

# Global Coarse Grains Outlook

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PUNE, INDIA



U.S. GRAINS  
COUNCIL

# Outline

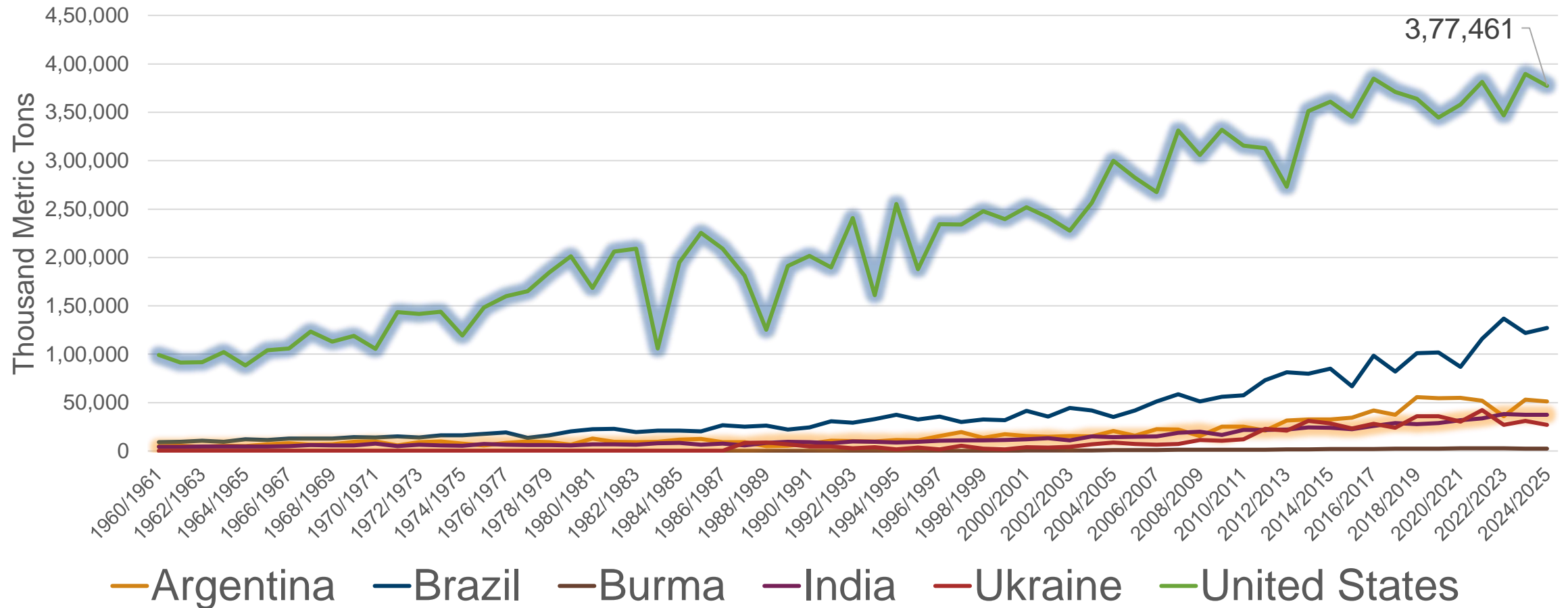
- Global Corn S&D
  - Historical
  - Current
  - Global perspective
- Sorghum and Coarse Grains
  - What are coarse grains?
  - How to use these alternatives?
  - Historical
  - Current
  - Global perspective



