

Market Report

July 23, 2014

U.S.D.A. World Market Price:

World Market Price	This week	Last week	1 Year Ago	LDP	2013 Loan	WMP and Loar		an Rates	
Value Factors	07/23/14	07/16/14	07/24/13	LDP	Factors	'13 crop	L/G	M/G	
Long Grain	To be	17.72	19.30	00.00	10.34	Yield	57.94/11.23	63.26/7.45	
Medium Grain	released	17.37	18.97	00.00	9.72	WMP	11.63	11.89	
Short Grain	July 23	17.37	18.97	00.00	9.72	Loan	6.65	6.58	
Brokens	8:30am EDT	12.14	13.66	-	5.83	Difference	(4.98)	(5.31)	

US Prices: (Shipment: September -- August \$5 per mt premium for long grain)

Abbreviation	Quote	Basis
#2/4%	\$25.25	per cwt. sacked, F.A.S. U.S. Gul
#2/4%	\$25.25	per cwt, BULK, FOB Vessel US Gul
#2/4%	\$26.00	per cwt. containerized FOB US Gul
#2/4%	\$590.00	per mt sacked delivered Laredo TX
#2/4%	N/A	per cwt sacked delivered Miami FI
#3/15	\$24.25	per cwt. sacked, F.A.S. U.S. Gul
#3/15	\$580.00	per mt sacked delivered Laredo TX
#2/4/75	\$546.00	per mt bulk FOB vessel NOLA
#1/4/88	\$585.00	per mt bulk FOB vessel NOLA
#1/4 Parb	no quote	per mt sacked FOB vessel NOLA
#1/4 Parb	\$635.00	per mt bulk FOB vessel NOLA
#2 55/70	\$365.00	per mt bulk F.O.B. vessel NOLA
#4/20/hm	\$23.75	per cwt. sacked, F.A.S. U.S. Gul
#5/20/wm	\$23.50	per cwt. sacked, F.A.S. U.S. Gul
#2/4%	N/A	per mt bulk FOB vessel NOLA
#2 58/69	N/A	per mt bulk FOB vessel NOLA
Pkg. Parb.	\$28.00	per cwt. bulk F.O.B. mil
Pkg. L/G	\$26.00	per cwt. bulk F.O.B. mil
Pkg. L/G	28.00-29.00	per cwt. bulk F.O.B. mil
Pkg. Br.	\$29.00	per cwt. bulk F.O.B. mil
Pkg. M/G	\$31.50	per cwt. bulk F.O.B. mil
#1/4	\$1030.00	per mt sacked 25kg containerized FOB Mil
#1/4	\$1130.00	per mt sacked 20kg, container CIP Oakland
#1/7%	\$1005.00	per mt sacked in 1mt tote bags FOB vesse
#3 Brown	\$920.00	per mt in 40kg bags containerized Oakland
#2 58/69	\$710-\$720	per mt bulk ex-spout Sacramento CA
#1/4%	\$43.00	per cwt. bulk F.O.B. Mil
Flour Qlty	\$24.50	per cwt. bulk, F.O.B. rai
pet food	19.00-24.00	per cwt. bulk, F.O.B. rai
Flour Qlty	\$27-\$32	per cwt. bulk, F.O.B. mil
	#2/4% #2/4% #2/4% #3/15 #3/15 #2/4/75 #1/4/88 #1/4 Parb #1/4 Parb #2 55/70 #4/20/hm #5/20/wm #2/4% #2 58/69 Pkg. Parb. Pkg. Parb. Pkg. L/G Pkg. L/G Pkg. Br. Pkg. M/G #1/4 #1/4 #1/7% #3 Brown #2 58/69 #1/4% Flour Qlty	#2/4% \$25.25 #2/4% \$26.00 #2/4% \$590.00 #2/4% \$590.00 #2/4% \$590.00 #2/4% \$590.00 #2/4% \$590.00 #2/4% \$540.00 #1/5 \$580.00 #1/4/88 \$585.00 #1/4 \$635.00 #1/4 \$635.00 #1/4 \$635.00 #1/4 \$635.00 #1/4 \$635.00 #2 \$5/70 \$365.00 #2 #1/4 \$635.00 #2/4% \$0 #4/20/hm \$23.75 #5/20/wm \$23.50 #2/4% \$N/A #2 \$8/69 #2/4% \$N/A #2 \$8/69 Pkg. Parb. \$28.00 Pkg. L/G \$28.00 Pkg. M/G \$31.50 #1/4 \$1030.00 #1/4 \$1030.00 #1/4 \$1005.00 #3 Brown \$920.00 #2 \$7

