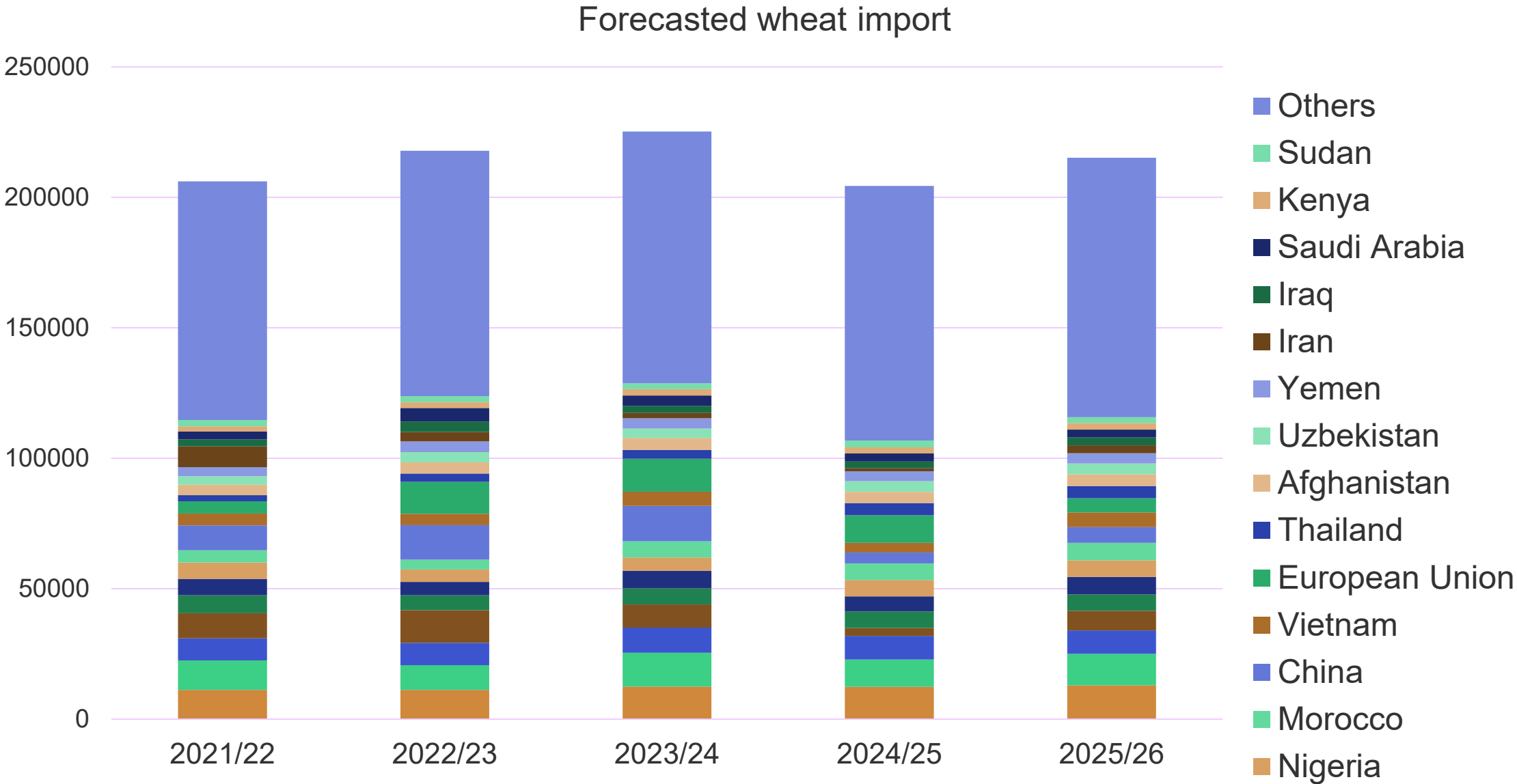


ACCORDING TO THE USDA'S SEPTEMBER REPORT, WHEAT IMPORTS ARE PROJECTED TO RISE MODESTLY YEAR ON YEAR. HOWEVER, SOME OF THE REPORTED FIGURES APPEAR TO BE OVERSTATED, PARTICULARLY FOR:

TURKEY: 7.5 MMT VS. LAST YEAR'S 2.9 MMT

EGYPT: 13 MMT VS. 12.4 MMT

VIETNAM: 5.6 MMT VS. 3.7 MMT





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Turkish wheat demand is unlikely to return to pre-2024/25 marketing year levels, as flour exports have not yet recovered.

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Egypt has so far shown a stronger import pace, but with flour exports declining, prospects for higher imports remain uncertain. Currently, CFR-equivalent prices in the domestic market are lower than CFR offers from Russia or Ukraine.

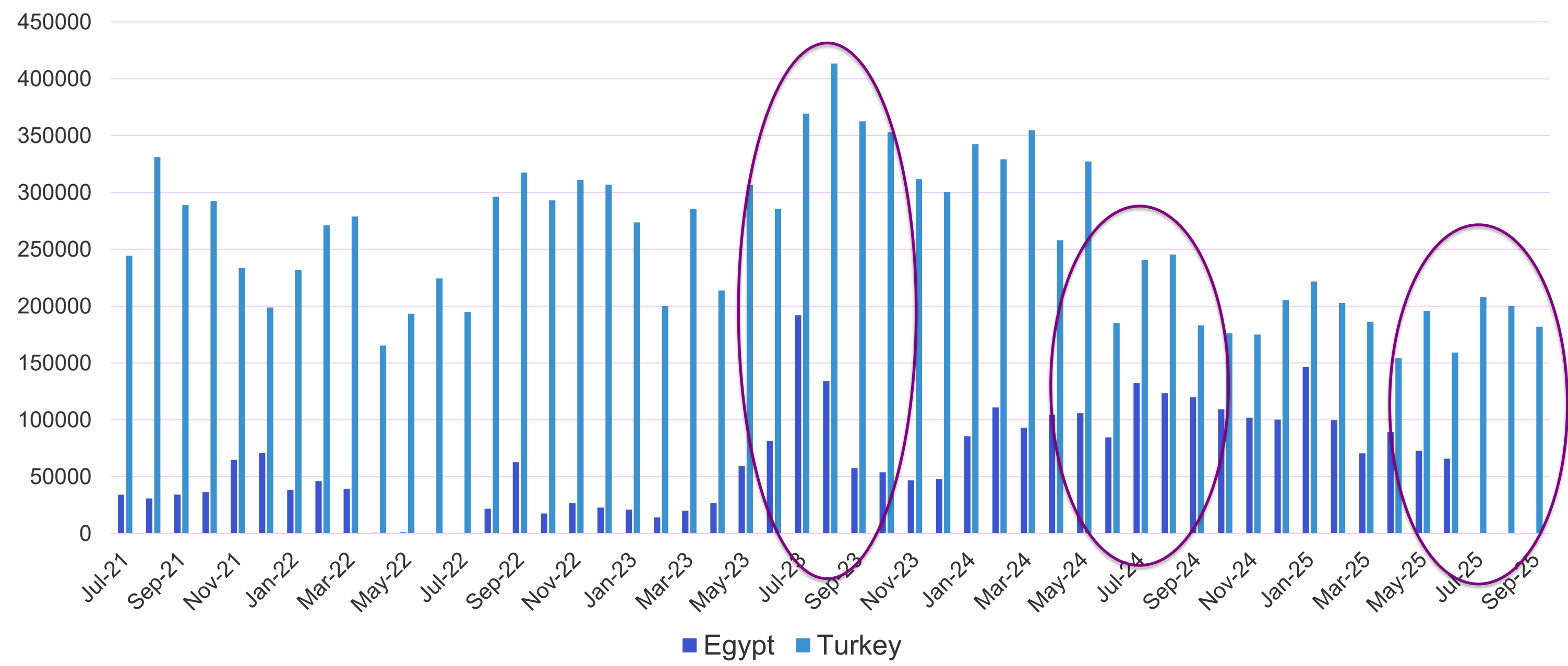
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Indonesia's import volumes have increased this year, but the share sourced from the Black Sea remains small and is likely to stay that way given current price levels in the Southern Hemisphere.

