

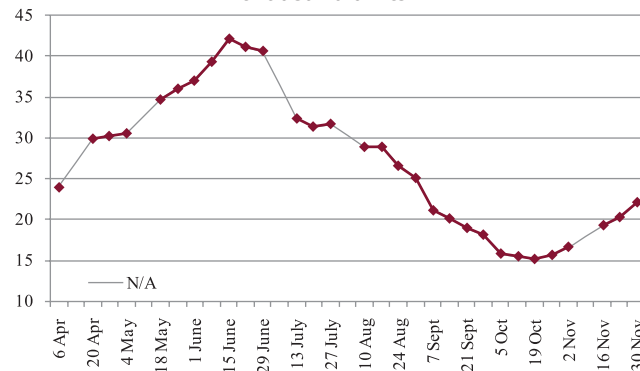
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Freight car queues in Ukrzaliznytsia network for foreign operators

As of December 1, as many as 20,800 wagons addressed to foreign operators are waiting in the Ukrzaliznytsia's network, in particular, 11 wagons had been loaded by August 1 (down 32 wagons over the week), while 94 wagons were loaded in August (down 81), etc.

Freight car congestion dynamics at land border crossings, thousand units*



Number of freight cars in Ukrzaliznytsia network due to be handled. Loading time

Entry point	Operator-receiver	Wagons in Ukrzaliznytsia's network	Change in wagon queue per week	Average handling per day	Departure period	Number of wagons in queue
Jagodín	PKP Cargo	572	236	33	Nov	572
	DBCPL	147	-106	7	Aug Nov	91 56
Izov	PKP LHS	3,900	312	352	By Aug 1	2
					Aug	1
					Sept	1
					Oct	285
					Nov	3,610
Mostyska 2	PKP Cargo	208	-79	68	Nov	208
	Rail STM	171	-57	23	Oct Nov	23 148
Vadul-Siret	CFR Marfa	200	-61	17	Nov	200
	GFR	53	-42	5	Nov	53
	UTZ	590	-57	34	Oct Nov	16 574
	FSP	60	5	6	Nov	60
Diakovo	CFR Marfa	540	120	22	Oct	34
					Nov	506
	GFR	182	15	16	Nov	182
					Oct Nov	2 280
Chop	ZSSK Cargo	7657	778	246	Oct	602
					Nov	6,893
					Dec	161
Uzhhorod	ZSSK Cargo	649	-11	129	Nov	648
					Dec	1
					No operator	110
Batiovo	MAV	2	0	-	By Aug 1	2
	Rail Cargo Hungaria	3361	260	131	Oct	21
					Nov	3,330
					Dec	6
	MMV	1628	227	49	Oct Nov	5 1,623
Mohyliv-Podilskyi	Reni Port	5	5	-	Aug Sept	2 3
	To Ungeny	18	3	5	Nov	18
	CFM	85	43	19	By Aug 1 Nov	1 84
	CFR	70	-20	11	Nov	70
Sokyriany	Giurgiulesti port	20	20	1	Nov	20
	CFM	13	-4	-	Nov	13
	CFR	18	6	2	Nov	18
Reni	Giurgiulesti port	17	17	8	Nov	17
	CFR	81	6	24	Oct Nov	1 80

*- according to Ukrzaliznytsia

Rolling stock queues at border crossings*

The total amount of rail vehicles waiting for unloading as of November 30 reached 22,070 (4,799 wagons above the amount seen in early November), in particular, 8,300 units were with grain (up 3,180 wagons), 303 units with oil (up 85 wagons), 571 units with meal (up 291 wagons), and 608 units with cake (up 298 wagons).

The average daily processing rate at border crossings is 1,680 wagons (up 78 units), including 641 hoppers with grain (up 111 units).

Freight cars with grain waiting to be processed at border crossings, units

Entry point	Number of wagons waiting for handling		
	Total	With grain	Shifts in queue of wagons with grain vs. beginning of the month
Yagodin - Dorogusk	950	594	+70
Izov - Hrubeshuv	4,125	2,105	+723
Mostyska 2 - Medyka	496	136	-81
Vadul-Siret - Dornesti	978	152	-77
Diakovo - Halmeu	1,103	779	+383
Mohyliv-Podilskyi - Velchynets	233	62	-15
Chop – Cierna nad Tisou	7 879	825	+344
Uzhgorod - Matevtsi	812	355	+153
Chop - Zahon	107	53	-21
Batiovo – Epereshke	5,188	3,237	+1,701

*- based on results of the meeting between the Board of Directors and grain shippers

Temporary ban on cargo transportation to Moldova and Romania through some stations

From December 3 and until the cancellation of this decision, it is prohibited for all recipients in Moldova and Romania to send any cargo in wagons of Ukrainian railways through Mogilev-Podilskyi-exp., Kuchurgan-exp. (in Novosavitsk), Reni-exp. (CFR), Slobidka-exp., Reni-exp., Sokyryany-exp. This also applies to transit through Moldova.

The information is provided in Ukrzaliznytsia notification No. ЦДЗ/376 dated December 1.

Rail Baltica: tender for designing new line through Kaunas city junction

Rail Baltica Global and the Baltic joint venture RB Rail AS have announced a tender for the design and construction of the new Rail Baltica line through the Kaunas city junction.

Kaunas city junction is one of the most important transport junctions in both Lithuania and the entire Baltic region, connecting Northern, Western and Central Europe. It consists of a 83 km high-speed railway line and railway tracks of the length of some 27 km, as well as infrastructure facilities and a freight station. The Rail Baltica line is expected to allow trains to put on speed up to 249 km/h.

Also, there is a project to lay more than a 640 km trunk line in the Baltic countries showing a total length of 870 km. The procurement for the Kaunas - Vilnius section and the route from Esi (Kaunas) to Lithuanian and Polish borders has already started.

Bids are accepted until January 16, 2023.

Construction of new tracks at Byala-Podliaska and Malashevichi stations

On November 18, representatives of Trakcja SA and PKP Polskie Linie Kolejowe concluded an agreement on the design and implementation of the expansion of the track system at the Biła Podliaska and Malasiewicz stations.

A total of ten tracks are to be built at the Byala-Podliaska station and three at the Malashevichi station. The infrastructure will be capable of receiving heavier and longer (up to 750 m) freight trains. The scope of work also includes the construction of a traction network, turnouts and railway traffic control devices.

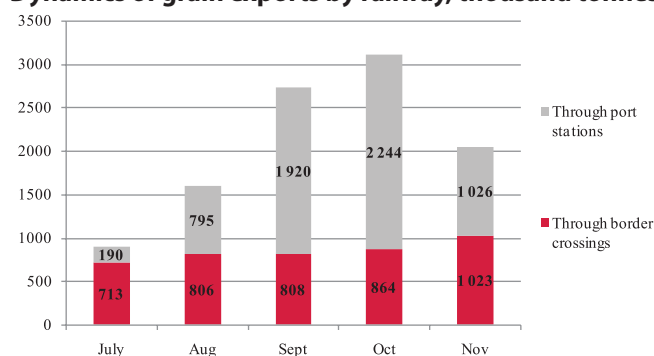
The value of the contract is about PLN 123 million (about €26.2 million). The validity of the contract is the year 2024.

Up to 2.05 mmt grain exported by rail in Nov 2022*

According to results of the month of November, the volume of grain loaded at Ukrainian railway stations amounted to more than 2.5 million tonnes out of a total of 9.77 million tonnes of various types of products loaded within the Ukrzaliznytsia's network in the period under review, given the average daily loading rate of 83,000 t for grain.

A total of 2.05 million tonnes of grain were exported in November against 3.1 million tonnes in October.