Far East Report

SOUTHEAST ASIAN MARKETS

The market in Thailand remains quite firm as stocks continue to be relatively tight in conjunction with the military government holding the intervention stocks off the market until an comprehensive inventory has been conducted. However,

we understand they will soon begin their marketing program, possibly in advance of completion of the survey, with the idea of selling approximately 500,000 MT per month, or 18 MMT over the next three years. The idea is to release stocks in a responsible manner so as to not disrupt pricing, or the market in general. In addition to this, the commerce ministry is urging the mills and exporters to buy the main season paddy (that will be harvested in Nov/Dec) at Bt8500 per MT or about half the price of the former intervention price. This is designed to make the new crop move smoothly at competitive

prices without the government having to take title to it and guarantee some unachievable price to the farmers.

Currently, at least until the auctions begin, 100% B is quoted at \$440 per MT FOB Bangkok; 5% is \$425, and parboil is \$445 based on good demand out of Nigeria (ever since they lowered their import duty a few weeks ago).



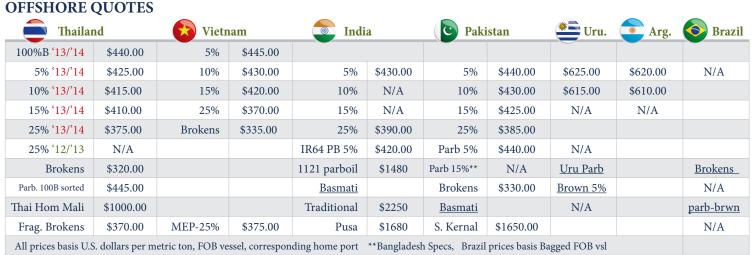
As noted in last week's report, Iraq held a tender at which there were 72,000 MT of Thai rice offered (\$506-520 per MT CIF FO); however, IGB scrapped the tender and has yet to announce a new one.

In short, the market is steady to firm...let's see how the monthly sales of intervention rice affect the market and prices thereto. It is one thing to act prudently about how to achieve competitiveness; however, the other side of that coin is demand, and competition for said demand by others in the region.

The undertone of the market is a real mixed bag!

In Vietnam, the market is strong in concert with short covering by Vinafood (from the privates) against sales on the books with The Philippines and Malaysia.

5% is quoted at \$445 per MT FOB HCMC; whilst 15% is around \$420. FYI, these are the qualities being covered against the aforementioned sales, hence the sharp increase. The bottom line is that the government sold this rice too cheap. Regular white rice supplies are relatively tight as growers have, more and more, switched to specialty rices that are bettered suited for markets like Hong Kong and China.



The \$64,000 question is: What role, or how big a role, will Vietnam play when the likes of BULOG, NFA, and BERNAS return to the market during the second half of 2014. I will say this, it has been my experience that demand and subsequent higher prices have a tendency to draw rice out of the woodwork...so the speak. That is to say, whereas I see firm support for Asian 5% at around \$400, at the same time I feel resistance at \$450.

Thailand Exports Preliminary unofficial rice exports (excluding premium white and fragrant rice) from January 1 - July 13, 2014 totaled 2,508,424 metric tons, up 42 percent from the same period last year US Dollar to Thai Baht exchange 1:31.780

INDIA and PAKISTAN

In India the market is steady to firm as we continue to get mixed reports about the progress of the monsoon. Two things are a given, the monsoon is late and rainfall is down. However, we still believe this to be a fairly moderate El Nino, one that can still afford to possibility of eclipsing 100 MMT crop



Prices are mostly sideways with IR-64 5% quoted at \$430-440 per MT FOB; whilst 25% is around \$385-395.

