



# NEWS LETTER

**ISSUE #10 - June-July 2015**

**2014/15, DESPITE THE UNCERTAINTIES, A GOOD MARKETING YEAR FOR THE FRENCH EXPORT MARKET!**

➤ **MY 2014-15: France exported more than half of its grain production!**

By June 30<sup>th</sup>, France exported a total of 34.6 Mt of cereals (milling and durum wheat + maize + barley) over the MY 2014/15, the equivalent of one **half of the national production**. France continues to increase its exports: outside of the EU: + 24.2 % up to 15.7 Mt, inside the EU + 8.6 % up to 18.9 Mt. This **2014-15 marketing year was a good year for the French milling wheat (Table 1)**, with 19.2 Mt exported (+11.8 %).

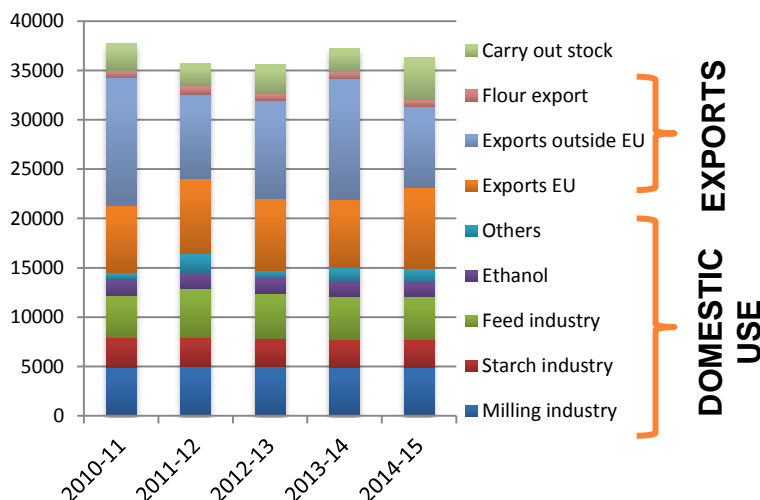
**Table 1: French grain export in 2014/15**

	French Exports (Mt)	Average 3 MY 2011-14	2014/15	% change 2014-15 / Average 3 MY
<b>MILLING WHEAT</b> Prod 2014: 37,5 Mt	Exports to EU-28	7,20	7,80	8,3%
	Exports outside EU-28 (World)	10,20	11,40	11,8%
	<b>TOTAL exports M.Wheat</b>	<b>17,40</b>	<b>19,20</b>	<b>10,3%</b>
<b>DURUM</b> Prod. 2014: 1,5 Mt	Exports to EU-28	0,90	0,90	0,0%
	Exports outside EU-28 (World)	0,63	0,32	-49,0%
	<b>TOTAL exports Durum</b>	<b>1,53</b>	<b>1,22</b>	<b>-20,2%</b>
<b>BARLEY</b> Prod. 2014: 11,7 Mt	Exports to EU-28	3,70	3,00	-18,9%
	Exports outside EU-28 (World)	1,40	3,65	161,5%
	<b>TOTAL exports Barley</b>	<b>5,10</b>	<b>6,65</b>	<b>30,5%</b>
<b>MAIZE</b> Prod. 2014: 18 Mt	Exports to EU-28	5,60	7,20	28,6%
	Exports outside EU-28 (World)	0,45	0,37	-17,6%
	<b>TOTAL exports Maize</b>	<b>6,05</b>	<b>7,57</b>	<b>25,1%</b>
<b>TOTAL 4 cereals</b> Prod. 2014: 68,7 Mt	Exports to EU-28	17,40	18,90	8,6%
	Exports outside EU-28 (World)	12,67	15,74	24,2%
	<b>TOTAL exports 4 FR Cereals</b>	<b>30,07</b>	<b>34,64</b>	<b>15,2%</b>