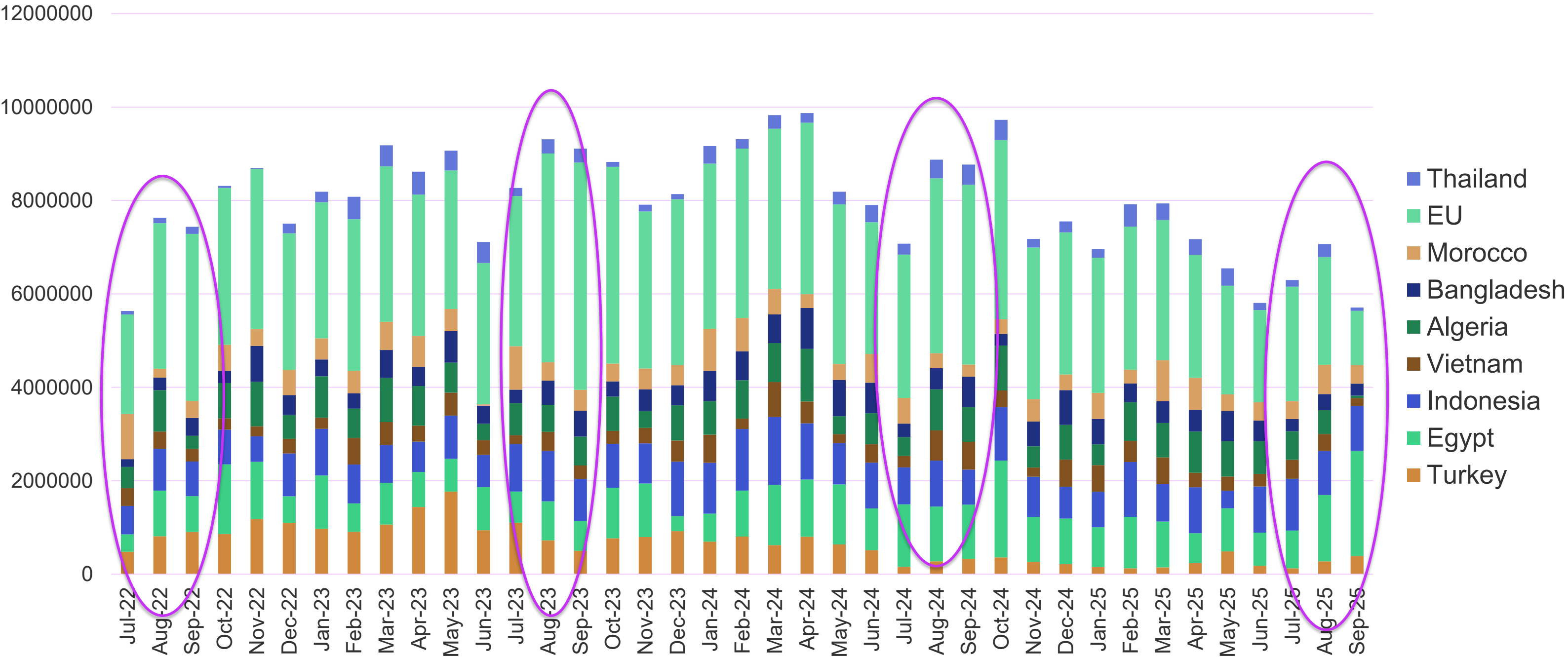
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Vietnam has preferred to buy corn in recent months due to its relatively lower price compared with feed wheat. However, this trend is now starting to shift, as Latin American corn and feed wheat prices have become nearly equal on a CFR basis.