Dynamics of grain exports by railway, thousand tonnes*



EAST EUROPEAN & UKRAINIAN TRANSPORT MARKET

WEEKLY REPORT \ WEEK 48

Transportation of some export cargo by stations, thousand tonnes

Exit station	Grain		Vegetable oil		Meal	
	Nov	Oct 1-Nov 1	Nov	Oct 1-Nov 1	Nov	Oct 1-Nov 1
Izov-Exp. (PKP)	242.6	193.3	25	32.7	100.3	130.4
Batiovo-exp. (MMAZ)	189.7	175.7	17.1	13.8	9.9	19.7
Chop-exp. (ZSR)	104.9	70.4	5.8	1.8	2.5	-
Yagodin-exp. (PKP)	103.9	102.3	-	6.8	1.5	7.5
Chop-exp. (MMAZ)	85.5	77	0.8	0.5	0.4	0.3
Mostyska 2-exp. (PKP)	72.8	87.2	12.3	8.9	9.3	7.3
Vadul-Siret-exp. (CFR)	71.9	60.1	0.3	4.5	1.4	2.5
Uzhgorod-Exp. (ZSR)	61.4	25.3	1.5	1.6	0.3	-
Diakovo-exp. (CFR)	57.4	50.8	0.4	0.6	2	4.3
Mohyliv-Podilskyi-exp.	14.5	7.3	-	-	-	-
Reni-exp. (CFR)	11	8.9	0.7	-	-	2.3
Sokyiany-exp.	3.2	0.7	-	-	2	0.4
Mostyska 2-exp. (DB)	2.7	3.7	-	-	-	-
Reni-exp.	1.7	0.9	0.7	-	-	0.2
Total through land crossings	1,022.9	863.5	64.5	71.2	129.5	174.9
Odesa-Port-exp.	304.4	696.6	-	-	-	-
Chornomorsk-Port-exp.	224.4	673.8	27.9	25.8	13.1	17.8
Chornomorska-Exp. (for TIS)	305.6	599.9	5.8	3.5	-	1.2
Izmail-exp.	66.5	32.2	1.5	0.5	0.9	-
Chornomorska-Exp. (for OPZ)	67.5	75.1	-	-	-	-
Berehova-exp.	34.6	24.6	16.3	21.7	1	1.3
Kseniyeve-exp.	23.1	141.4	10.8	10.6	-	-
Reni-Port-exp.	-	-	-	0.4	-	-
Mykolaiv-freight-exp.	-	0.6	-	-	-	-
Total through port stations	1,026	2,244	62.4	62	15	20
Total	2,049	3,108	126.9	134	144.4	195

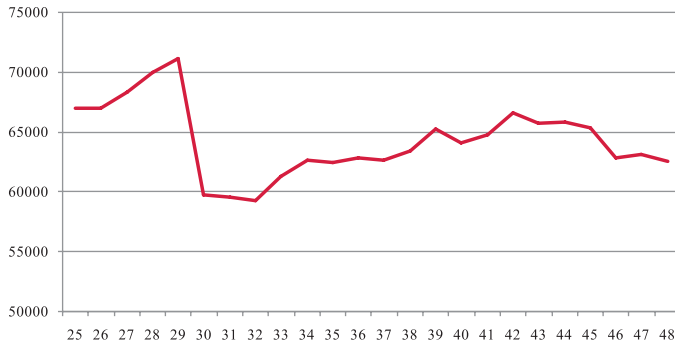
*- according to Ukrzaliznytsia's data as of Nov 30

Grain and oil transshipment volume in some Ukrainian ports // Week 48

Port of departure	Volumes, thousand tonnes	Country of destination
Corn		
Chornomorsk	66.6	Türkiye
	27.5	Spain
	26.3	Italy
	25	Egypt
Odesa	63	China
	32.3	Spain
Pivdenyi	53.8	Israel
	31.6	China
Wheat		
Odesa	55	Indonesia
	27	Algeria
	26.5	Italy
	6.3	Greece
Pivdenyi	26.3	Türkiye
Sunflower oil		
Odesa	8.4	Italy
Sunflower meal		
Pivdenyi	35.7	China
	17	Bulgaria

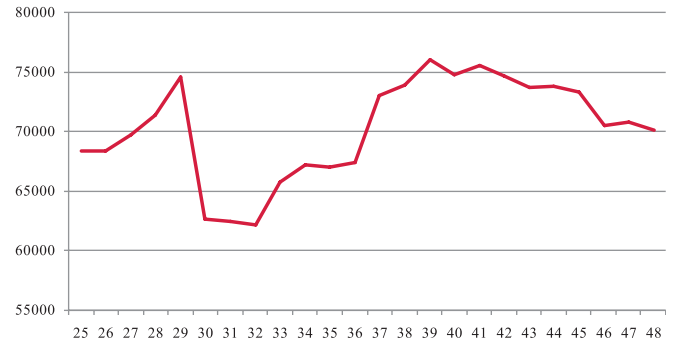
Rolling stock cost indices in Ukraine // Week 48

Gondola car cost index, €/unit*



* - weighted average cost rate calculated on the base of monthly indicators and weekly shifts of exchange rate

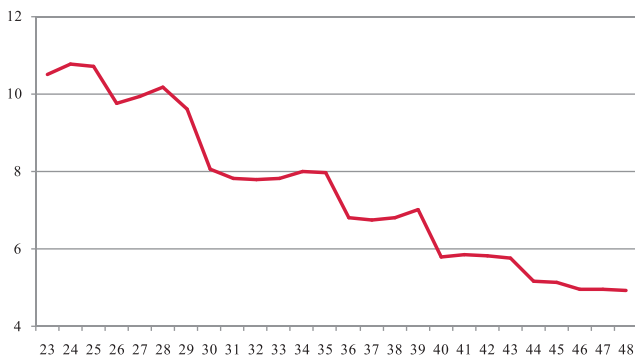
Grain hopper cost index, €/unit*



* - weighted average cost rate calculated on the base of monthly indicators and weekly shifts of exchange rate

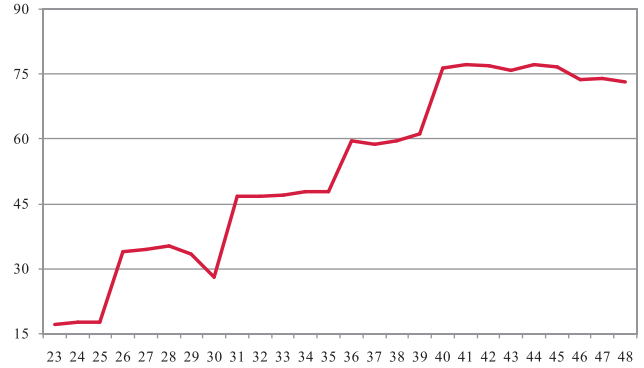
Indices of rolling stock rental rates in Ukraine // Week 48

Gondola car rental rate index, €/day*



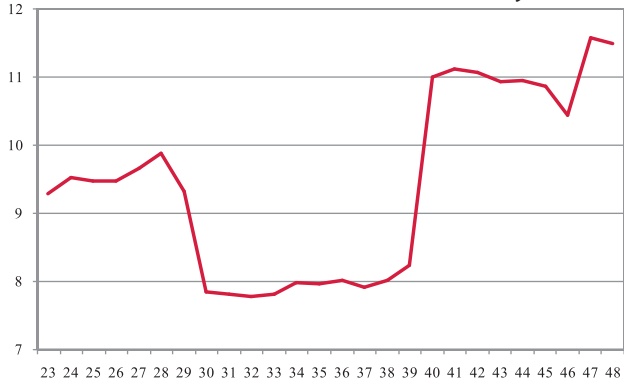
* - normal rental rate (VAT excluding) calculated on the base of monthly indicators and weekly shifts in exchange rate

Grain hopper rental rate index, €/day*



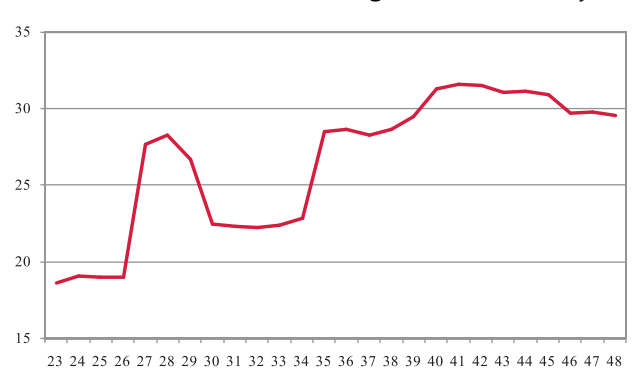
* - normal rental rate (VAT excluding) calculated on the base of monthly indicators and weekly shifts in exchange rate

