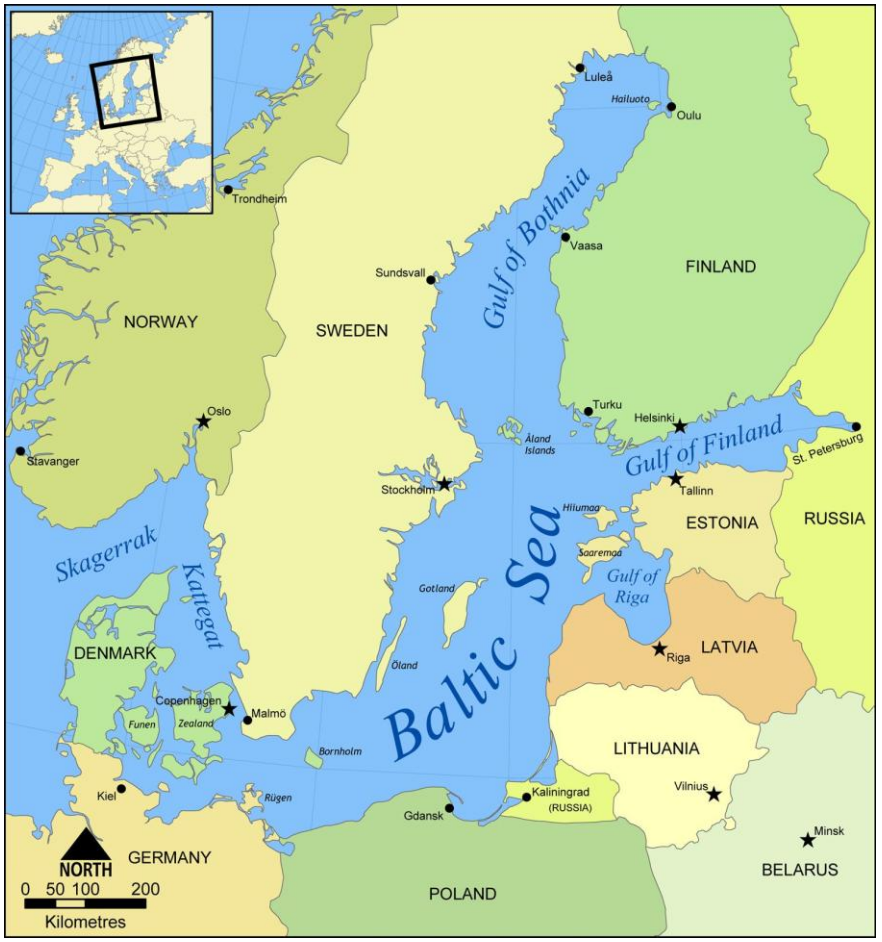
Baltic Region
A New Origin for Quality Wheat

Cape Town

24/11/2010

Baltic Sea Region

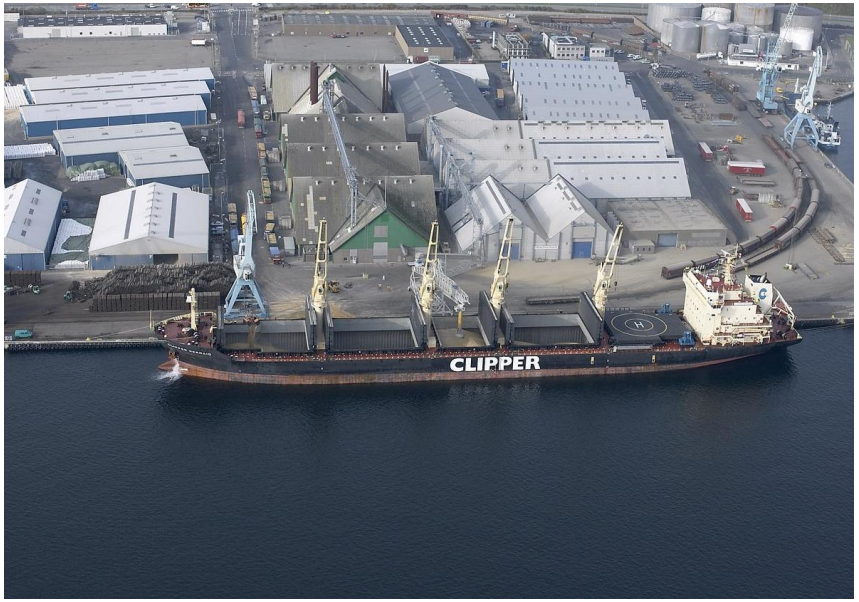
- Total area under grains
  - 6 mln ha
- Combined grain production
  - 27.5 mln tn
- Total exports – 8.3 mln tn
  - Feed barley: 1.5 mln tn
  - Malting barley: 1.3 mln tn
  - Feed wheat: 1.0 mln tn
  - **Milling wheat: 4.5 mln tn**