Source: FranceAgriMer, July 2015

➤ **More cereals sold on the world market as opposed to 2013/14**

**Chart 1: Balance sheet\* for French milling Wheat – 2013/14**



\*Production less on farm utilisations

Source: FranceAgriMer – July 2015

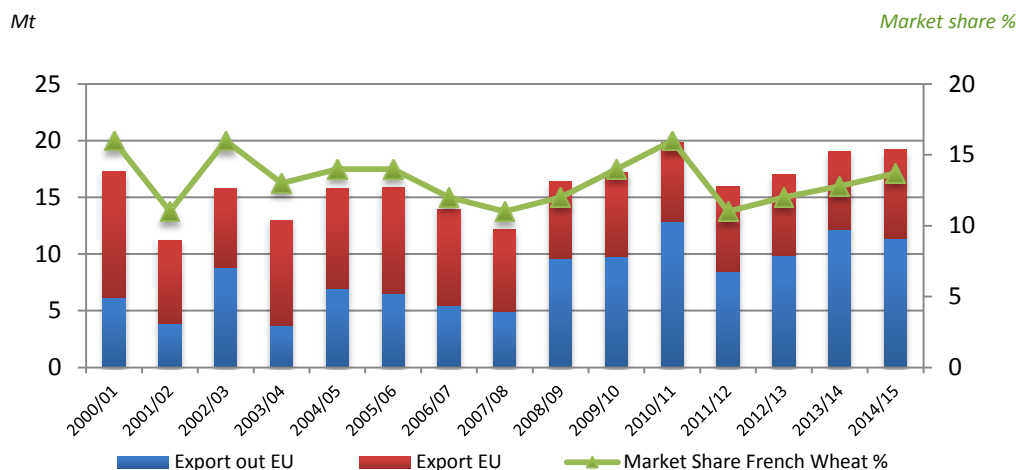
The balance sheet for **French milling wheat (Chart 1)**, shows that French domestic consumption of wheat is very stable from one year to another, with the milling industry traditionally using about 5Mt/year of wheat. With a steady annual production of roughly 35-37 Mt, the supply on the world markets of French milling wheat is very reliable every year. Again this year, France exported more than 51% of its production, with more volumes to the EU (+1 Mt) but less to the rest of the world (-0.8 Mt) than last year.

**French maize exports** increased in 2014/15 from a higher production level (+0.159 Mt). Low production of **French durum wheat** lowered exports from 1.6 Mt to 1.4 Mt. Finally, **French barley** exports were up, to the countries outside of the EU (+ 3.6 Mt as opposed to 1.6 Mt in 2013/14) thanks to Chinese purchases (2.9 Mt).

## ➤ MY 2014-15: More French wheat exports to Asia

Looking at **milling wheat** (about 55% of the French cereal exports), market share of French exports is 13.7 %. French exports increased to EU countries (**Chart** ). In 2014/15, 40.6 % to the EU-28 destinations and 59.4% of French exports were sold outside the EU:

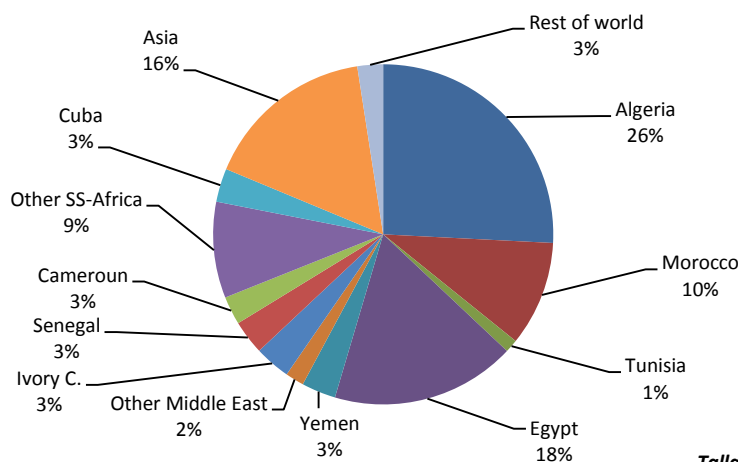
**Chart 2: French exports of milling wheat and world market share**



Source: FEC  
July 2015

- **North Africa is the first importing zone** of French milling wheat (**Chart 3**). Algeria imported 3.1 Mt of French wheat, followed by Morocco (1.2 Mt of French wheat).
- **Asian countries** such as Bangladesh, South Korea, Philippines and Thailand imported mainly feed wheat (1.9 Mt).
- **Sub Saharan Africa**, with 2.2 Mt of French wheat imported in 2014-15 (100 Kt less than last year), remains always a reliable market for French grains. Countries such as Ivory Coast, Senegal and Cameroun developing French bread-making techniques, represent again solid partners for French wheat exporters.
- Finally, **Near and Middle East** remain important buyers of French wheat. After a slow start on the Egyptian market, France became the first exporter of milling wheat to Egypt with more than 2 Mt, ahead of Romania and Russia.

**Chart 3: French exports of milling wheat outside EU-28 in 2014/15**



Source:  
Tallage Stratégie Grain- July 2015

**"France Export Céréales" (FEC) is a non profit organization, founded in 1997 as an initiative from grain producers (wheat, other cereals & maize). It promotes French cereals and the French cereal sector on export markets and provides information to their members on current and future needs of France's export customers, so that they can adjust French offer to specific requirements, and capture new markets.**