#### Canola (& Pulse) Market Outlook

Presented by: Chuck Penner @leftfieldcr



Jan 2024

# PRESENTATION OUTLINE

- × Canola
  - + Global situation
  - + US & Canada
  - + Industry developments
- × Pulses
  - + US & Canada
  - + Global effects



#### **GLOBAL CANOLA/RAPESEED PRODUCTION**





### CANOLA/RAPESEED IMPORTS





### CHINA CANOLA/RAPESEED IMPORTS





### GLOBAL CANOLA/RAPESEED EXPORTS





## CANADIAN CANOLA PRODUCTION





### CANADIAN CANOLA SUPPLIES





### CANADIAN CANOLA EXPORTS

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### **CANADIAN CANOLA EXPORTS**





### CANADIAN CANOLA EXPORTS TO US





### CANADIAN CANOLA CRUSH





### CANADIAN CANOLA OIL EXPORTS





### CDN CANOLA ENDING STOCKS





### US CANOLA ACREAGE BY STATE





## **US CANOLA PRODUCTION**



#### **US CANOLA SUPPLIES**





### US CANOLA CRUSH

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### **US CANOLA OIL FOR BIOFUEL**





#### **US CANOLA BALANCE SHEET**

	<u>19/20</u>	<u>20/21</u>	<u>21/22</u>	<u>22/23</u>	<u>23/24</u>	
Seeded Acres, 000's	2,040	1,825	2,152	2,206	2,345	
Harvested Acres, 000's	1,920	1,789	2,089	2,164	2,319	
Yield (bu/acre)	35.6	39.3	26.2	35.4	36.0	
Supply ('000 tonnes)						
Carry-In	139	219	214	110	222	
Production	1,551	1,596	1,242	1,739	1.895	
Imports	563	440	503	577	394	
Total Supply	2,253	2,255	1,959	2,426	2,511	
Disposition ('000 tonnes)						
Crush	1,834	2,080	1,659	1,930	2,100 ??	
Other Domestic	17	(195)	61	125	99	
Exports	183	156	129	149	180	
Total Disposition	2,034	2,041	1,849	2,204	2,379	
Ending Stocks (May 31)	219	214	110	222	132	
Stocks/Use	10.8%	10.5%	5.9%	10.1%	5.5%	
Source: USDA with LeftField projections in bold						



#### CANOLA & PALM OIL FUTURES





### CANOLA & SOY OIL FUTURES





### FUND POSITION - ICE CANOLA





### NDAK CANOLA BASIS





### WHAT TO WATCH - CANOLA

- **×** Very strong crush in Canada and US
  - + Cdn exports a concern
  - + Ending stocks will be low
- **x** Not much competition of acres in 2024
  - + Poor soil moisture could limit acreage
  - + Supplies still on low side (with average yields)
- **x** Renewable diesel will become larger influence



## THE BIG SHIFT...

- **x** Sharp, rapid increase in Cdn crush
  - + 5.2 mln tonnes more (90% capacity), more or less
  - + Refinery announcements for 6.5 mln tonnes of seed
- **×** Production response?
- **×** Trade response?
- **×** Spillover effects?



### CDN CANOLA CRUSH & EXPORTS





#### CDN CANOLA AREA & YIELD





## CANOLA AS PERCENT OF SEEDED AREA

<u>Alberta</u>	<u>Canola %</u>	<b>Saskatchewan</b>	<u>Canola %</u>	<u>Manitoba</u>	<u>Canola %</u>
Region 1	12.8%	Region 1	34.6%	Region 1	35.6%
Region 2	25.5%	Region 2	24.0%	Region 2	37.6%
Region 3	27.0%	Region 3	15.6%	Region 3	44.2%
Region 4A	34.2%	Region 4	7.4%	Region 4	51.1%
Region 4B	40.7%	Region 5	43.4%	Region 5	57.4%
Region 5	33.7%	Region 6	33.5%	Region 6	41.5%
Region 6	36.5%	Region 7	23.7%	Region 7	31.1%
Region 7	40.1%	Region 8	14.1%	Region 8	34.8%
Province	31.0%	Region 9	44.8%	Region 9	24.8%
		Region 10	43.7%	Region 10	16.9%
BC		Region 11	36.2%	Region 11	24.0%
Peace River	30.0%	Region 12	30.8%	Region 12	34.5%
		Region 13	31.8%	Province	36.3%
		Region 14	44.6%		
Highest % close to		Region 15	45.3%		
crush concentration		Region 16	42.8%		
		Region 17	44.1%		
		Province	31.8%		