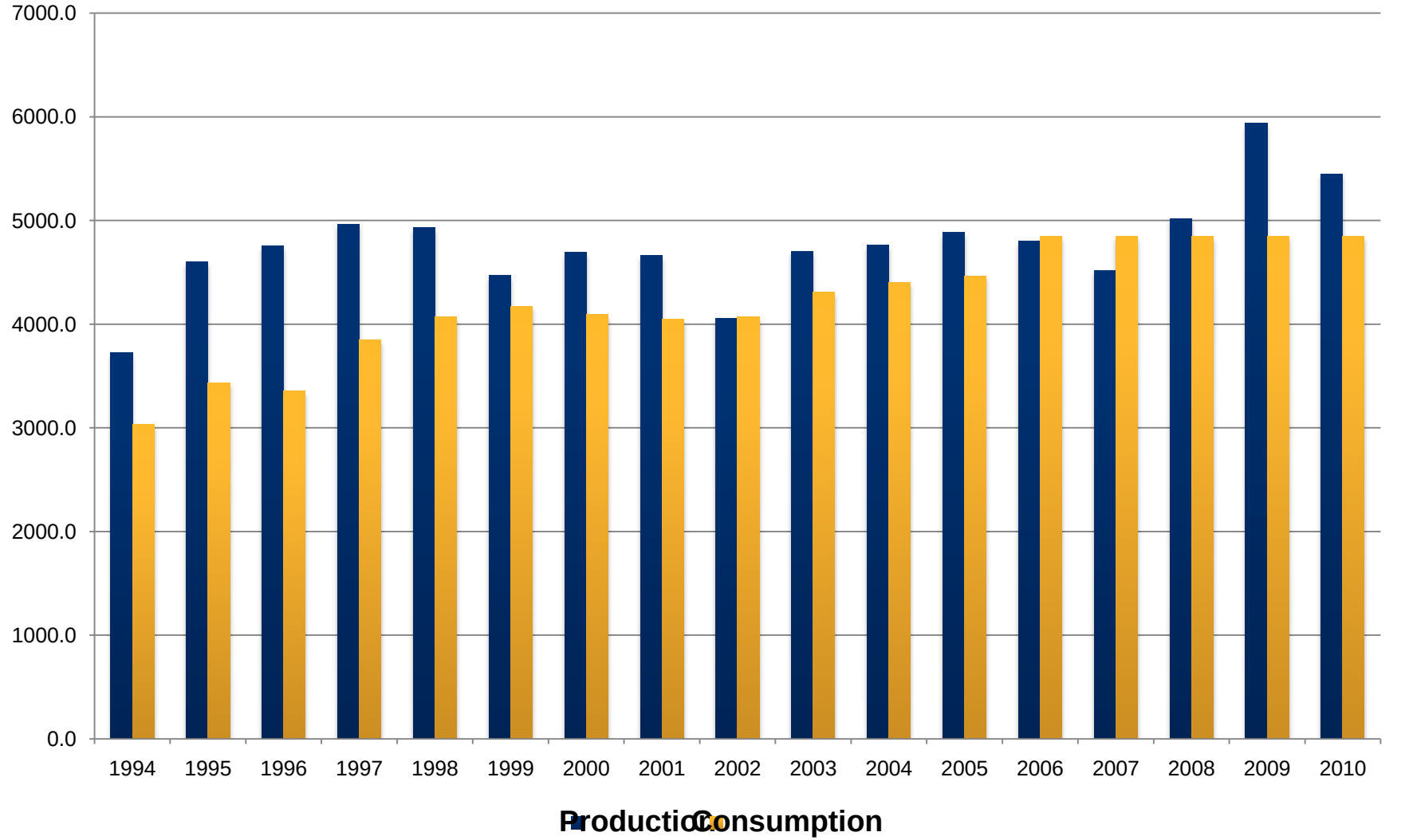
Denmark

Quality - Denmark

- Low protein – 10% - 11%
- Test weight >78 kg/hl
- Moisture <14.5%
- P/L appx. 0.6 – 0.8
- Denmark has 3 Panamax ports and 2 handy size ports