Cement car rental rate index, €/day*



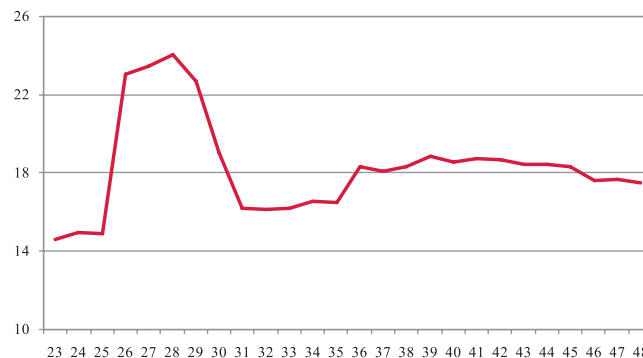
* - normal rental rate (VAT excluding) calculated on the base of monthly indicators and weekly shifts in exchange rate

Rental rate index of food cargo tank cars, €/day*



* - normal rental rate (VAT excluding) calculated on the base of monthly indicators and weekly shifts in exchange rate

Rental rate index of oil tank cars, €/day*



* - normal rental rate (VAT excluding) calculated on the base of monthly indicators and weekly shifts in exchange rate

Black Sea. Freight indices // Week 48

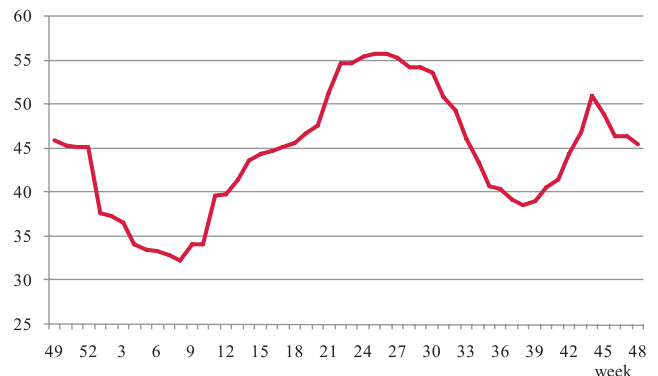
In the short-term, there are no solid preconditions for any marked increase in business activity in the **coaster** shipping market. Contrary to expectations of many brokers and shipowners, there are no signs of pre-Christmas hype on the market. This is due to the fact that Ukrainian grain is mainly exported by large-tonnage fleet. Steel demand remains weak in the MENA and EU regions, and other cargoes like minerals, fertilizers and coal are unlikely to support demand for small-tonnage.

"I believe that the market will remain stable and flat, even amid a possible further decline in both trade and freights," commented an experienced local broker.

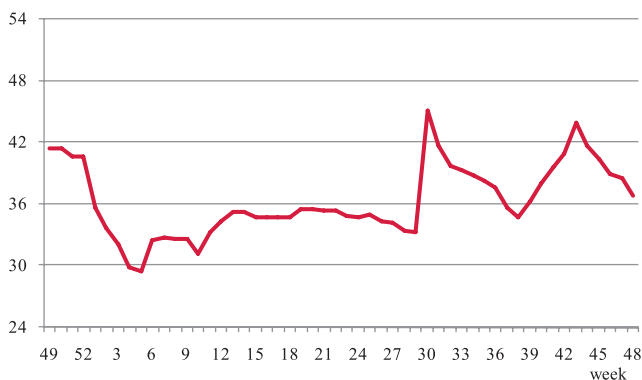
However, even if freight rates remain stable or decrease somewhat, owners will end the year with quite healthy daily earnings.

Only a further increase in wheat and corn traffic from Ukrainian can help owners to stabilize **Handysize** rates.

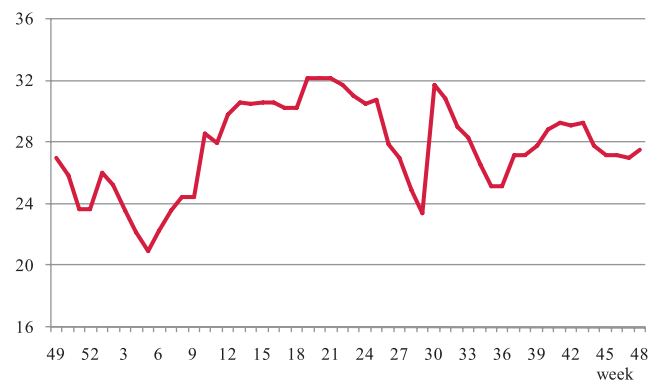
Black Sea coaster/mini-bulker freight index, \$/tonne



BISea and Med Handysize/Supramax freight index, \$/tonne

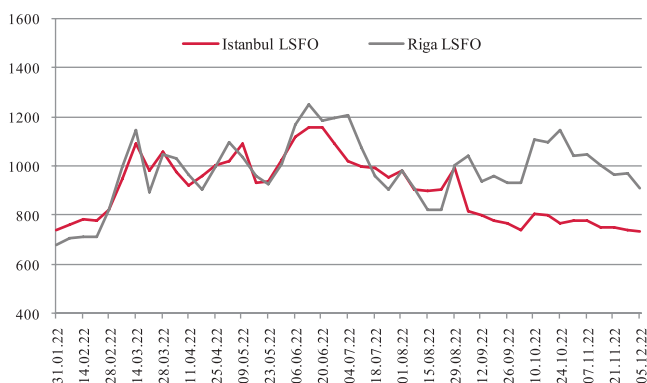


Black Sea Panamax/Kamsarmax freight index, \$/tonne

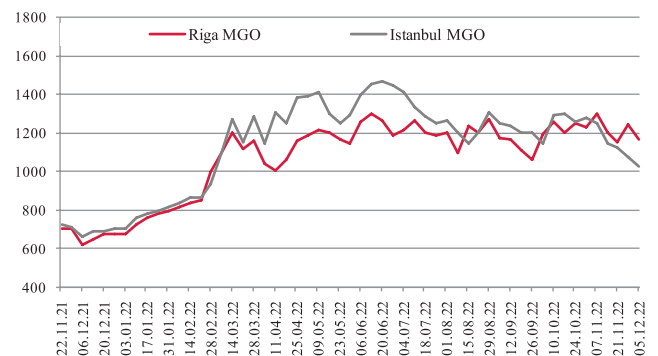


Bunker fuel prices // Week 48

Dynamics of average mazut prices, \$/tonne



Dynamics of average diesel fuel prices, \$/tonne



Nov 28-Dec 4	IFO 380		LSFO		MGO			
	HS	w-o-w	LS (<0.5%)	w-o-w	HS	w-o-w	LS (<0.1%)	w-o-w
Black Sea								
Istanbul	665	+5	735	-5	-	-	1,025	-50
Odessa OPL	-	-	730	-10	-	-	-	-
Constanta	-	-	725	-15	-	-	n/a	n/a
Varna	-	-	730	-15	-	-	n/a	n/a
Burgas	-	-	730	-5	-	-	-	-
Poti	-	-	-	-	-	-	1,345	+45
Baltic Sea								
Rotterdam	380	+10	560	0	-	-	870	-10
Hamburg	455	+30	600	+10	-	-	935	-25
Riga	530	-10	910	-60	-	-	1,170	-75
Tallinn	530	-10	910	-65	-	-	1,020	+10
Klaipeda	-	-	-	-	-	-	1,110	+5

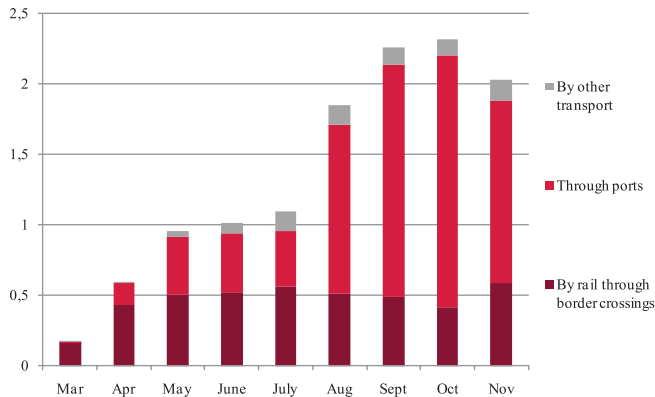
Grain exports in MY 2022/2023. November

Since the beginning of the current marketing year and as of December 5, a total of 18.3 million tonnes of grain and legumes were exported from Ukraine, which is 30% below the same period of the MY 2021/2022. In particular, Ukraine exported 9.79 million t of corn (up 58%), 6.9 million t of wheat (down 53%), and 1.5 million t of barley (down 70%).