## PRODUCTION & DEMAND ISSUES

- **×** Production forecasts highly variable
  - + Modest opportunities for more acres
  - + Growth primarily from yields: which trend is reasonable?
- **×** Demand:
  - + Biofuel policy 'fluid': North American perspective
  - + Exports get the 'leftovers'
  - + Global production will increase to fill Cdn gap, with some unusual possibilities Chinese Company YaoHeng

Chinese Company YaoHeng Interested in Investing in Rapeseed Oil Production in Ethiopia

Written by **2M Editor** Published on 01 April 2022 Category: Latest Business Alerts



# OTHER ISSUES

- **x** Demand is driven by oil: closer link with energy mkts
- Where will meal go?
  - + Very limited domestic demand growth
  - + US demand has been flat
  - + Will need to 'buy' demand, likely in Asia
  - + Lots more US soymeal available
- **x** Canola prices should trade at a high level historically
- **x** Risks to the outlook
  - + Policy changes, EV's, new technology



### PEA PRODUCTION - CANADA





### **CANADIAN PEA EXPORTS**





### **CANADIAN PEA ENDING STOCKS**





### US PEA PRODUCTION BY TYPE





### US PEA IMPORTS

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# PEA EXPORTS BY TYPE - US





### US PEAS - JUN-NOV DOMESTIC USE





#### **US PEA SUPPLY & DISPOSITION**

	<u>19/20</u>	<u>20/21</u>	<u>21/22</u>	<u>22/23</u>	<u>23/24</u>
Seeded Ac, 000's	1,102	998	1,010	945	966
Harvested Ac, 000's	1,046	970	894	888	941
Yield (bu/acre)	35.4	37.3	17.1	29.1	32.0
Supply					
Carry in	211	296	149	143	192
Production	1,007	986	416	704	820
Imports	164	107	391	319	250
Total Supply	1,382	1,389	955	1,166	1,263
Disposition					
Total Domestic	761	777	561	702	778
Exports	325	463	250	272 🕻	355
Total Disposition	1,086	1,240	812	974	1,133
Ending Stocks	296	149	143	192 🕻	130
Stocks/Use	27.3%	12.0%	17.6%	19.8%	11.5%



Source: USDA with LeftField estimates in bold

#### NORTH AMERICAN PEA PRICES



Left**Field** 

# MARKET STRENGTH – PEAS

January 10, 2024	LeftField Market Strength Scorecard								
	Seasonal	Momentum	Historic	Fundamental	This Week	Last Week	4 Wks Ago	52-Wk High	52-Wk Low
Red Spring Wheat	1.5	1.0	3.0	4.5	10.0	10.0	12.0	17.5	7.5
Durum	3.5	1.0	3.5	4.5	12.5	12.5	13.5	16.5	8.5
Feed Barley	3.0	0.5	3.0	1.0	7.5	7.0	8.0	14.5	4.5
Malt Barley	4.5	0.5	3.5	1.0	9.5	10.5	9.0	17.0	7.0
Oats	4.5	2.5	4.0	3.0	14.0	13.0	14.0	15.0	6.0
Corn	2.5	0.0	3.0	1.5	7.0	7.0	7.0	15.5	4.5
Rye	2.0	0.5	3.5	4.0	10.0	11.0	13.5	14.5	6.0
Canola	2.5	0.0	3.0	2.5	8.0	9.0	7.0	15.0	6.5
Soybeans	3.0	0.0	3.0	4.0	10.0	8.5	10.5	14.0	7.0
Yellow Peas	3.0	3.5	4.0	3.0	13.5	13.5	12.5	14.0	5.0
Green Peas	3.5	3.5	5.0	4.5	16.5	15.5	15.5	16.5	8.5
Lg Grn Lentils	4.5	2.5	5.0	2.0	14.0	12.5	12.5	17.0	7.5
Sm Grn Lentils	5.0	3.5	5.0	2.0	15.5	14.0	14.5	16.0	9.5
Red Lentils	3.5	2.0	3.5	3.5	12.5	11.5	10.5	14.5	8.0
Kabuli Chickpeas	4.0	1.5	4.0	4.0	13.5	14.5	13.5	15.5	7.0
Flax	2.5	0.5	3.0	1.0	7.0	6.0	6.5	11.5	4.0
Canary Seed	4.5	3.0	4.0	2.0	13.5	10.5	10.0	13.5	5.5
Yellow Mustard	1.5	1.0	3.5	0.0	6.0	5.0	6.0	16.0	4.5
Oriental Mustard	4.5	2.5	3.5	0.0	10.5	7.5	6.0	16.0	4.5
Brown Mustard	4.0	0.5	3.5	0.0	8.0	7.5	7.5	15.5	4.0