Production & Consumption



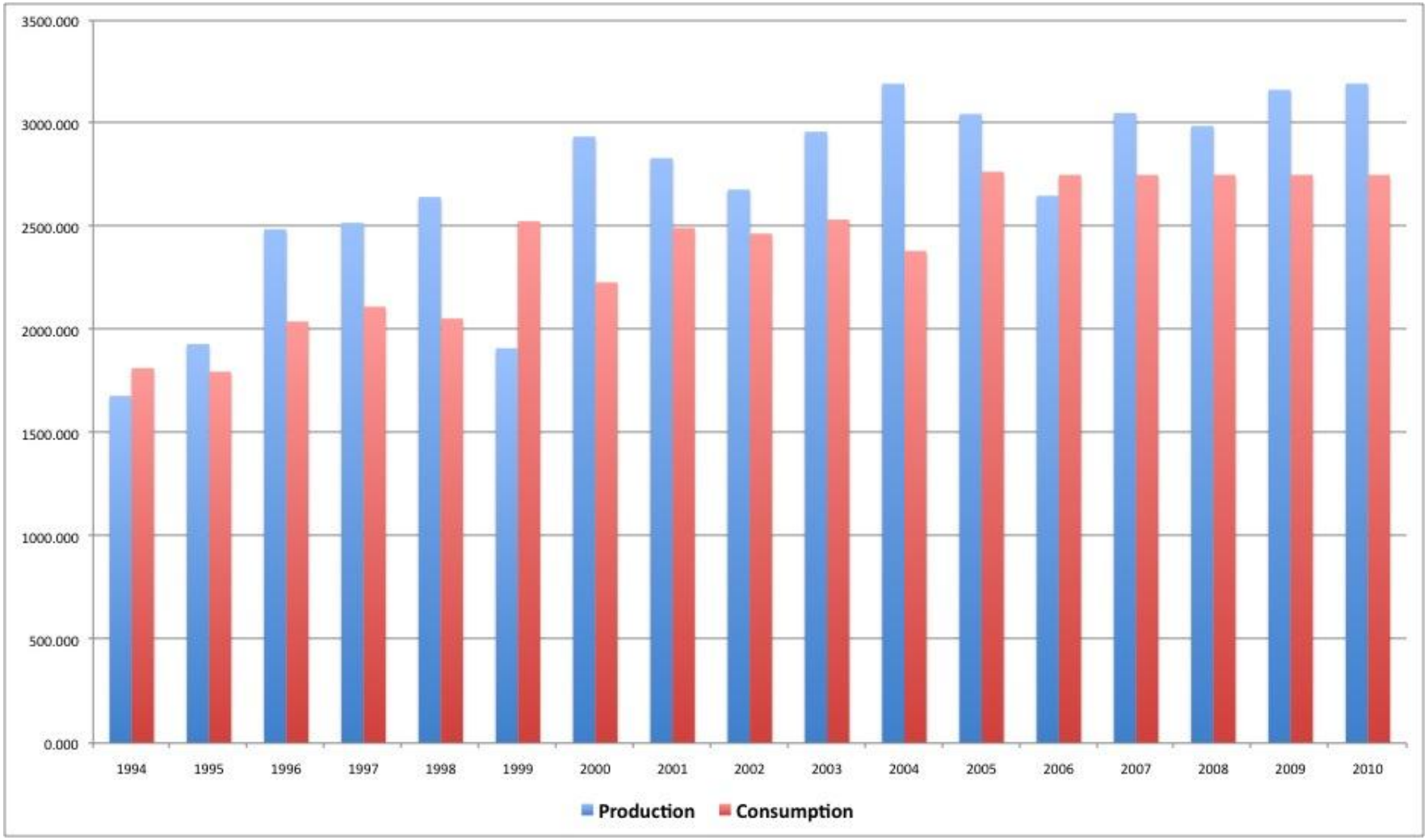
Sweden & Finland

Wheat – Sweden & Finland

- Sweden appx 50.% spring wheat,

  Finland appx. 95% spring wheat;
- Test weight > 80 kg/hl
- Protein content: 11,5% - 14,5%
- Moisture 12.5% - 13.5%
- P/L 0.2 – 0.4
- Very high W, hagberg & gluten
- Sweden has 4 panamax ports
- Finland has 1 panamax port and 2 handy – sized ports for grain