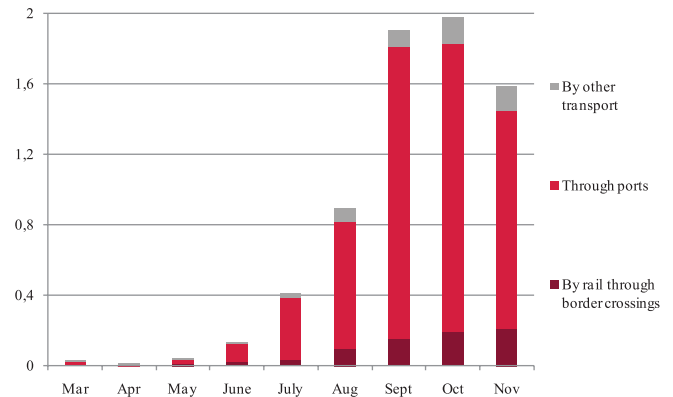
Since the beginning of the war in Ukraine (from March to October), a total of 32.2 million t of grain and its processing products were carried to foreign markets, including 12.3 million t of corn, 7 million t of wheat, almost 2.8 million t of rapeseed, 2.8 million t of sunflower oil, 2.4 million t of sunflower seeds, 1.9 million t of meal, 1.5 million t of barley, 1.3 million t of soybeans, and 180,000 t of soybean oil.

According to the assessment of the Ministry of Agrarian Policy and Food, the volume of the harvested grain crops may amount to 51 million t and that of oilseeds to 16 million t this year. To compare, the last year's production of grain and oilseeds reached 107 million t. As of November 30, up to 39.1 million t of grain were threshed in the country.

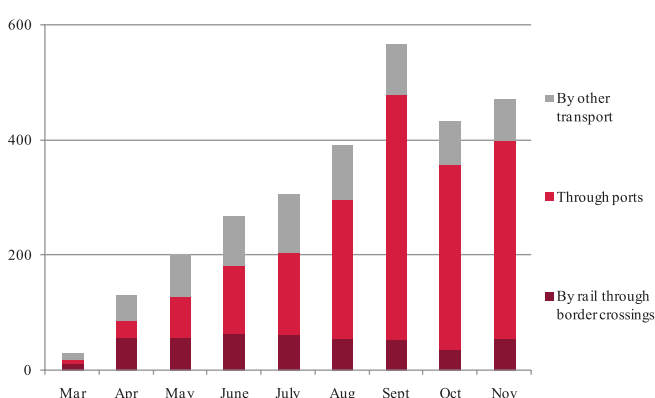
Corn export dynamics*, million tonnes



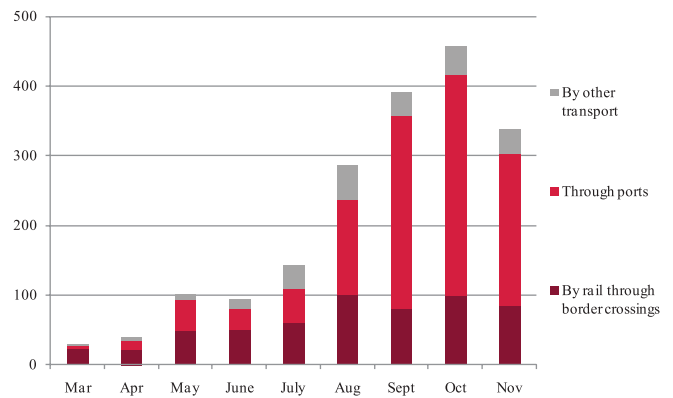
Wheat export dynamics*, million tonnes



Vegetable oil export dynamics*, thousand tonnes



Meal export dynamics*, thousand tonnes



*- according to the Ministry of Agrarian Policy and Food of Ukraine

Grain market. Ukraine // Week 48

Export prices for Ukrainian-origin grain dropped sharply in late November - early December.

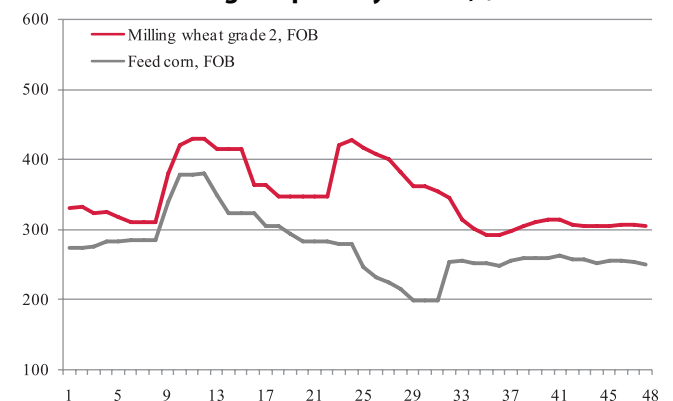
According to market insiders, the Turkish State Grain Board (TMO) acquired 455,000 t of milling wheat sourced mainly from Ukraine at \$329.9-344/t CIF within the framework of an international tender. However, this purchase failed to support the prices. Moderate trade and shipping delays are putting pressure on quotes.

Despite the extension of the "Grain corridor" for 120 days, Russia still has certain tools to artificially limit Ukrainian exports. About 80 vessels were reportedly waiting for inspection in Turkey in the week under review.

Ports of Great Odessa are currently working on 50% of their capacity. According to latest data covering the period from the beginning of MY 2022/23 and up to November 28, Ukraine exported some 17.2 million t of grain and leguminous (against 25.3 million t during the same period of the previous season), including 9 million t of corn, 6.6 million t of wheat, and 1.3 million t of barley.

As of November 28, a total of 4.5 million hectares were sown with winter crops in Ukraine, accounting for 94% of the projected area. In particular, some 3.8 million hectares were sown with wheat and 613,000 t hectares were sown with barley.

Ukrainian grain price dynamics, \$/tonne



Grain export prices, \$/tonne*

	Nov 26-Dec 2	Nov 19-25	w-o-w
Milling wheat grade 2, FOB	300 - 310	305 - 310	-2.5
Milling wheat grade 3, FOB	280 - 290	296 - 300	-13
Feed wheat, FOB	255 - 265	270 - 275	-12.5
Feed barley, FOB	255 - 260	260 - 265	-5
Feed corn, FOB	245 - 255	252 - 257	-4.5

* - offer prices

Grain market. EU countries // Week 48

EU-origin grain price dynamics has been mixed in the period under review. Competition with Black Sea traders makes exporters reduce offer quotes, while lively demand for export grain buoys up the prices. This season, the overall wheat shipping volume has already showed a 3% increase year-on-year. Exports are expected to pick up pace in the coming weeks as market insiders report pretty brisk sales of French wheat to China. Since the beginning of the current grain season, the list of the largest buyers of European wheat has included Algeria (1.97 million t), Morocco (1.85 million t) and Egypt (1.49 million t). Key exporters remain France (5.65 million t), Romania (1.81 million t) and Germany (1.57 million t). By the way, the Algerian State grains agency (OAI) purchased some 450,000 t to 500,000 t of feed wheat at \$354-355.5/t CIF at an international tender last week.

From July 1 to November 27, the EU exported a total of 13.9 million t of wheat (against 13.4 million t in the same period of MY 2021/2022), 2.7 million t of barley (vs. 4.6 million t) and 546,800 t of corn (vs. 2.6 million t). Corn imports reached 12.1 million t (compared with 5.2 million t).

In the last week of November, wheat shipments amounted to 141,200 t, including almost 77,000 t from France, 30,000 t from Latvia, and 28,000 t from Poland. Corn supplies averaged some 26,200 t, including 17,700 t from Romania, while exports of barley were reported at 6,600 t, of which 4,000 t were shipped from France.