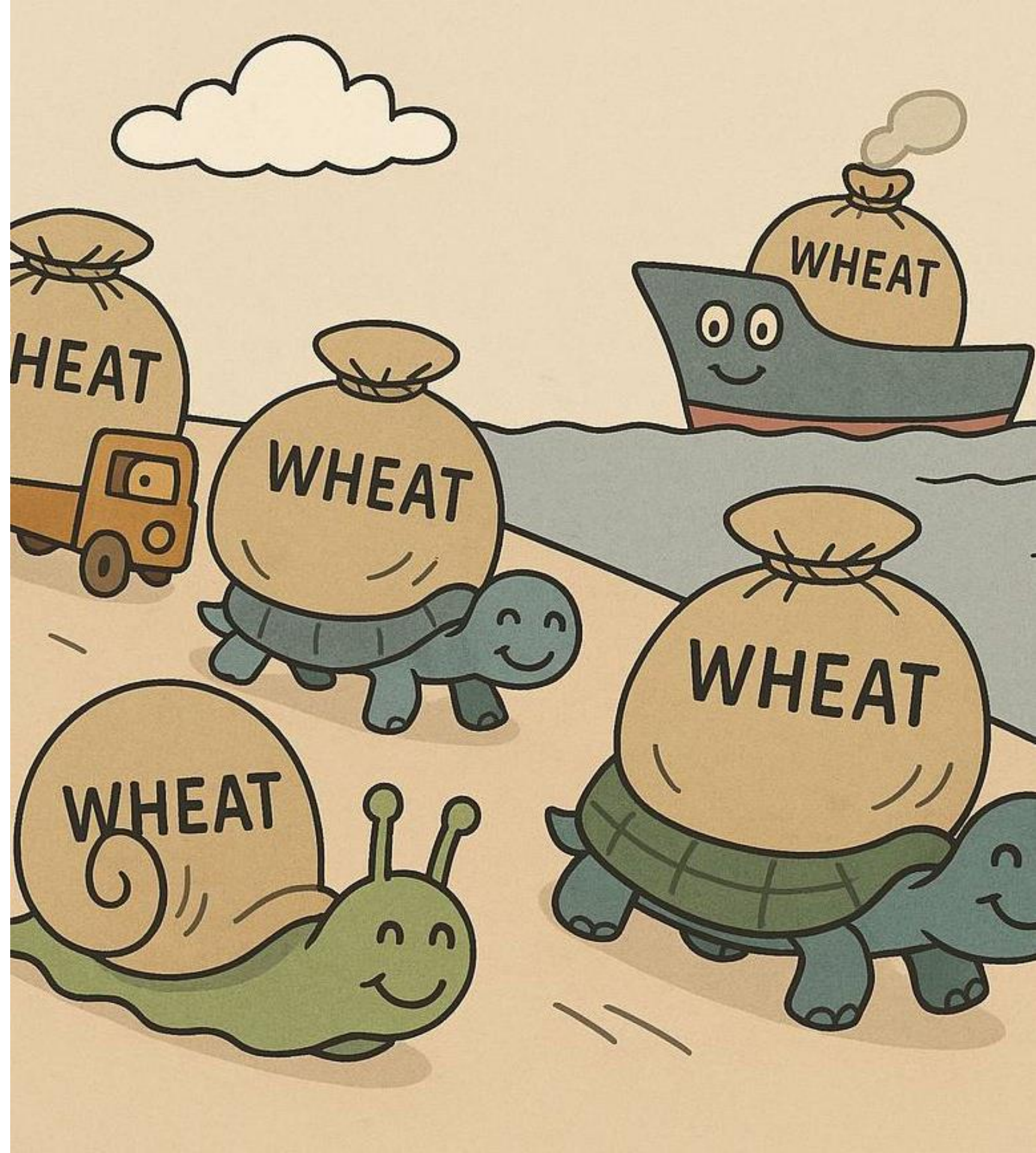
# Wheat flour export flow



# Import pace for key consumers is slowest in few years



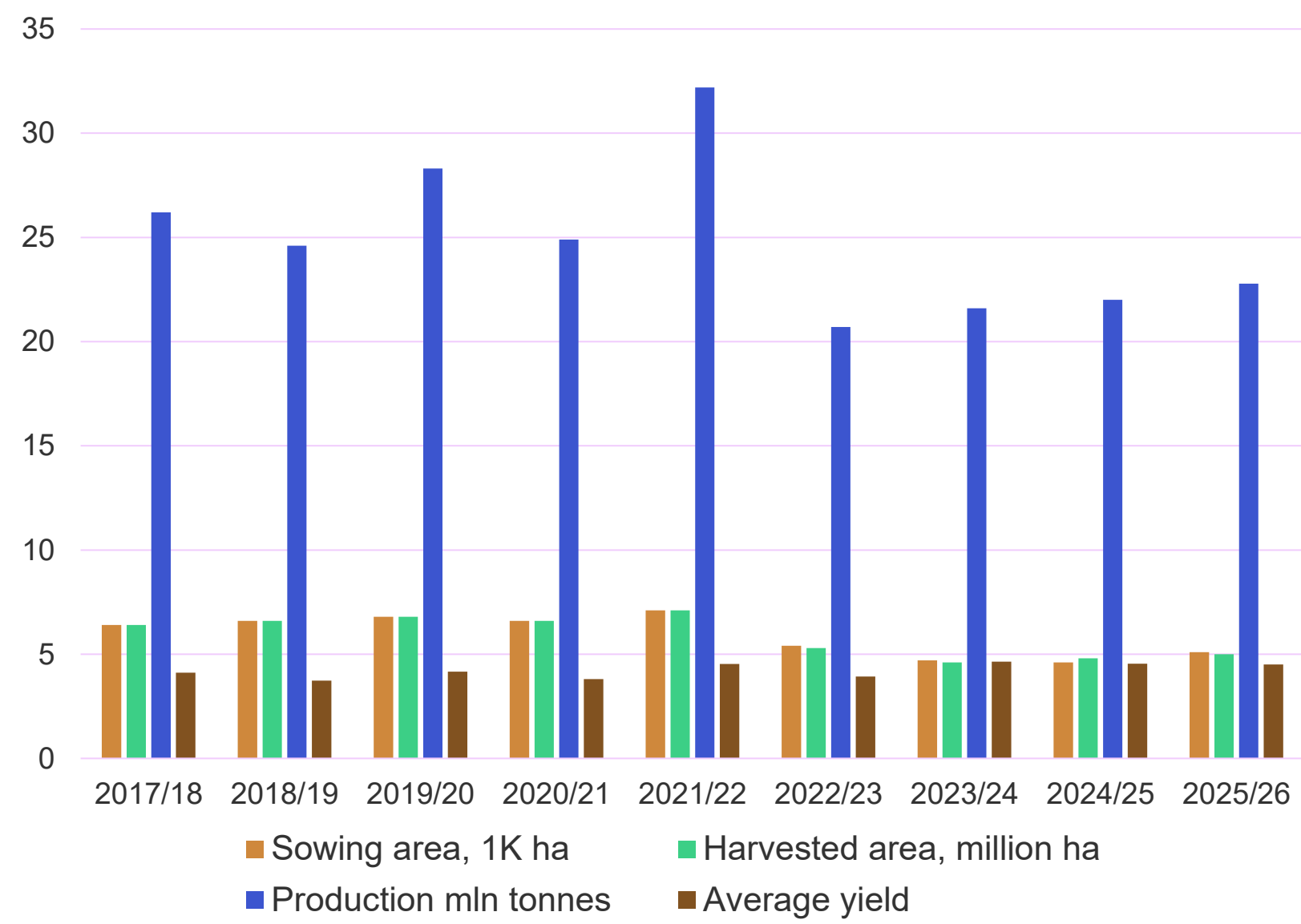
# Black Sea flow



# Ukrainian Supply is slightly better



THIS YEAR THE KEY TOPIC IN UKRAINE IS NOT THE QUANTITY BUT THE QUALITY.