Production & Consumption

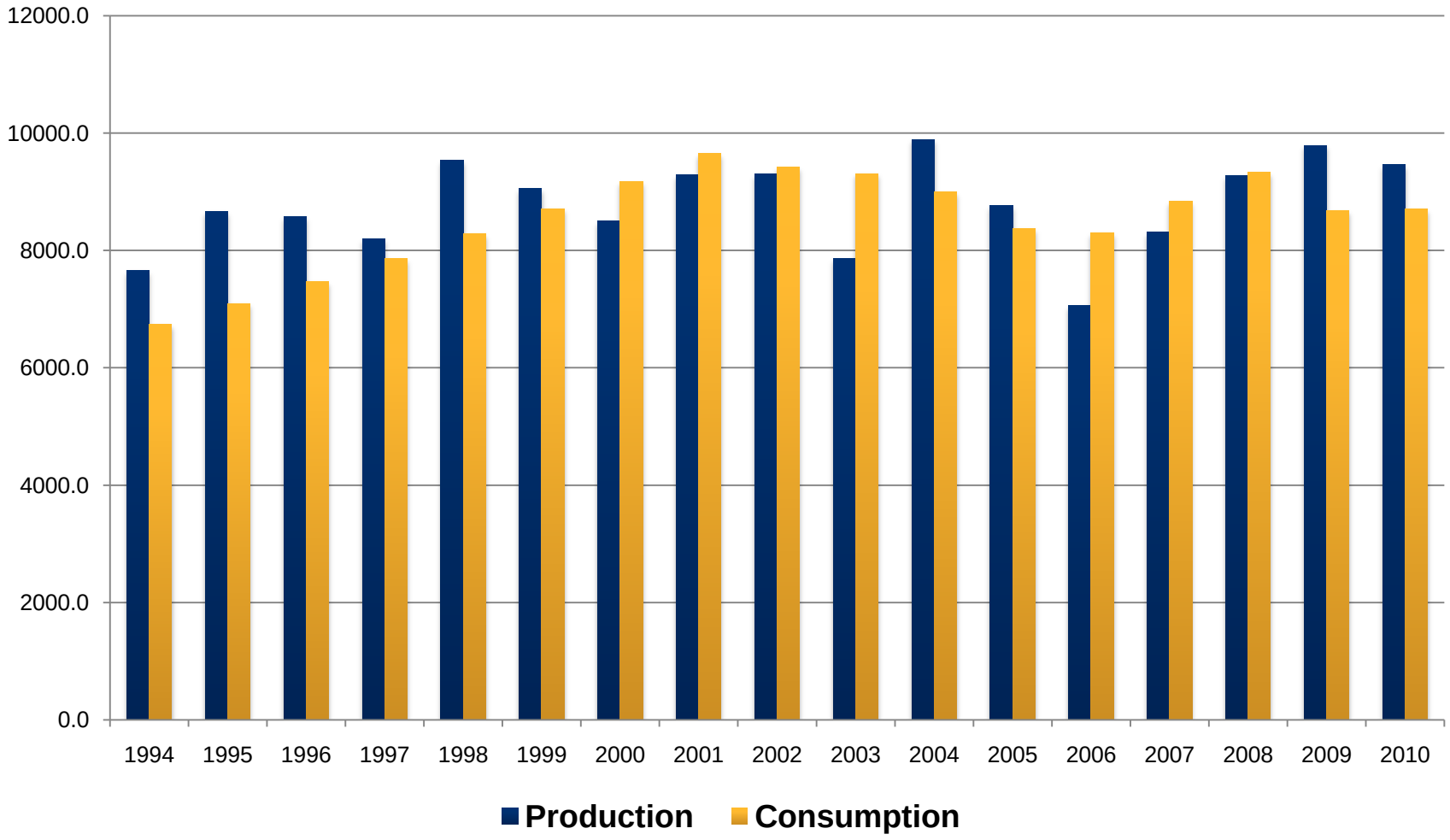


Poland

Quality - Poland

- Good alternative to German wheat, similar characteristics.
- Protein – 13% - 15%
- Test weight >77 kg/hl
- Moisture appx. 14%;
- Poland has 1 panamax port and 1 handy size port