Offshore demand is relatively thin, in spite of steady to firm prices, as Thailand has been a factor is recouping market share over the past few months. The local government levy program has lent stability to the market. Otherwise, the market is fairly quiet and the undertone steady.

In Pakistan, all is quiet as most of the old crop has been sold. Also, Ramadan has played a role as well. The holiday season culminates with the Eid al Fitr on Monday.



Prices are steady to firm with IRRI-6 5% quoted at \$440 per MT FOB Karachi; 25% is \$390.

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CME Group Rough Rice Futures (07/20/2014 Volume: 280 Open Interest: 8,780)

Contract Month	Tuesday's Settle	Net Change From				Pri	Prices		
	Price	Mon	ıday	Last R	leport	One Year A	go 07/23/13		
'14 Sep	\$13.165	Up	0.185	Up	0.295	'13 Sep	\$15.770		
'14 Nov	\$13.360	Up	0.150	Up	0.265	'13 Nov	\$15.950		
ʻ15 Jan	\$13.550	Up	0.150	Up	0.280	ʻ14 Jan	\$16.175		
ʻ15 Mar	\$13.715	Up	0.150	Up	0.275	ʻ14 Mar	\$16.330		
ʻ15 May	\$13.855	Up	0.150	Up	0.275	ʻ14 May	\$16.475		
ʻ15 July	\$14.035	Up	0.150	Up	0.275	ʻ14 July	\$16.475		

U.S. Paddy Market Report

Texas - No change. No trading reported. The market is very quiet as we approach harvest. A few early fields may be cut in the next week or two but the bulk of the harvesting is not expected to begin until the end of July.

Louisiana - The market is mostly quiet. Prices are slightly lower this week at \$13.29 per cwt FOB farm for August delivery and limited buying interest at that level. We should see the first few early fields being cut soon.

Mid South - Futures bounce back up after plummeting the previous week. The cash market is quiet with barge quotes for new crop L/G basically unchanged - bid/asked \$14.00/\$15.00 per cwt CIF NOLA. Otherwise, there has been a small amount of interest for old crop at \$15.56 per cwt delivered mill

U.S. Report

U.S. GULF, MERCOSUR, & FUTURES

The market in the south is deathly quiet. There are some fundamentals at work here like being between crops, annual repairs by the mills, vacation time, and thin supplies of old crop paddy...i.e. zero M/G...and

next to nothing for long grain except Ark. However, there is a psychological issue at work here...the general lack of demand and the bearish undertone it is casting on the market, even though carryover numbers appear friendly on the surface. What is also playing a role is the dramatic increase in both medium grain and long grain acreage in the mid-south (Arkansas et.al.)

Market share in Haiti and Mexico has been compromised, and business with Iraq has been far from consistent...these are huge items to consider in the overall equation.

In the meantime, prices have fallen about \$20-25 per MT on L/G #2-4% over the past 4-6 weeks and some \$40 per MT for paddy over the a similar time frame... mainly futures, but cash as well.

The futures were up this past week \$0.26-0.29, however we view this as a correction in an overall down market period.

The Uru. and Arg, mills are continuing to operate at or near full capacity, primarily on old sales to Iraq, but on core regional business as well.

Cash prices for South American rice in now at a very slight premium to its U.S. counterpart, primarily due to **Iraqi** sales, of the lack thereof.

The undertone of the market in the U.S. gulf is trending downward, whereas the Mercosur market is much steadier.

California - No new trading reported. Most growers are asking for \$22.00 per cwt over loan (or higher), while buyers' ideas are still around \$18.00.

Reflective Prices (all basis per cwt FOB country 2014 crop)								
	Texas Louisiana Mid-South California							
Long grain	no quote	\$13.29	\$12.50/\$14.00	*				
Med Grain	*	-	\$15.00	24.50/28.50				

L/G is #2 55/70, M/G is #2 58/69 (California #1)

* - These areas do not have sufficient supplies of this type to quote.