Grain export prices, \$/tonne*

	Nov 26-Dec 2	Nov 19-25	w-o-w
Milling wheat 76/220/11 (FOB Rouen)	334 - 342	335 - 338	+1.5
Milling wheat (FOB German ports)	338 - 340	342 - 345	-4.5
Milling wheat (FOB Constanta)	340 - 347	337 - 343	+3.5
Feed barley (FOB Rouen/La Pallice)	297 - 309	300 - 310	-2
Feed barley (FOB Hamburg/Rostock)	305 - 310	303 - 312	=

* - offer prices

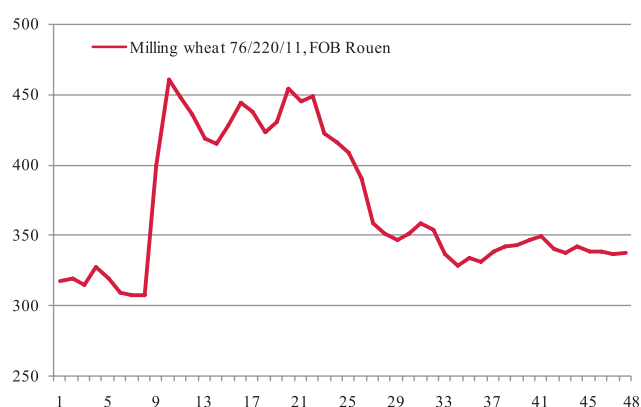
Grain market. USA // Week 48

Sluggish demand for US-origin wheat amid lower propositions from Black Sea region is putting pressure on quotes. In addition, the updated report about the 2022 crop year has been released this week, saying that up to 34% of wheat crops are "in good/excellent condition" (against 32% reported last week, and 44% seen in the same period of the previous season).

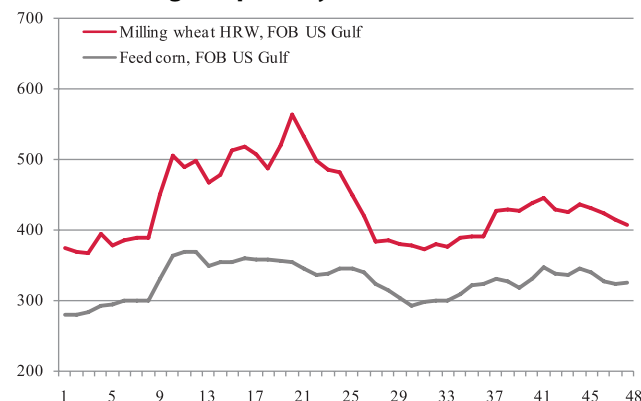
Corn prices remained mostly unchanged in the week under review.

In November 18-24, the US traders sold 632,700 t of corn including 30,000 t of new crop grain, and 165,600 t of wheat including 7,000 t of new crop grain to foreign buyers. The largest volume of corn was acquired by Mexico (387,100 t of old and 30,000 t of new crop grain). Algeria purchased 58,300 t of wheat. Mexico bought 32,800 t and 7,000 t of wheat of the old and new harvest, respectively. Corn exports from the USA amounted to 344,500 t in Nov 18-24, of which 193,100 t were supplied to Mexico and 77,100 t to China. Wheat shipments totaled 271,200 t, with 73,600 t to be carried to Mexico.

EU grain price dynamics, \$/tonne



US grain price dynamics, \$/tonne



Grain export prices, \$/tonne*

	Nov 26-Dec 2	Nov 19-25	w-o-w
Milling wheat HRW (FOB US Gulf)	396 – 418	405 - 425	-8
Milling wheat SRW (FOB US Gulf)	337 – 347	350 - 359	-12.5
Feed corn (FOB US Gulf)	313 – 336	313 - 334	+1

* - offer prices

Grain market. South America // Week 48

Brazil faced a problem of accessing to the port of Paranagua after heavy rains had totally paralyzed the road traffic. Operators are currently shipping grain from the warehouses, but it is hard to predict for how long this option will be a remedy. Although the railroad traffic to Paranagua port had resumed with some restrictions, it failed to enhance the overall situation much, for about 80% of goods usually arrive at the port in trucks.

Corn prices have decreased somewhat. According to FAS USDA estimate, strong demand and high corn prices will boost acreage, production and exports. The MY 2022/2023 grain harvest is expected to reach 126 million t (against 116 million t last season), which is 5% above the previous forecast. Exports may hit 47 million t (vs. 44.5 million t in the previous grain season), the USDA report says.

During the period from November 26 to December 2, a total of 1.1 million t of corn were shipped from Brazilian ports (compared with 873,600 t in November 19-25). The largest volumes were supplied to Spain (205,000 t), Japan (148,500 t), Iran (148,500 t) and Algeria (129,700 t).

Argentina is in the heat of wheat harvest campaign, with 23% of the area being processed as for now. Despite some improvement in condition of crops, the Buenos Aires Grain Exchange reports a lower-than-expected yield, which will soon lead to further cuts in production estimates. This fact puts wheat quotes on track to increase. Corn prices are going up too due to low planting rates and reduced production estimates.

Corn sowing campaign is 25.4% complete in the country, the state of the crops has not changed since last week. Refinitiv Commodities Research lowered its estimates on corn production in MY 2022/2023 by 1.2 million t to 48 million t due to long drought and planting delays.

Corn of the future harvest with shipment in March to May is sold at \$294-301/t FOB UpRiver.

The period from November 26 till December 2 ended with exports of 392,600 t of corn and 83,200 t of wheat from the ports of Argentina. Large volumes of corn were shipped to South Korea (81,100 t), Chile (67,400 t) and Malaysia (65,400 t). Chile will receive 39,600 t of wheat. Buyers from Peru and Brazil will get some 22,400 t and 21,200 t of wheat, respectively.

Grain export prices, \$/tonne*

	Nov 26-Dec 2	Nov 19-25	w-o-w
South America			
Wheat 11.5% (FOB UpRiver)	380 - 405	374 - 380	+15.5
Feed corn (FOB UpRiver)**	286 - 302	281 - 297	+5
Feed corn (FOB Paranagua)**	287 - 299	293 - 301	-4

* - offer prices

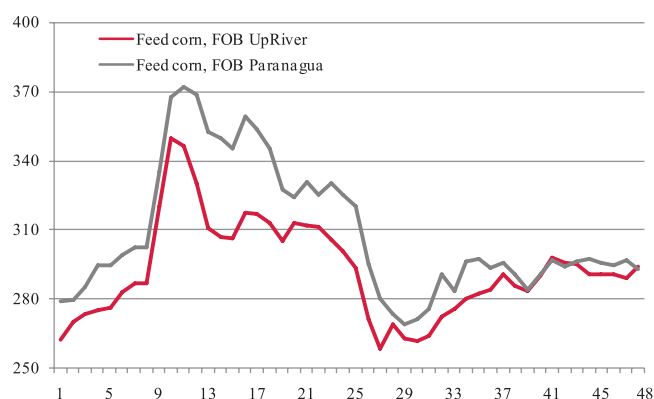
** - old crop grain

Grain market. Australia // Week 48

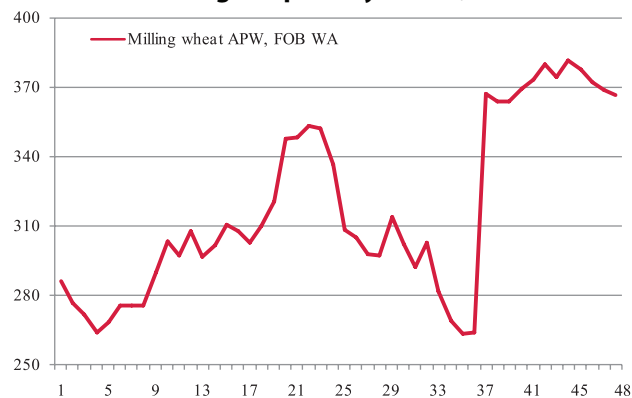
Grain harvesting is gaining pace in Australia owing to improving weather conditions, which puts pressure on prices. In addition, quality indicators in many regions turn out to be higher than expected, that is, the country will see more grain of higher quality.

The Department of Primary Industries and Regions (PIRSA) has released the first estimates about the grain production in South Australia in MY 2022/2023, predicting a top crop of 12.1 million t compared with the previous record of 11.1 million t seen back in MY 2016-2017 and against the five-year average of 7.1 million t. In particular, wheat harvest is expected to reach 6.98 million t (against the five-year average of 3.9 mm), while barley production is estimated at 2.9 million t (vs. 2 million t recorded in past five years).

South American grain price dynamics, \$/tonne



Australian grain price dynamics, \$/tonne



Grain export prices, \$/tonne*

	Nov 26-Dec 2	Nov 19-25	w-o-w
Milling wheat APW (FOB WA)	364 - 369	366 - 372	-2.5
Feed barley (FOB WA)	278	284 - 286	-7

* - offer prices

Grain market. Kazakhstan // Week 48

The **Kazakh** grain export market looks unchanged. Trade is low, and prices are stable.