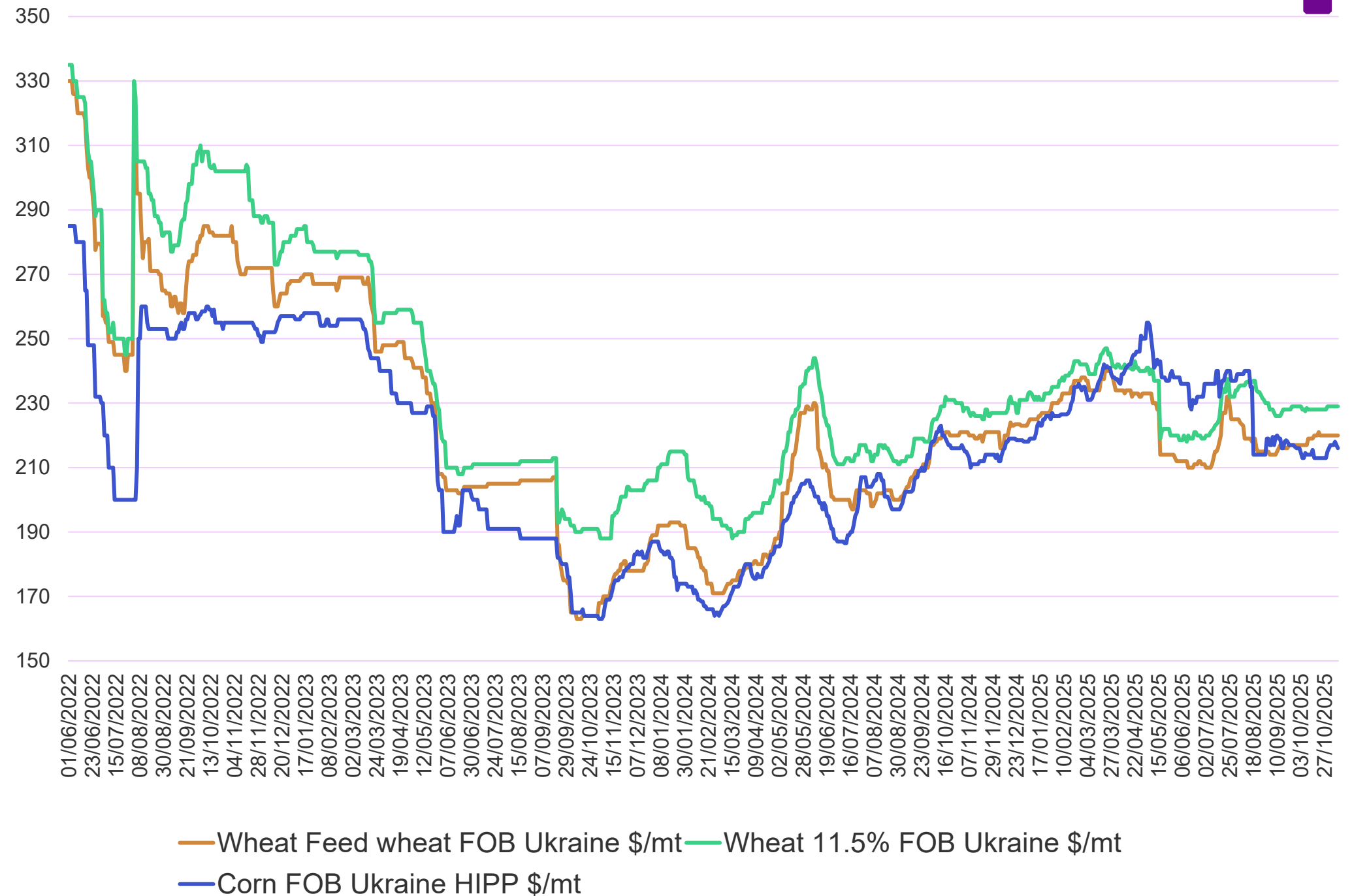


# FEED VS MILLING

DESPITE A STABLE \$10/TONNE SPREAD BETWEEN MILLING AND FEED WHEAT, FEED WHEAT REMAINS SCARCE IN THE DOMESTIC MARKET.

MUCH OF UKRAINE'S 2025/26 CROP SHOWS HIGH PROTEIN BUT FEED-QUALITY TRAITS ARE FALLING OUTSIDE STANDARD CLASSES.

AS TRADERS BLEND SUCH WHEAT, "PURE" FEED WHEAT HAS BECOME RARE ANIMAL.



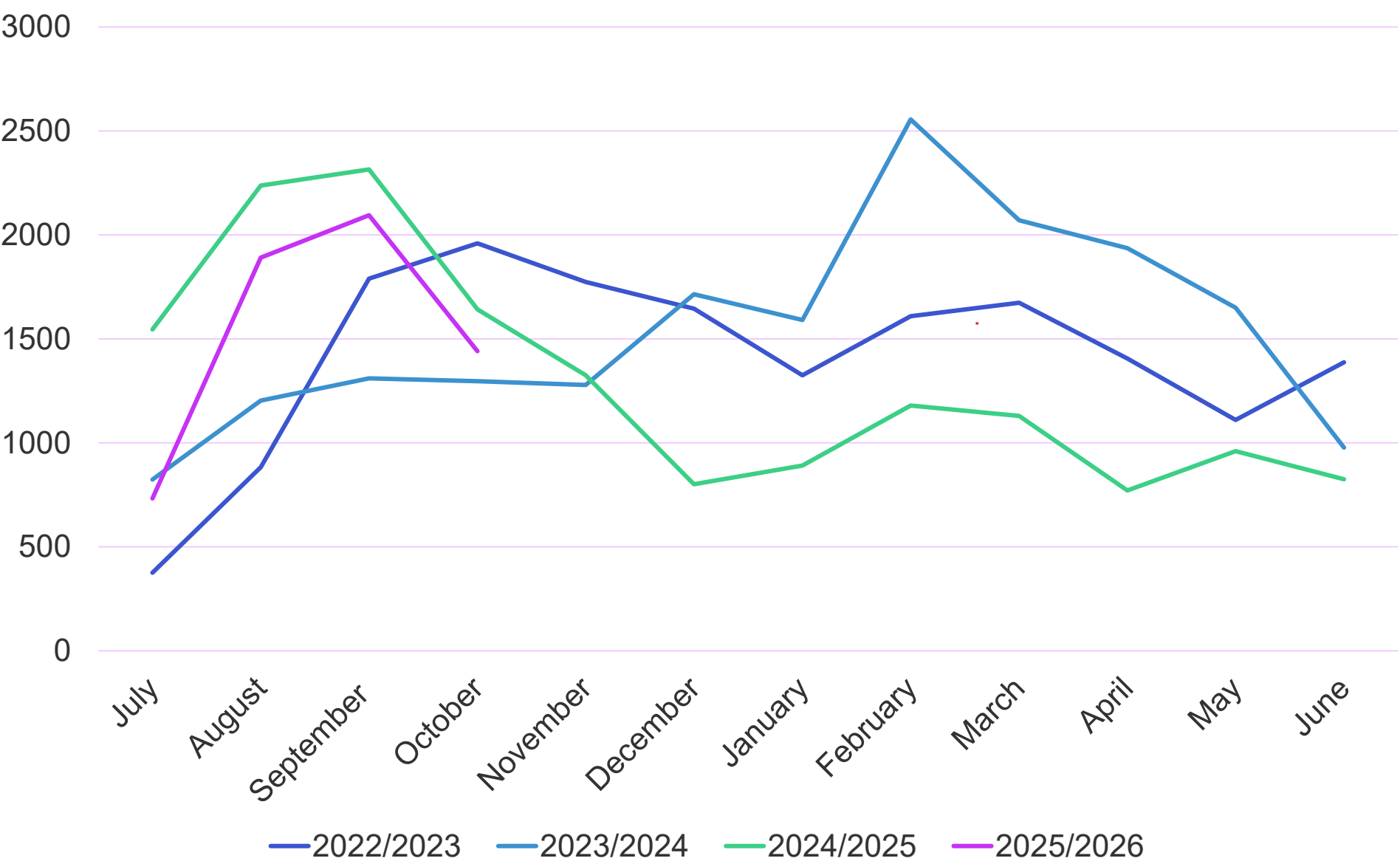
# Ukraine: slower vs last year, but better than other “war” years