Production & Consumption

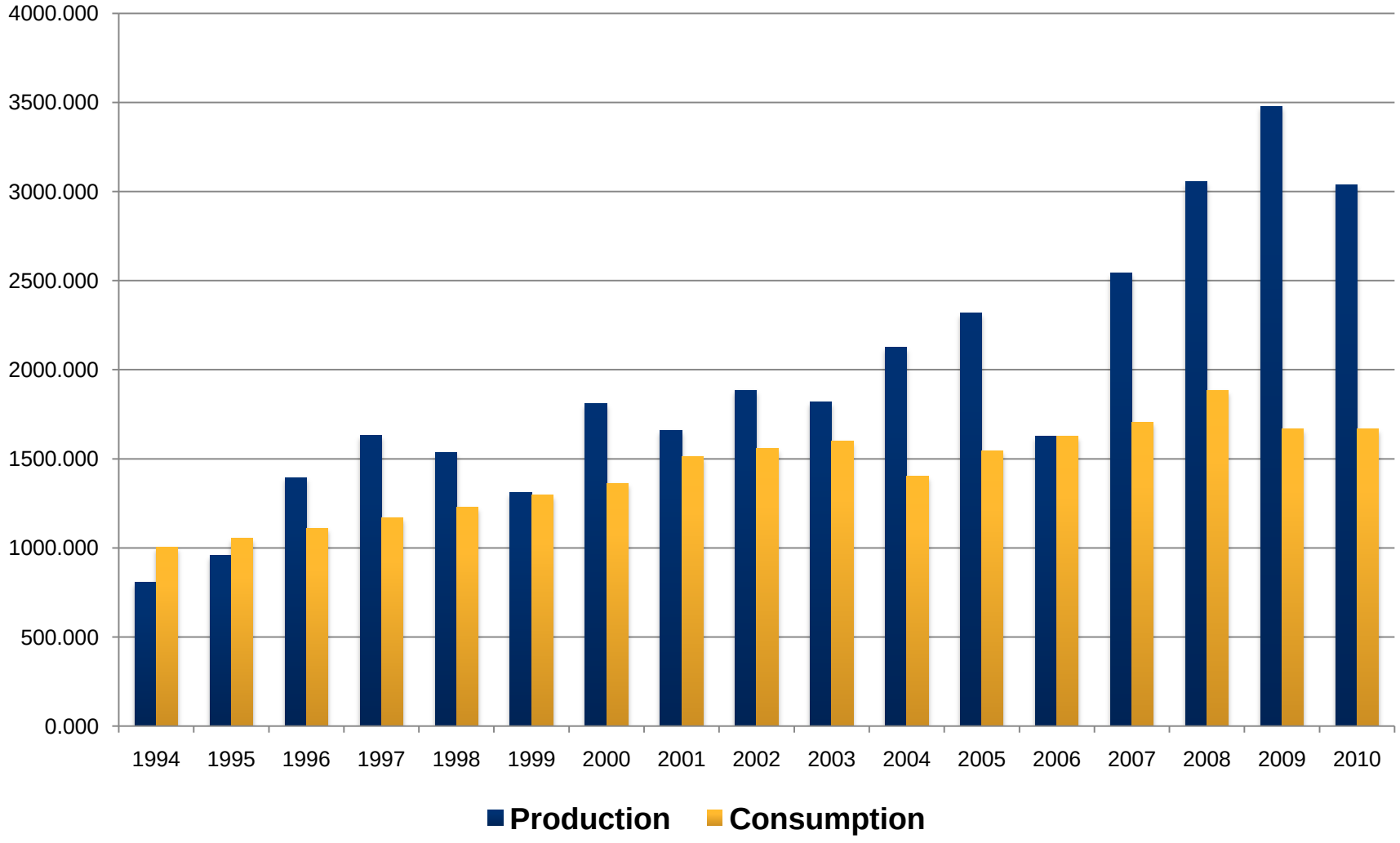


Estonia, Latvia & Lithuania

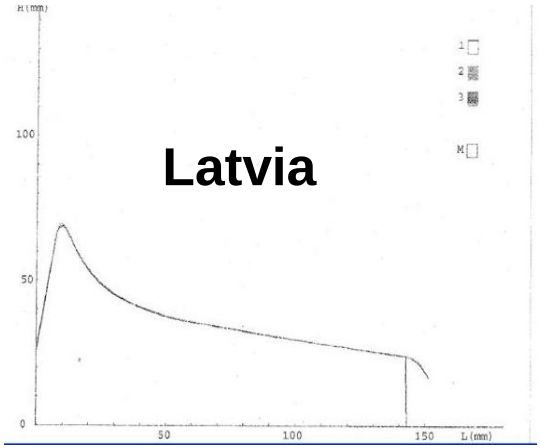
Quality – The Baltics

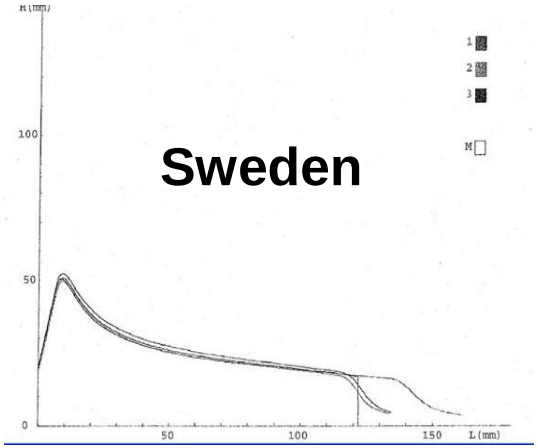
- Spring wheat ratio: Estonia 70%, Latvia 40%, Lithuania 20%
- Similar characteristics to German wheat. Quality: Moisture 12.5% - 13.5%; Protein 12.5% - 15%; Test weight abt 80 kg/hl, good W, hagberg and gluten.
- Estonia ha 2 panamax ports, Latvia 1 panamax port and 1 handy sized port and Lithuania 1 panamax port