Azerbaijan, one of Kazakhstan's key buyers, imported about 160,000 t of Kazakh-origin wheat in January-September. Although this is almost 9 times more y-o-y, Azerbaijan's imports from Russia are way larger – about 580,000 t. In general, from January to September, Russia accounted for 78.4% of Azerbaijan's wheat imports, while just 21.6% fell on Kazakhstan.

Grain export prices, \$/tonne*

	Nov 26-Dec 2	Nov 19-25	w-o-w
Wheat grade 3, DAP Saryagash	255 - 258	255 - 258	=
Wheat grade 4, DAP Saryagash	216 - 221	216 - 221	=

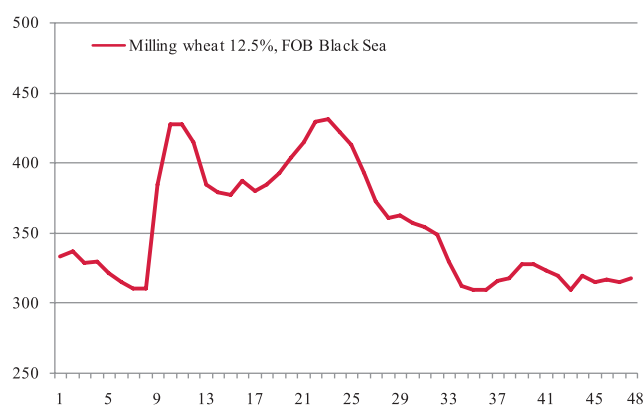
* - offer prices

Grain market. Russia // Week 48

Export quotes for **Russian** grains were fluctuating in the period under review. On the one hand, a huge harvest continues to put pressure on prices (this season Russia needs to export at least 60 million t of grain). But on the other hand, restrictions on shipments from Ukraine and the shortage of high-quality wheat in the region trigger increase in some quotes. However, exporters often have to make concessions to catch the importers' attention. Note that one of the main buyers of Russian grain, Turkish TMO, purchased 455,000 t of wheat at a tender (though mostly to be sourced from Ukraine). The agency also launched a tender seeking to buy 495,000 t of barley.

In November 1-27, grain exports from Russian ports amounted to 4.4 million t of wheat (1.7 times more than last year), 453,000 t of barley (up 44% y-o-y) and 94,000 t of corn (vs. 321,000 t recorded in November 2021).

Russian grain price dynamics, \$/tonne



Grain export prices, \$/tonne*

	Nov 26-Dec 2	Nov 19-25	w-o-w
Milling wheat 12.5% (FOB Black Sea ports)	315 - 320	312 - 318	+2.5
Milling wheat 12.5% (FOB Azov Sea ports)	264 - 270	265 - 270	-0.5
Milling wheat 11.5% (FOB Black Sea ports)	295 - 311	308 - 314	-8
Milling wheat 11.5% (FOB Azov Sea ports)	251 - 258	257 - 263	-5.5
Feed wheat (FOB Black Sea ports)	270 - 275	275 - 280	-5
Feed wheat (FOB Azov Sea ports)	233 - 239	233 - 238	+0.5
Feed barley (FOB Black Sea ports)	277 - 282	284 - 290	-7.5
Feed corn (FOB Azov Sea ports)	212 - 218	-	-

* - offer prices

Soybean market // Week 48

Fears of lower demand from China due to the tight containment of COVID-19 and protests put soybeans quotes in the **USA** on track to further decrease. Additional pressure on prices came from the fall on the crude oil market at the start of the week. At the same time, market insiders reported sales of a total of 136,000 t of soybeans to China. In general, during the period from November 18 to 24, US grain traders sold 1.4 million t of soybeans to foreign markets, with China (927,400 t) and the Netherlands (177,900 t) as the main buyers. Exports of soybeans from the USA amounted to 2.1 million t in November 18-24, of which 1.5 million t were supplied to China and 220,000 t to the Netherlands.

Prices for **Brazilian** soybeans have jumped up thanks to rally on the market of soybean meal. Sowing of soybeans is 87% complete, and production volumes, according to Datagro, will surge to the record level of 153.3 million t. StoneX Brazil raised its estimate on soybean production to 155.1 million t from the previously assessed 154.3 million t. However, this did not affect quotes.

During the period from November 26 to December 2, up to 173,200 t of soybeans were shipped from Brazilian ports, with the largest volume of 139,200 t delivered to China.

Soybean sales by **Argentine** farmers started to grow immediately after the introduction of a preferential exchange rate “soy dollar”. Rumors insisting that China will ease COVID-19 restrictions thus spurring demand, combined with long-lasting moisture deficit in Argentina, provided a good support to soybean quotes.

Being almost 30% complete, oilseed planting is now behind the last year’s pace due to dry weather conditions. Only 25,000 t of soybeans were shipped from Argentina’s ports during the period from November 26 to December 2; the entire volume was exported to China.

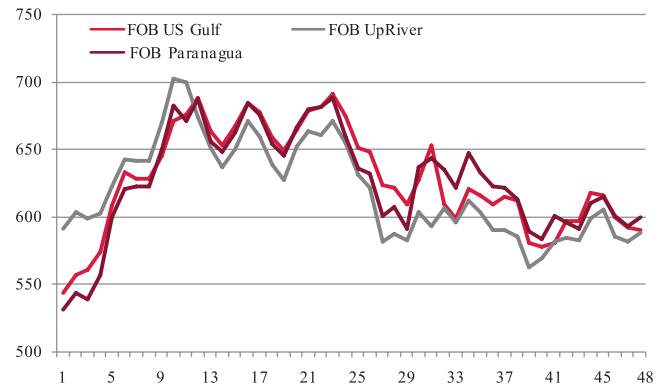
Export prices for soybeans, \$/tonne*

	Nov 26-Dec 2	Nov 19-25	w-o-w
USA			
Soybeans, FOB US Gulf	579 - 602	583 - 601	-1.5
South America			
Soybeans, FOB UpRiver**	577 - 600	567 - 597	+6.5
Soybeans, FOB Paranagua**	587 - 613	576 - 611	+6.5

* - offer prices

** - old crop grain

Soybean price dynamics, \$/tonne

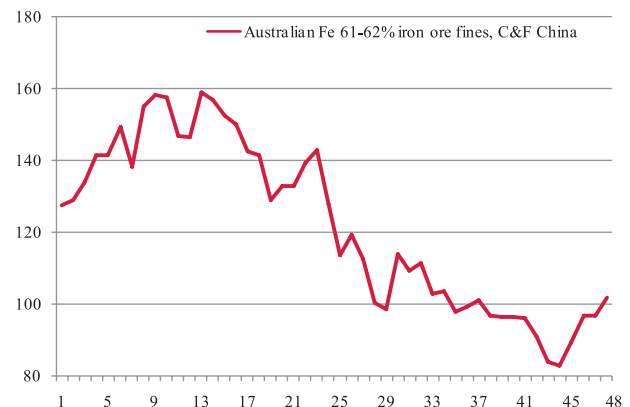


Iron ore market // Week 48

Iron ore prices have grown in **China** owing to increased futures, brisker ore demand, and eased quarantine restrictions in major cities. However, the number of fresh contracts has declined after a surge in iron ore prices due to still low business activity in the domestic segment of finished steel products.

Having been out of the market for several past months in order to arrange shipments under the previously concluded contracts, **Ukrainian** iron ore producers returned to cooperating with foreign customers in November, ready to enter into new deals. However, the fresh contacts were sporadic over logistics problems and the risk of delivery disruptions. The return of Ukrainian producers into the market has not affected the competition in the Black Sea region, since Ukrainian exporters are dealing mainly with European countries, while Russian traders are selling to China.