THERE IS CURRENTLY NO OFFICIAL ESTIMATE OF THE EXPORT POTENTIAL FOR THE 2025/26 MARKETING YEAR.

TOTAL EXPORTS IN 2024/25 REACHED 15.6 MILLION TONNES. FOR THE CURRENT YEAR, EXPORTS OF AROUND 16–16.5 MILLION TONNES APPEAR ACHIEVABLE.

AN EXPORT POTENTIAL OF APPROXIMATELY 10 MILLION TONNES IS THE REMAINING POTENTIAL.

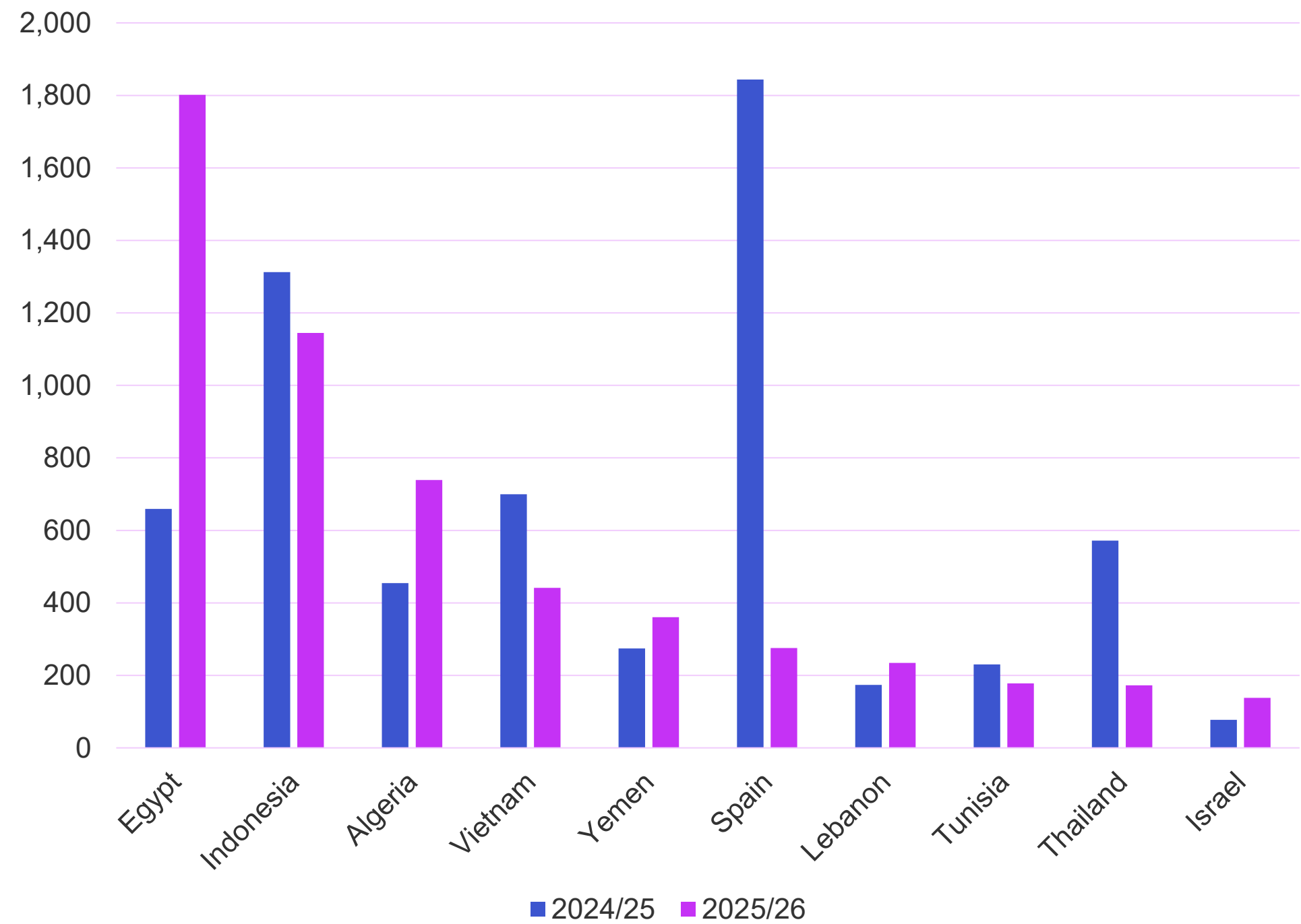


# Big change for Ukraine on destination basis



**THE BIGGEST SWITCH UKRAINE HAS FACED IN 2025/26 IS THE SIGNIFICANT DROP OF THE WHEAT VOLUMES SHIPPED INTO SPAIN AMID THE NEW EU GRAIN IMPORT REGULATION.**