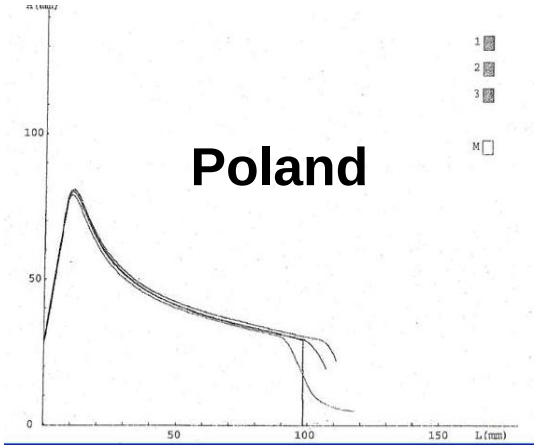
Production & Consumption

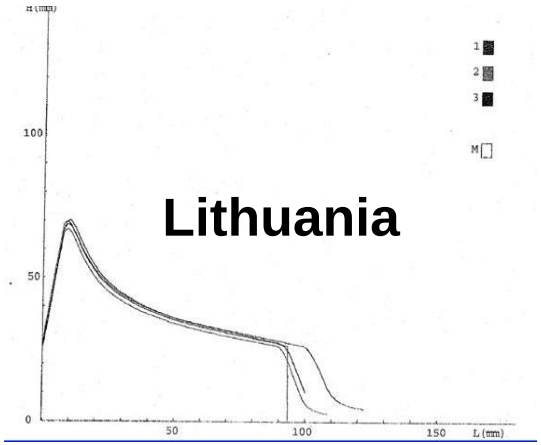


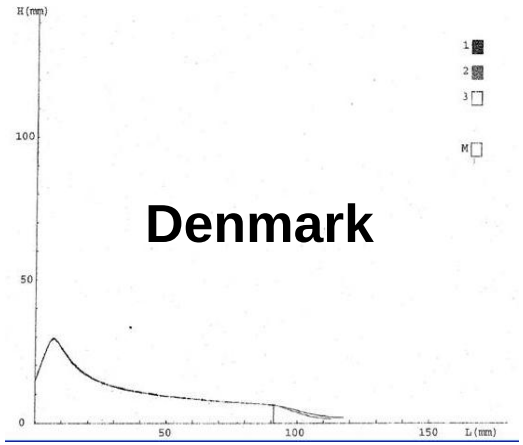
Baltic Sea wheats by alveograph

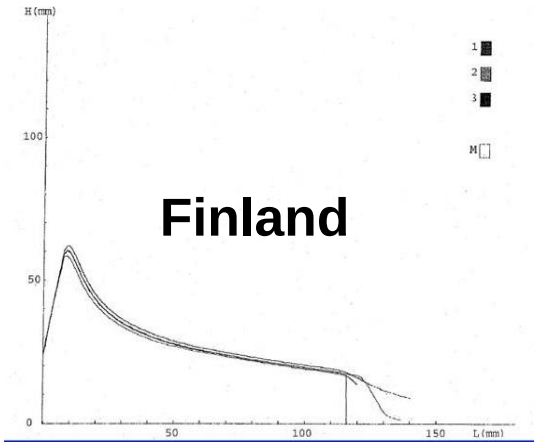












Destinations

- In EU:
  - Spain, The Netherlands, Belgium, Italy
- Outside EU:
  - Turkey, Libya, Syria, Tunisia, Morocco, Senegal, Mauritania, South Africa, Tanzania, Ethiopia, Israel, Jordan, Saudi Arabia, Indonesia.

Perspectives

- We expect the Baltic States exports to continue increasing
- We also also expect to see growth in Russian/Kazakh exports via the Baltic Sea.
- Due to the increasing demand in Southeast Asia and the Middle East we will likely see average shipment sizes increase.
- Barley production is in downward trend, oilseeds production is at maximum – the increase in production will be mostly from the wheat.

Copenhagen Merchants Group

Thank You

Indrek Aigro

Copenhagen Merchants

T: +4522135316

E: ia@copmer.dk