Iron ore export price dynamics, \$/tonne



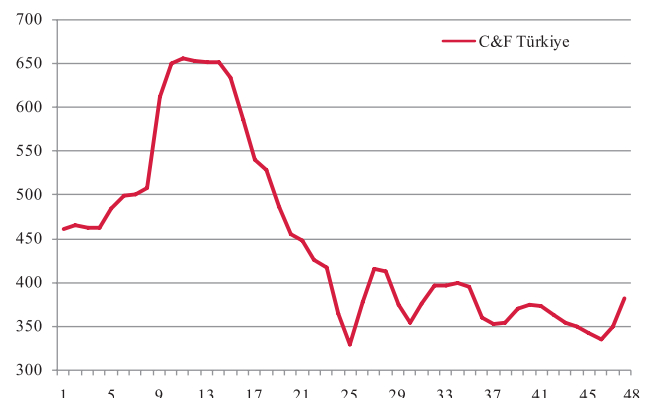
Iron ore export prices, \$/tonne

	Nov 26-Dec 2	Nov 19-25	w-o-w
Brazil (Fe 64-65%), C&F China	119 - 120	111 - 112	+8
Australia (Fe 61-62%), C&F China	98 - 106	94 - 100	+4
Australia (Fe 58%), C&F China	94	87 - 88	+6.5

Steel scrap market // Week 48

The upward price trend persists in the **Turkish** steel scrap market. Local steel works are ready to accept higher prices due to shortage of imported scrap. ISM sources reported several contracts for the supply of large-tonnage lots of imported scrap to Turkey. For example, 32,000 t of HMS 1&2 (80:20) with shipment from Venezuela were acquired at \$381/t C&F Iskenderun. The contract for the supply of HMS 1&2 (80:20) from Netherlands has been concluded at \$371/t C&F. One of the importers from Izmir purchased HMS 1&2 (80:20) of Latvian production at \$373.5/t C&F. A 2,000 t lot of US-origin HMS 1&2 (85:15) was purchased at \$378/t C&F Marmara, while 13,000 t of shredded scrap and 13,000 t of P&S were bought at \$395/t C&F Marmara. The deal for the supply of HMS 1&2 (80:20) from Estonia was signed at \$374/t C&F Marmara. Bonus scrap and

Steel scrap export price dynamics, \$/tonne



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P&S scrap of the same origin were acquired at \$400/t C&F. A company from Iskenderun purchased 20,000 t of Estonian HMS 1&2 (80:20) at \$366/t C&F and 10,000 t of shredded scrap at \$386/t C&F. US-origin HMS 1&2 (80:20) was bought at \$360/t C&F Izmir. Shredded scrap and bonus scrap of the same origin were acquired at \$380/t C&F Izmir.

Demand for imported steel scrap remains muted in **Korea**. Local buyers are trying to get better offers from Japanese exporters. Meanwhile, no negotiations with US or Russian suppliers have been reported this week. Japanese HMS 2 is now available at \$342-357/t C&F Korea, but no deals have been heard so far.

Steel scrap export prices, \$/tonne

	Nov 26-Dec 2	Nov 19-25	w-o-w
Türkiye, HMS 1&2 (80:20), C&F	364 - 398	325 - 373	+32
Russia, 3A, FOB Black/Azov Sea	285 - 328	260 - 303	+25
Russia, 3A, FOB Baltic Sea	305	280	+25
Japan, HMS 2, FOB	310 - 320*	335 - 345*	-25

* - indicative quotes

Coal market // Week 48

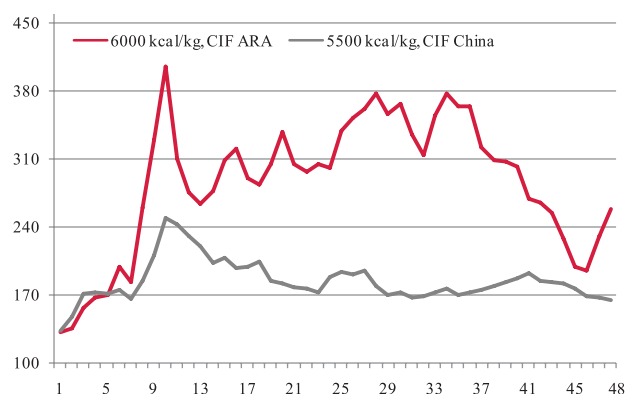
Prices for imported thermal coal are growing rapidly in West Europe despite increased stockpiles in ARA port in late November. The local market needs more and more high-calorific coal, thus boosting the corresponding quotes.

Turkish consumers do not hurry to sign both long-term and spot contracts for the supply of coal, expecting price concessions from the suppliers. Quotes for both Colombian and Russian coal increased in the period under review. Consumers from the MENA countries do not give up their attempts to put pressure on Russian coal traders.

Contract prices for Australian thermal coal are on the increase, but trade is limited in the region. Coal stocks are growing gradually in China's major ports. Suppliers working with Asian countries still try to find the acceptable price range. A few deals were reportedly signed in the region. Two 25,000 t lots of coal with shipments in January have been sold at \$395/t and \$410/t FOB Newcastle. Two similar stems with shipment in February will be supplied at \$402.5/t and \$412/t FOB Newcastle.

Spot offer of South African coal is scant. In such circumstances, export quotes are climbing up. No deals for the supply of high-calorific coal were signed in the week under review.

Coal export price dynamics, \$/tonne



Coal export prices, \$/tonne

	Nov 26-Dec 2	Nov 19-25	w-o-w
Thermal coal			
Export*			
South Africa, FOB Richards Bay	230 - 260	180 - 210	+50
Colombian coal, FOB Atlantic coast	232 - 249	200 - 235	+23
Russian coal, FOB Baltic	120 - 135	115 - 135	+2.5
Australia, FOB Newcastle	350 - 410	335 - 355	+35
Indonesian coal**, FOB S.Kalimantan	159 - 167	160 - 168	-1
Russian coal, FOB East coast	160 - 175	160 - 175	=
Import			
Europe*, CIF ARA	240 - 277	216 - 245	+33
Türkiye*, CIF northern ports	165 - 175	158 - 164	+9
China**, C&F northern ports	152 - 178	159 - 177	-3
Coking coal			
Export			
Australia, FOB Gladstone	247 - 250	242 - 255	=
USA, FOB Norfolk	250 - 252	246 - 255	+0.5

* - 6000-6300 kcal/kg coal

** - 5500 kcal/kg coal

Nitrogen fertilizer market // Week 48

New offers of **urea** in Europe, North and South America are still largely out of importers' sight, so global suppliers are putting hopes on unmet demand for the fertilizer in India. The next Indian tender for the purchase of large urea volumes is expected in mid-2H Dec. Therefore, 1H Dec some producers will only be shipping urea under the terms of the latest tender and accumulate fresh volumes for shipments to India in Jan. In particular, no new deals have been reported on the Middle Eastern market this

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week, but vessels were actively loaded with fertilizer in regional ports for further shipments to NFL. According to market insiders, about 550,000 t of urea will be supplied to India at approximately \$552-555/t FOB Middle East. Trades working in the Baltic Sea are also mainly focused on the Indian destination (Russian producers will ship about 200,000 t of urea to NFL at a netback price of \$483-509/t FOB Baltic Sea), while sales outside India have been low both in this region and in the Black Sea ports due to low demand. Players note the absence of SOCAR fertilizer on the export market this week, as well as the absence of final prices and terms for the sale of granulated urea from Central Asia. Probably, suppliers are waiting for buyer's bids. Only the Egyptian ports have been showing moderate sales volume of urea: MOPCO has signed the contract to ship 30,000 t of granulated fertilizer to Europe at \$560-565/t FOB Egypt.

Egyptian urea has been delivered by road from Romania to Ukraine: over the last two weeks, Rezon Trade has imported almost 600 t of fertilizer produced by Abu Qir at \$810/t DAP Porubne/Reni.

The negative dynamics of global urea prices has finally affected quotes for **ammonium nitrate**. Moreover, in late Nov, the Russian government increased the relevant export quota for 2H 2022 by 200,000 t, which in turn led to increased offer of fertilizer for shipments in Dec and a significant downturn in corresponding prices in Brazil, where demand has been nearly dead for a long time. Therefore, players do not rule out the recovery of trade on this market. In mid-Dec, the port of Paranagua is expecting the arrival of a 7,800 t lot of ammonium nitrate produced by Acron, while last week, another 37,800 t of ammonium nitrate produced by EuroChem were loaded in Novorossiysk for further shipment to the port of Santos.

Meanwhile, West European importers are not buying ammonium nitrate and limestone-ammonium nitrate. At the same time, quotes for Jan stems of ammonium nitrate produced by Borealis and Yara have stayed at €750/t CPT distributors (bulk) in France, while Dec volumes of the fertilizer are already offered in Germany at €595-610/t CPT/CIF (bulk), which is €10/t lower than the previous price range. At the same time, LAN prices on the free market start at €570/t CIF Germany (€30/t down). Bulgarian Neochim has been keeping AN prices unchanged since early Nov: packed fertilizer with shipment in Dec can now be bought at €630/t FCA Dimitrovgrad and €650/t FOB Burgas.