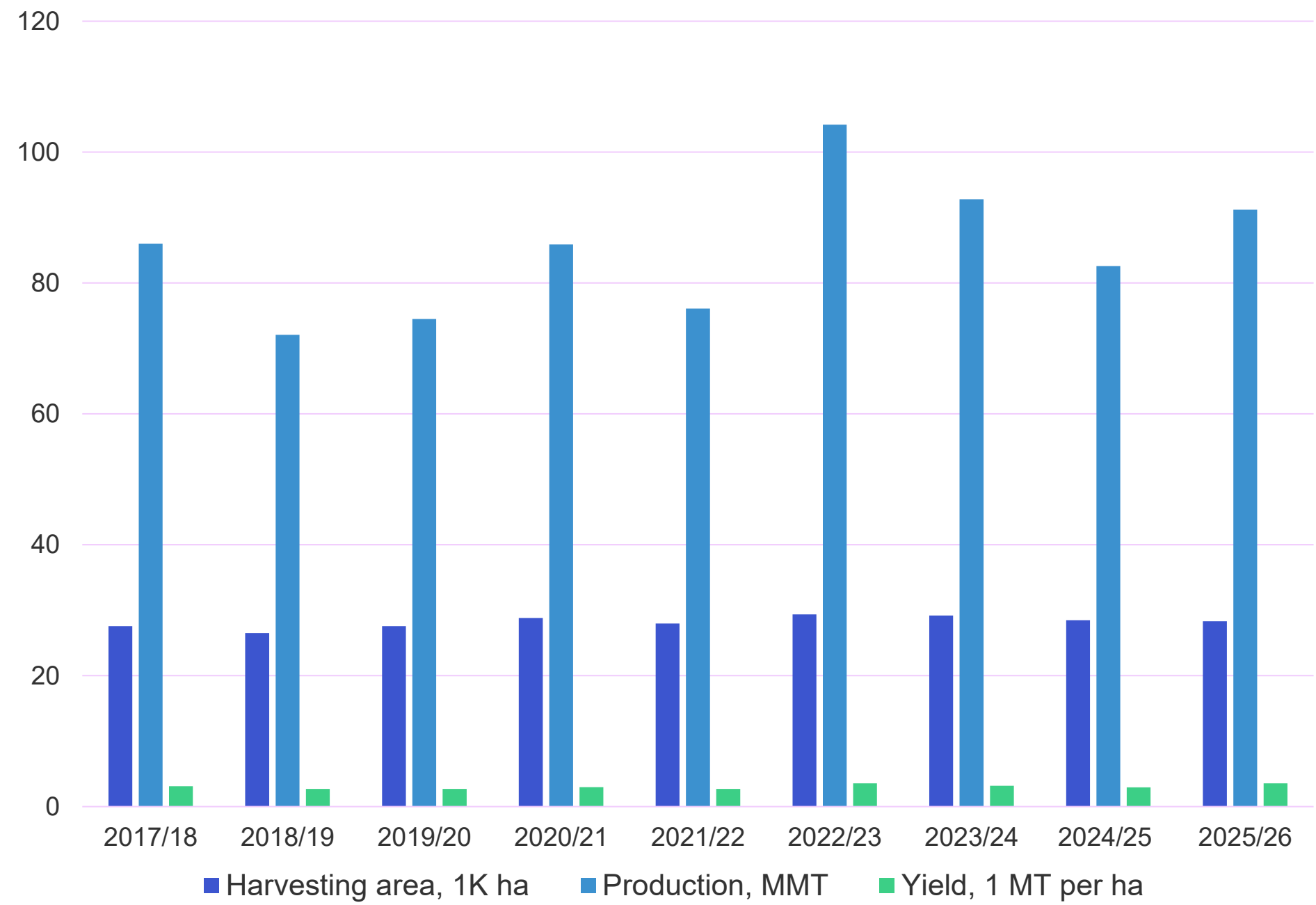
**UKRAINE IS THE SECOND BIGGEST SUPPLIER OF WHEAT INTO ALGERIA, FOLLOWING BULGARIA.**



# Russia



WHEAT CROP IS THIRD HIGHEST FOR SURE, EXCLUDING THE TEMPORARY OCCUPIED UKRAINIAN TERRITORIES. WITH THOSE, THE TOTAL ALREADY REACHED 94.3 MILLION TONNES.



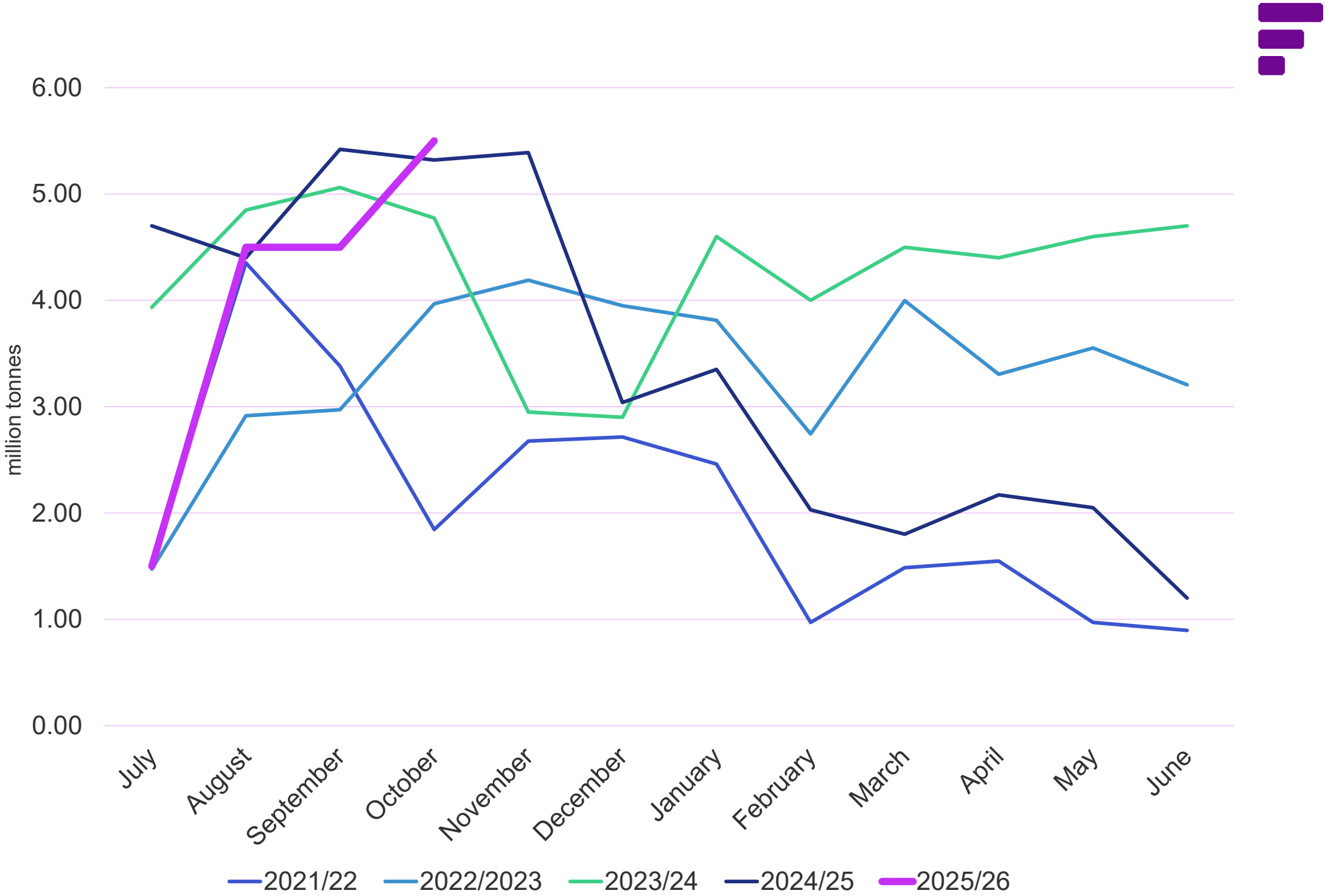
"Russia: a bad start, but the potential is there — with some nuances."