Seasonal = how close the current week is to the high (5) or low (0) in the seasonal index

Momentum = the strength of the move higher (5) or lower (0) over the past week and four weeks

Historic = current price relative to the top (5) or bottom (0) of prices since 2015/16

Fundamental = how low (5) or high (0) the stocks:use ratio is compared to history



#### WHAT TO WATCH - PEAS

- **x** Tighter 23/24 ending stocks in Canada and US
- × India's tariff situation is major wildcard
  - + For rest of 23/24 and into 24/25
- × China will continue to buy from Russia
  - + Now two major global suppliers
- **x** Seeded area likely higher in Canada (US ??)
  - + Supplies still on low side (with average yields)
  - + Moisture concerns



# CANADIAN LENTIL PRODUCTION





# **CANADIAN LENTIL EXPORTS**





# **CANADIAN LENTIL ENDING STOCKS**





### US LENTIL PRODUCTION





# NORTH AM GREEN LENTIL PRODUCTION





#### US LENTIL EXPORTS

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### US LENTIL STOCKS - DEC 1





# **US LENTIL SUPPLY & DISPOSITION**

	<u>19/20</u>	<u>20/21</u>	<u>21/22</u>	<u>22/23</u>	<u>23/24</u>	
Seeded acres, 000's	486	523	708	680	546	
Harvested acres, 000's	425	510	567	619	523	
Yield (lbs/acre)	1,250	1,451	612	913	1,098	
Supply						
Carry in	144	83	74	48	_47	
Production	241	336	157	256 🕻	260	
Imports	67	68	80	90	85	
Total Supply	453	487	312	395	393	
Disposition						
Total Domestic	62	91	98 •	157	153	
Exports	307	321	165	190	200	
Total Disposition	370	412	264	347	353	
Ending Stocks	83	74	48	47	40	>
Stocks/use ratio	22.4%	18.0%	18.3%	13.6%	11.3%	
Source: LISDA with LaftEi	ald projecti	and in hald	<b>,</b>			



Source: USDA with LeftField projections in bold

### NORTH AM GREEN LENTIL BIDS





# MARKET STRENGTH - LENTILS

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Malt Barley	4.5	0.5	3.5	1.0	9.5	10.5	9.0	17.0	7.0		
Oats	4.5	2.5	4.0	3.0	14.0	13.0	14.0	15.0	6.0		
Corn	2.5	0.0	3.0	1.5	7.0	7.0	7.0	15.5	4.5		
Rye	2.0	0.5	3.5	4.0	10.0	11.0	13.5	14.5	6.0		
Canola	2.5	0.0	3.0	2.5	8.0	9.0	7.0	15.0	6.5		
Soybeans	3.0	0.0	3.0	4.0	10.0	8.5	10.5	14.0	7.0		
Yellow Peas	3.0	3.5	4.0	3.0	13.5	13.5	12.5	14.0	5.0		
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Sm Grn Lentils	5.0	3.5	5.0	3.5	17.0	14.0	14.5	17.0	9.5		
Red Lentils	3.5	2.0	3.5	3.5	12.5	11.5	10.5	14.5	8.0		
Kabuli Chickpeas	4.0	1.5	4.0	4.0	13.5	14.5	13.5	15.5	7.0		
Flax	2.5	0.5	3.0	1.0	7.0	6.0	6.5	11.5	4.0		
Canary Seed	4.5	3.0	4.0	2.0	13.5	10.5	10.0	13.5	5.5		
Yellow Mustard	1.5	1.0	3.5	0.0	6.0	5.0	6.0	16.0	4.5		
Oriental Mustard	4.5	2.5	3.5	0.0	10.5	7.5	6.0	16.0	4.5		
Brown Mustard	4.0	0.5	3.5	0.0	8.0	7.5	7.5	15.5	4.0		

Seasonal = how close the current week is to the high (5) or low (0) in the seasonal index

Momentum = the strength of the move higher (5) or lower (0) over the past week and four weeks

Historic = current price relative to the top (5) or bottom (0) of prices since 2015/16

Fundamental = how low (5) or high (0) the stocks:use ratio is compared to history



### WHAT TO WATCH - LENTILS

- × Low 23/24 ending stocks in Canada and US
- × Solid export demand for greens
  - + India is the main variable
- × Seeded area likely higher in Canada & US
  - + Supplies could feel heavier in 24/25 (with average yields)
  - + Moisture concerns