CALIFORNIA, AUSTRALIA, and the "MED"

Following the dramatic uptick in pricing during the Spring months, the California market feels top heavy to me. As I iterated in last week's report, this market is much more likely to trend toward \$800 per MT than stay at \$1000.

Perhaps the biggest news in the market is the decision of the part of the Koreans to open their rice market and thereby cap the Minimum Access portion going forward. The unanswered question is whether the tariff for rice imported outside of MA will be 500%,

like the Koreans are hoping for, or more like 300% which is the position of the U.S. contingency. This is a very key item that we will continue to monitor in the weeks and months ahead.

To our knowledge, there has been zero activity on paddy in the cash market, as buyers are stand offish, and growers have very high expectations.

As far as new business is concerned, **Korea** has floated a series of new tenders totaling, as follows:

- 1- July 24 94,812 MT specifies short grain brown and milled rice and all but 15,580 MT is CSQ for China, the balance will likely be similar.
- 2- July 31 44,158 MT of which 34,724 is CSQ China short grain and milled rice...the balance is 9434 MT Australian CSQ M/G brown and milled.

As far as the "Med" is concerned, demand is virtually dormant. And, the verdict on what **Egypt** is going to implement, or not, in the way of an export program is still uncertain at this time. On paper, it seems clear it would be a given. However, there are a lot of politics in play here.





July 24 Korea tender to buy 94,812mt of rice.

July 31 Korea tender to buy 44,158mt of rice.

Tenders Results:

July 21 Iraq tender to buy 15,000mt of Basmati rice from India for reply July 25. (1121 parboiled milled basmati rice, and pusa sila parboiled milled basmati rice) Results pending.

USDA Export Sales Highlights

(for the period July 4-10, 2014)

Sales

Net sales of 45,900 MT for 2013/2014 were down 41 percent from the previous week and 10 percent from the prior 4-week average. Increases were reported for:

Colombia	(20,900 MT)
Honduras	(14,000 MT,
including 11,400 MT switched fro	m unknown destinations)
Mexico	(13,000 MT)
Haiti	(4,400 MT)
El Salvador	(2,000 MT)
Decreases were reported for:	
unknown destinations	(13,200 MT)
Net sales of 200 MT for 2014/2015	were reported for Mexico.

Exports

Exports of 67,000 MT were up 91 percent from the previous week and 69 percent from the prior 4-week average. The primary destinations were:

Colombia	(14,900 MT)
Honduras	(13,700 MT)
Japan	(12,100 MT)
Cote D'Ivoire	(10,300 MT)
Haiti	(4,400 MT)
Source: USDA	

USDA Crop Progress

USDA Crop Progress: Rice Headed - Week Ending July 20, 2014

USDA Crop Progress: Rice <u>Headed</u> - Week Ending July 20, 2014					Rice Condition - Selected States: Week Ending July 20, 2014				
State	Select	Selected States, Week Ending							
	July 20, 2013	July 13, 2014	July 20, 2014	2009-2013 Average	(percent)				
		(percent)			Very Poor	Poor	Fair	Good	Excellent
Arkansas	7	13	18	28	1	8	27	49	15
California	7	8	15	3	-	5	15	50	30
Louisiana	74	72	82	74	-	1	19	57	23
Mississippi	36	27	45	46	-	-	12	62	26
Missouri	3	12	29	10	-	3	32	46	19
Texas	87	50	63	74	-	3	44	47	6
6 States	22	24	32	33	-	6	25	52	17
				Previous Week	-	5	25	51	19
				Previous Year	-	4	24	48	24

- Represents zero. National crop conditions for selected States are weighted based on 2011 planted acres

Rice Co-Products - Spot market prices basis \$ per short ton bulk, FOB mill (spot prices, not deferred)

	Texas	Louisiana	Arkansas	California
Bran:	\$130	\$135	\$135-150	\$200-\$220
Mill Feed:	\$55	\$55	\$65	-
Ground Hulls:	\$10-\$15	\$15	\$50	-
Unground Hulls:	\$10-\$15	\$15	\$15	\$8

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