WHEAT EXPORTS ARE AT JUST AROUND 16 MMT VERSUS ALMOST 20 MILLION TONNES BY END OF OCTOBER LAST YEAR.

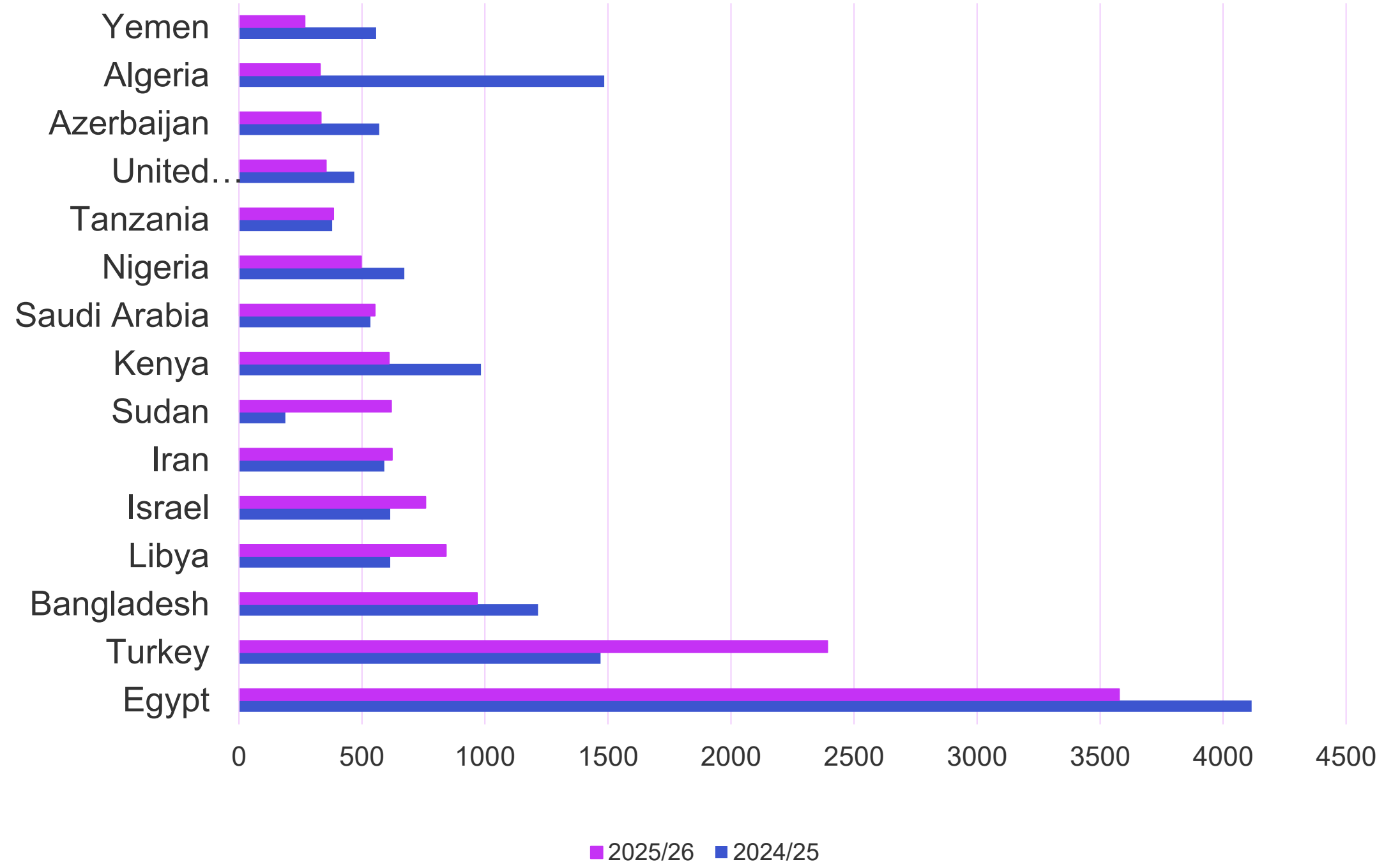
QUOTA FOR 15 FEB-JUNE 30 CONSIDERED AT 20 MMT.

LAST YEAR'S TOTAL EXPORT WAS 41 MILLION TONNES.

BUT LOGISTIC IS TOUGH.