# **CANADIAN CHICKPEA PRODUCTION**





# **CANADIAN CHICKPEA SUPPLIES**





#### CANADIAN CHICKPEA EXPORTS





# US CHICKPEA PRODUCTION





# US CHICKPEA STOCKS - DEC 1





### **US CHICKPEA IMPORTS**

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### **US CHICKPEA BALANCE SHEET**

	<u>19/20</u>	<u>20/21</u>	<u>21/22</u>	<u>22/23</u>	<u>23/24</u>				
Seeded Acres, 000's	453	254	368	357	372				
Harvested Acres, 000's	405	251	349	342	359				
Yield (lbs/acre)	1,547	1,630	816	1,079	1,315				
Supply ('000 tonnes)									
Carry-In	176	176	101	89	68				
Production	284	185	129	167 🕻	214	3			
Imports	49	63	69	91	80				
Total Supply	509	425	299	347	362				
Disposition ('000 tonnes)									
Seed	23	25	24	34	35				
Other Domestic	148	159	111	162	170				
Exports	162	140	75	84	100				
Total Disposition	332	324	209	279	305				
Ending Stocks	176	101	89	68 🕻	57	3			
Stocks/Use	53%	31%	43%	24%	19%				



Source: USDA with LeftField projections in bold

#### KABULI CHICKPEA BIDS



### WHAT TO WATCH – CHICKPEAS

- ★ Bigger crops but still low supplies
- × Situation will get tighter late in 23/24
- × Indian area below normal
  - + Mainly desis
- × Seeded area likely higher in Canada & US
  - + Supplies will still be low in 24/25 (with average yields)
  - + Moisture concerns





tField Commodity Research, S2 Swiss Bay, Winnipeg, MB R20 2P3 www.leftfieldcr.com info@leftfieldcr.com ph 204 949-1726

#### Highlights & Lowlights

Spring Wheat • StateCan inco 9. Statistican increased their estimate for non-durum wheat production to 28,59 mill tonnes.
• World ending stocks es: Chana will be the tightest since 12/13, while global import needs are rising.
• US wheat exports were strong in the weeks during the reporting disruption, although US values are high . The Prairie CWRS premium over CPS bids is near its long-term low, although the trend should reverse

harman 26 Stati-Can lowered its darum crop estimate to 6.12 min tonnes on a yield of 38.4 bu/, acre, likely still too lagh. 20 Darum novement has been quite slow to dara 2022/23.a possible warring of opicie demand. 21 Dar Satak, dg crop report indicated a high quality 2022 daram crop, with 50% estimated as 120% daram. 20 Darum bids in Canada and the US seems to be leveling off and could be close to finding seasonal lows.

 The barley connectimate from States" an way raised slightly to 9.43 min tonnes on a steld of 68.4 hu /arre The fairway crug returner truth anabum into a ranke angular to via that control a point on or of paint or paint o

Corn • USDA reduced the US corn crop by 415 min bushels, which will force demand rationing this season. StatsCan increased their estimate for the Canadian crop to a record 14.861 min toms
 Brazilian prices are more competitive than the US, which could impact export busine

 StatsCan increased the size of the Canadian oat crop to 4.65 mln tonnes, adding to the supply bearishness · USDA nudged their estimate for cat imports lower, although that may be a bit pessimistic

Ryc StatsCan increased their estimate for the rye crop to 470.00 tonnes.

#### Spring Wheat

 Minneapolis gained \$0.30/bu on the week, although the December contract remains in the \$0.80 range that has held since early July. Kansas City saw a similar improvement on the week, while Chicago was up \$0.16.

Today's trade saw MGE slip \$0.09, while KC was off \$0.20. which resulted in a meaningful swing in relative prices and allowed MGE to close at a modest premium of a couple of pennies. While we are reluctant to make to much of a single day's trade, the spread showed an upsid reversal, and could be hinting at MGE finally starting to

tield in Wednesday's release, which will base yields or

yield in Wednesday release, which will base pields on asselline vegetation images from August rather than conditions in July. Our view is that the actual yield in closer to the 5.4.5.4 gend of the range than the early Statical yield. Our own guestimate is a yield of 1.350 By/are which would produce a crop 0.4.4.1 min tunner. That's still 800,000 tenses more than last year but lower than the pre-2021 a verged 0.4.4 min tonner. If no, that would mean a red limit) crop of

#### \$ Special Crops Letter left**Field**

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#### Highlights & Lowlights

Learning the set of th

Flax Ease Estimates of Canadan flax yeelds will likely be trimmed in the upcoming Statican estimates. 9. Statican showed supprimingly large 302.127.18 ensingly statican statis.600 tonses, the most since 30017/18. Canadam flax grouts twee very quice the 02011/22 dase to no magnete that also succeptives proce-t todificial reports indicate Russian flax expects were a record 97.600 tonsen in 2021/22. Others of Canadam fast since Chana set Wirel also Possible most and Will and translam expert volumes.