As for the Ukrainian market, up to 4,300 t of AN of Grupa Azoty Pulawy production arrived in Ukraine in November from Poland at \$776-813/t DAP Izov, while 1,165 t and 834 t of Neochim AN were supplied from Bulgaria at \$719/t CIF Izmail and \$697-698/t CFR Ishmael, respectively. In recent days, traders also offer domestic importers to consider purchasing Bulgarian AN with the supply in 1,000 t lots in mid-January at €35,500-35,700/t FCA Izmail (equivalent to \$804/t FCA Izmail). Market insiders report import contracts for the supply of a total of 9,000 t of AN of Agropolychim production, though prices has not been disclosed yet. Note that on the European market, Agropolychim offers packed AN at €655/t FCA Devnia. Besides the EU origin, Ukrainian importers can buy Kazakh AN with shipment closer to December 10 at €36,500-37,500/t EXW seller's warehouse. Cherkasy "Azot" is currently the only producer of this type of fertilizers in Ukraine. Despite from-time-to-time power outage, the plant is going to increase its output to 50,000 t per month. "Rivneazot" is idle. End-user demand is moderate, so prices are stable.

Cherkasy-based "Azot" resumed **UAN** production, with the planned output estimated at 30,000 t (a twofold hike from November). Exports will grow accordingly. Last month, OstChem managed to ship 4,000 t of UAN to Romania and almost 2,000 t to Lithuania. At the same time, the Ukrainian market was supplied with imported product, particularly with small stems from Lithuania and Poland. Recently, the port of Izmail received 1,000 t of the fertilizer; according to the supplier, UAN was produced by Turkmenkhimiya and purchased at \$640/t CFR Izmail. Also, a small volume of Belarusian UAN previously imported to the country has been cleared.

UAN demand remains weak in Ukraine. "Grosdorf" turned out to be the only producer which increased offer prices. Thus, in early December, the company offered UAN-32 at €32,000/t EXW, and UAN-26(4S) at €25,000/t EXW Cherkasy region.

Fertilizer offer prices, \$/tonne

	Nov 26-Dec 2	Nov 19-25	w-o-w
Urea			
FOB Black Sea (prilled)*	430 - 485	465 - 515	-32.5
FOB Baltic Sea (prilled)*	483 - 509	483 - 530	-10.5
FOB Baltic Sea (granular)*	425 - 509	483 - 530	-39.5
FOB Egypt (granular)	560 - 565	550 - 575	=
CFR Brazil (granular)	530 - 570	560 - 590	-25
CFR Türkiye (prilled, 180-day credit)	473 - 528	508 - 558	-32.5
CPT Ukraine*, FCA/EXW Black Sea ports (imported, €/t)	38,500 - 43,000	38,200 - 43,000	+150
EXW/CPT Ukraine (domestically produced, €/t)	40,000 - 43,300	40,500 - 43,000	-100
Ammonium nitrate			
FOB Black Sea*	297 - 322	392 - 412	-92.5
FOB Baltic Sea*	307 - 327	402 - 417	-92.5
CFR Brazil*	390 - 400	480	-85
FCA/EXW Black Sea ports* (imported, €/t)	35,500 - 35,700	35,500 - 36,500	-400
CPT Ukraine (domestically produced, bagged, €/t)	37,400 - 37,800	37,400 - 37,800	=
CPT Ukraine (domestically produced, bb, industrial use, €/t)	41,140 - 43,470	41,140 - 43,470	=

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	Nov 26-Dec 2	Nov 19-25	w-o-w
Limestone-ammonium nitrate			
CIF Germany (28%, €/t)	570 - 610	600 - 620	-20
EXW/CPT Ukraine (domestically produced 27%, bagged, €/t)	30,400 - 31,200	30,400 - 31,200	=
Ammonium sulfate			
FOB Black/Baltic Sea (chem. crystallized, bulk)*	146 - 177	151 - 187	-7.5
FOB North-Western Europe (chem. granular)	-	420 - 450	=
DAP Poland/Ukraine (imported, chem. granular, bagged and bb)*	570 - 590	580 - 590	-5
EXW/CPT* Ukraine (domestically produced, chem. granular, bagged and bb, €/t)	22,500 - 24,900	22,000 - 24,900	+250
UAN-32%			
FOB Black Sea**	458 - 540	479 - 551	-16
FOB Baltic Sea**	446 - 538	470 - 549	-17.5
FOB Klaipeda*	619 - 651	645 - 660	-17.5
EXW Ukrainian central regions (domestically produced, €/t)	32,000 - 35,700	31,500 - 35,700	+250

* - reference price

** - netbacks

All prices in hryvnias including VAT and packaging. NBU exchange rate: \$1 = €36.57

Market of complex and potash fertilizers // Week 48

The slowdown persisted on the **phosphorous fertilizer** market in early December. End consumers in many regions were slow to enter into new deals, expecting further price cutbacks from the suppliers. In particular, the Indian government recommended that importers did not sign any new deals for DAP above \$730/t CFR. So, there is contradictory information on the market regarding the latest NFL tender closed on Nov 21. Some sources believe that the company purchased 50,000 t of DAP from Phosagro at \$730/t CFR India and plans to buy the same volume of Moroccan fertilizer if the supplier agrees to reduce the price. However, others say that NFL is going to cancel the tender and to start direct negotiations on December 1. At the meantime, no DAP of other origins have been lately offered on the Indian phosphorous fertilizer market.

The Lithuanian phosphorous fertilizer is dull, but players expect it to perk up in the short term. Local suppliers offer DAP from Lifosa (from old stocks) at around €950/t CPT farm in big bags. The producer itself has reportedly shut down capacity again and temporarily suspended sales until prices stabilize on the world market.

Demand remained muted on the Ukrainian market; prices were going down in most cases. Some traders, however, managed to raise amophos prices to €52,200-55,500/t EXW warehouse. Ukraine imported 3,840 t of amophos in November compared with 4,670 t in October. Note that the last year's volumes were hovering around 40,000 t. Given sluggish trade, the Dnipro Mineral Fertilizer Plant will hardly resume production by the end of this year. DZMU, which is currently stockpiling the raw materials, will probably get to producing phosphorous fertilizers no earlier than in mid-January.

In the next three weeks, Indian NFL will be accepting offers from suppliers for the purchase of 250,000 t of **potassium chloride** (option-10%). According to the tender, 150,000 t of standard pink, red or white bulk fertilizer should be shipped to Indian ports during Mar 15 - June 16, 2023; the supply of another 100,000 t is expected during Aug 15 - Oct 15, 2023. The volumes will traditionally be purchased with 180-day credit, bss CFR India. According to the current annual contract, the price for fine fertilizer is \$590/t CFR India, therefore the new offers must be considered when signing the next annual contracts on the Indian and Chinese markets.

Fertilizer offer prices, \$/tonne

	Nov 26-Dec 2	Nov 19-25	w-o-w
DAP			
FOB Baltic Sea*	674 - 705	677 - 705	-1.5
FOB Morocco*	696 - 800	696 - 810	-5
CFR India*	737 - 739	737 - 745	-3
EXW Ukraine (imported, €/t)	52,600 - 55,300	52,500 - 55,800	-200
MAP			
FOB Baltic/Black Sea*	510 - 560	515 - 583	-14
CFR Brazil*	600 - 630	600 - 640	-5
FOB Morocco *	573 - 605	573 - 613	-4
EXW/CPT Ukraine, FCA/EXW Black Sea ports* (imported, €/t)	50,000 - 56,000	50,000 - 56,000	=
NP 20:20			
EXW/CPT Ukraine (imported, €/t)	38,900 - 44,500	39,000 - 44,500	-50
FCA/EXW Black Sea ports* (imported, €/t)	40,000 - 45,000	40,000 - 45,000	=

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	Nov 26-Dec 2	Nov 19-25	w-o-w
Potassium chloride			
FOB Baltic Sea (standard)	475 - 607	505 - 681	-52
FOB Baltic Sea (granular)	484 - 726	511 - 732	-16.5
FOB Canada (standard)	460 - 643	495 - 721	-56.5
FOB Canada (granular)	471 - 700	500 - 710	-19.5
EXW Ukraine (imported, granular, bagged and bb, €/t)	40,500	40,000	+500
EXW Ukraine (imported, Korn-Kali, bagged and bb, €/t)	33,000	31,400 - 33,500	+550

* - reference price

All prices in hryvnias include VAT and packaging. NBU exchange rate: \$1 = ₴36.57