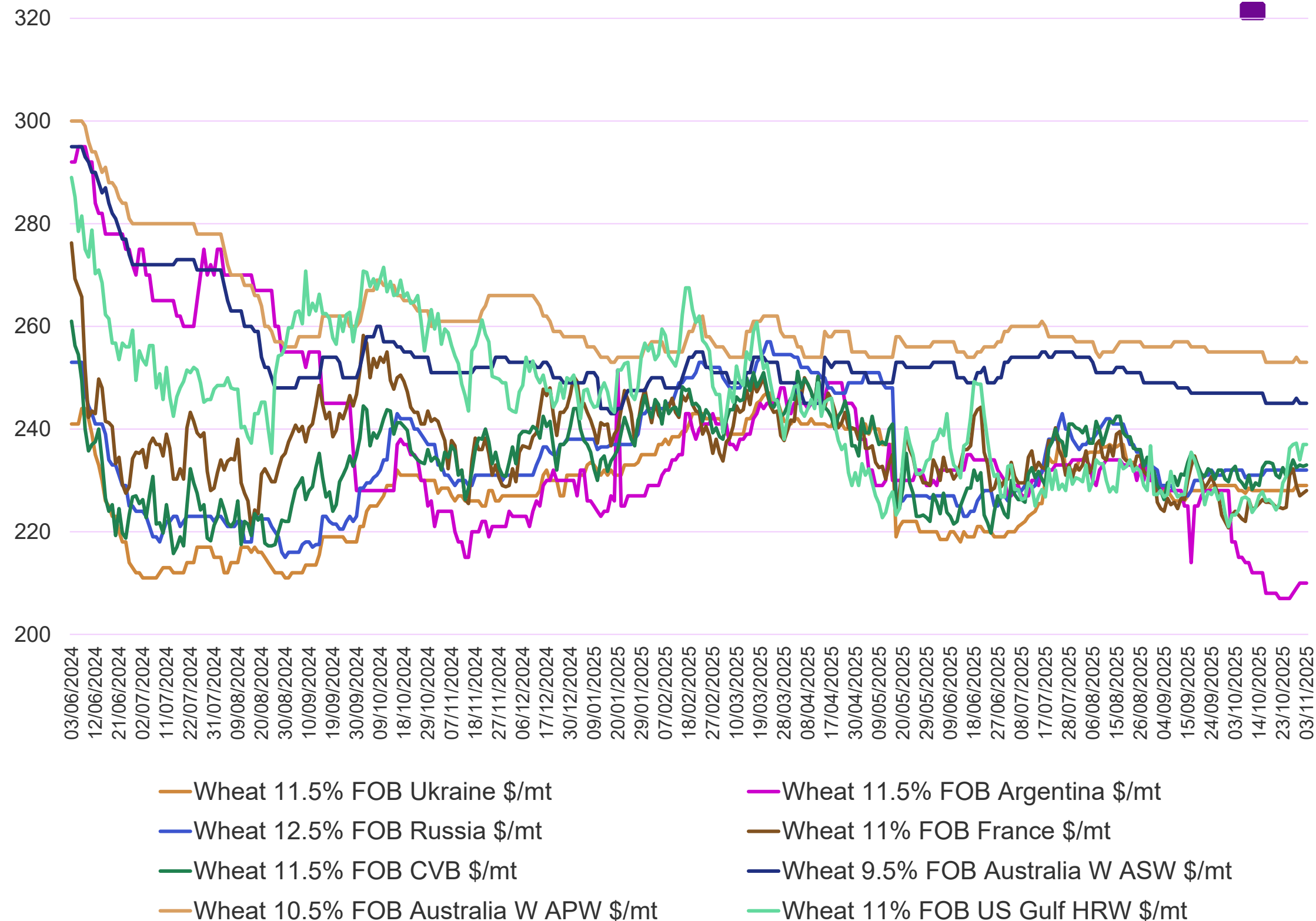


# Russia



# For now, Latam wheat origin is the key competitive one

THE DROP OF ARGENTINIAN PRICE ALLOWS IT TO COMPETE ON TRADITIONAL NORTH AFRICAN DESTINATIONS FOR THE FIRST TIME SINCE 2022, ALONG WITH ASIA.

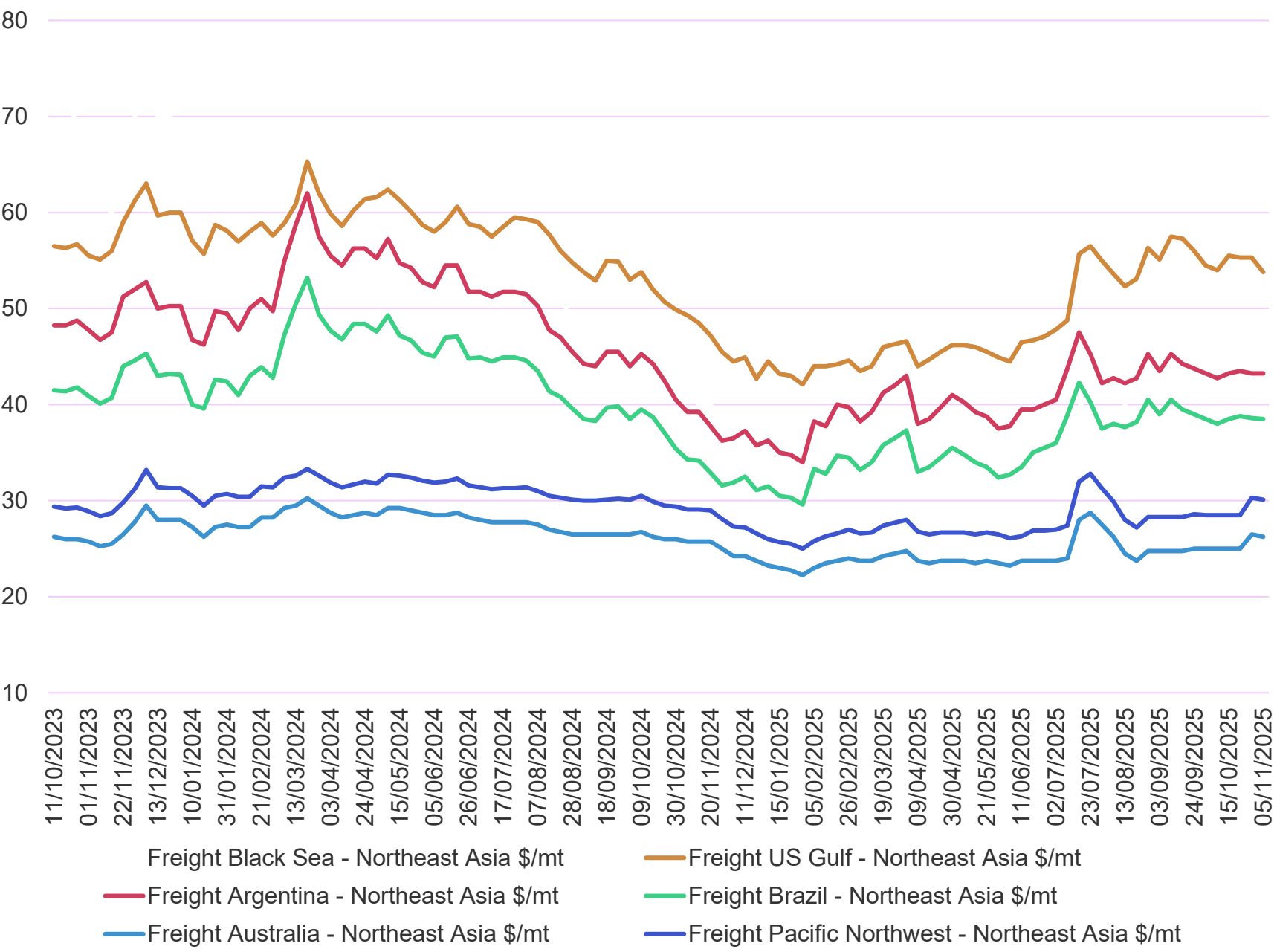


# Freight difference



WHILE THIS EXAMPLE COVERS NORTHEAST ASIA, THE TREND IS CONSISTENT: FREIGHT FROM THE BLACK SEA TO ASIA IS GENERALLY TOO COSTLY TO COMPETE EFFECTIVELY.

FOR NOW, THE ONLY DESTINATIONS WHERE FREIGHT LOOKS COMPETITIVE VS OTHER ORIGIN IS TURKEY, AND SOME FEW NEARBY DESTINATIONS.





## Conclusions

The market currently feels oversupplied, while demand remains mostly flat, despite strong production in key importing countries.

Black Sea wheat supply is abundant but faces challenges from competitors in distant markets, particularly from December onward in terms of price.

At present, domestic market conditions limit the potential for price reductions to stay competitive.

Looking ahead, either demand from nearby destinations will increase in the coming months, or global market prices will firm, improving the competitiveness of Black Sea wheat.

# Thank you for your attention!



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