The Sask Ag yield estimate was 1.227 lb/acre. 500 pounds less than StatsCan's initial number.

 StatuCan showed 2021/22 chickpea ending stocks at 147,000 beames, but that minimer
 international ender the state of the state Sunflowers

 StatsCan pegged 2021/22 sunflower ending stocks at an unrealistically high 118.000 tonne Consultant pagging use of an advantage of the US were lower in 2021/22 and well decide advantage of the US were lower to 2021/22 and well decide next year too.
 The condition of the Horth Dalata sumflower crop has dipped in the last two weeks but may no affect yields.
 Firmer stop of futures have been unable to proved support to cit and black hindred sufflower last for US.

#### Lentils

<u>centris</u> Another piece of the 2022 lientil production puzzle was added last week, with a Sazi Ag yield estimate of 1.174 By/acre, for lower than Statizan's install estimate of 1.1364 bi/acre. Based on the Sazi Ag yield, the 2022 crops would come in at 2.27 min tomes versus 2.91 min from Statistan. The serveget radie point is 2.7 min tomnes. That said, we expect StatisCan will lower its





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Highlights & Lowlights

#### Canola

StanGan reduced their estimate for the Ganadian crop to 19.01 mln tonnes.
 World razola/rapeseed production will be up 9 mln tonnes in 2022/23, to 83.1 mln
 Canola's premium over corbean futures is back into a more normal range, although

USDA surprised the market by dropping the US yield to 50.5 bs/acre. down 1.4 bs from the last estimate.
 StatiCas bumped up the size of the Canadáan crop to 6.51 min tenenes, the highest in four years.
 Argentina's PK program designed to encourage soybean deliveries has resulted in big Chinese purchases.

#### Canola

 Canola gained \$11/tonne the past week, although the imood doesn't necessarily feel that way. The increase was entirely due to a \$20 rally after Monday's bullish USDA report, with prices lower in every other session. The Nov stalled out at the 20-day moving average at \$817 In the two solution to an and could be used as a subscription of the solution Antonio

MACHINE



 This morning StatsCan lowered their canols proestimate to 19.01 mln tonnes, from 19.5 mln in the last



#### Farm <u>Market Letter</u> eftField

The Bigger Picture - Rising Canadian Dollar Impacts Markets

#### We're certainly not currency experts, but we would argue even the experts have been wrong on the Canadian dollar outlock for a while. This week, the locale pushed briefly above 83 US cents for the first time since 2015. Even though the dollar levelled of 1 (marchel All and an (10) 1 - 100 M

earlier this week, it rebounded today and the short-term and long-term trends are both still higher. Canada's economy is heav9y weighted toward commolity exports. Bullish markets for nearly all ag and non-ag commodilies are providing most of the support for the Canadian dollar, with an outdook for higher inflation and rising interest rates adding to the upside.

Marth and a more Met

This strength in the Canadian dollar comes too late in the samo to reduce crop input costs but is aboving up in time for the start of 2021/22 exports. The strenger location makes Canadias crop exports more exponentive for overseash upwers and tends to dampes demand With roup oftens historically high, the negative impact of a higher dollar may be less noticeable but is still very real.

#### Spring Wheat Chart of the Week Lint of UNE WORK (V CMS and CS prices have pulled back sharply over the past week, as would be expected given the correction in futures markets. Convervely, find whate prices motinase to move higher in wettern Canada. While milling wheat bids are still at a premium overall, there are regions where the field market is on goor a shore. While the bireak in com future is in Although the current rain event is beneficial, mointare deficits are still a concern in the sorthern US and the Pyrairies. - Clina's wheat imports have been above normal over the past year, a trend that is expected to continue. / The Canadian wheat balance sheet will be tight in 2021/22. / The corn outlook is mostly positive, which supports wheat. a headwind for Prairie feed grains as a whole, it's still at east a couple of months until there is actual supply relief, which will keep feed wheat prices elevated. This will help

Bearich

The global crop is getting bigger in the market's eyes. This
includes large crops in the EU. Ukraine and Russia.

Wheat doesn't have its own independent bullish story.

Market Stance Market Stance Although not heavy, global wheat supplies are increasingly looking confortable as we get further into the growing meases with few problems in the key production regions. Wheat demand will be strong and cross will provide spillow strength, which will help underpit the market once we get 

Wat wat 111111111

Average Cdn Wheat Bids - Del'd Elev

**THANK YOU!**