# Corn Supply and Demand

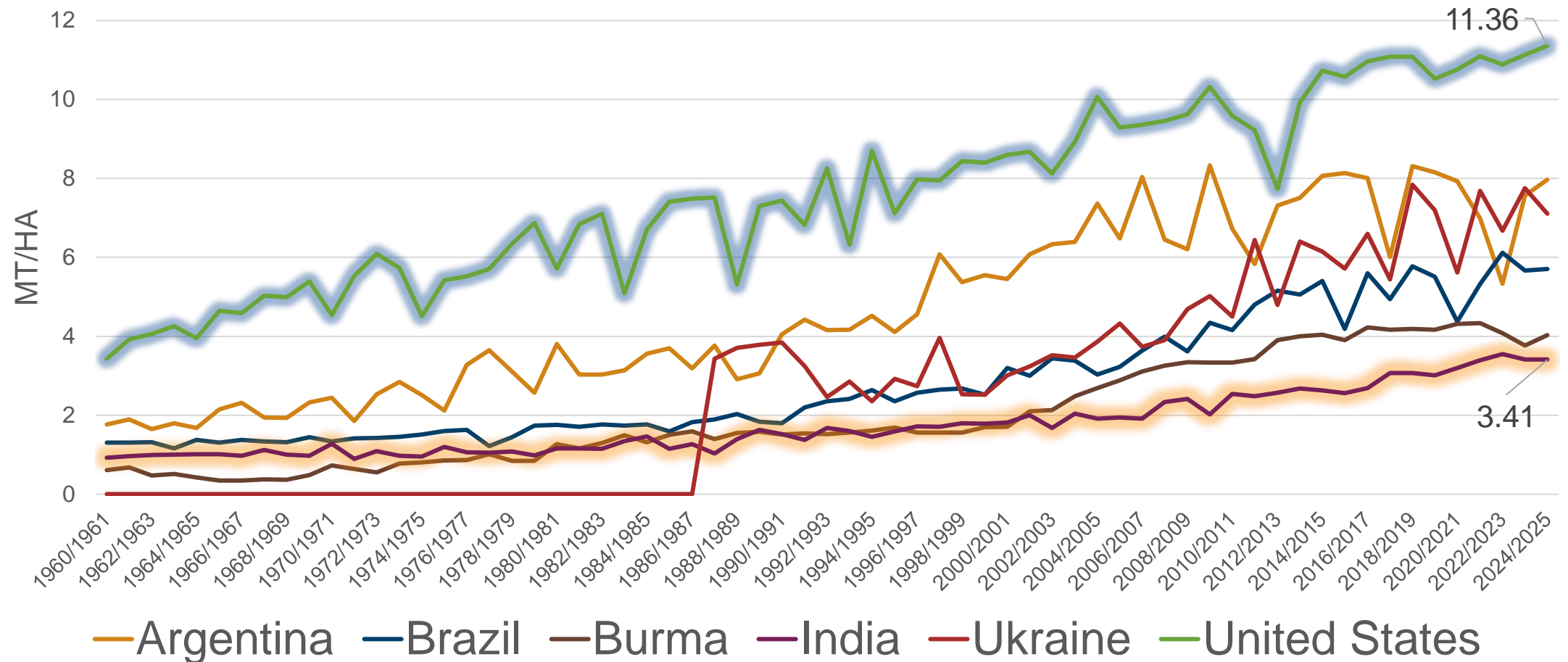


# Corn Production Among Major Exporters



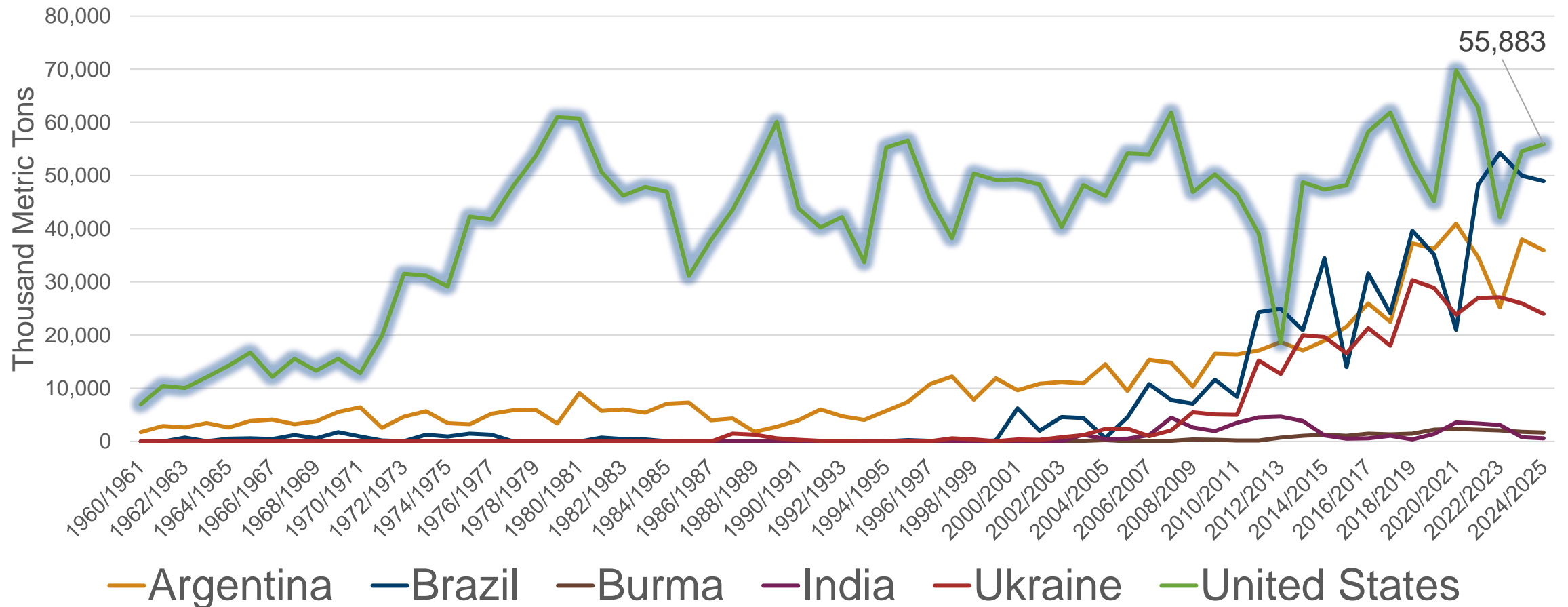
Source: USDA

# Corn Yields Among Major Exporters



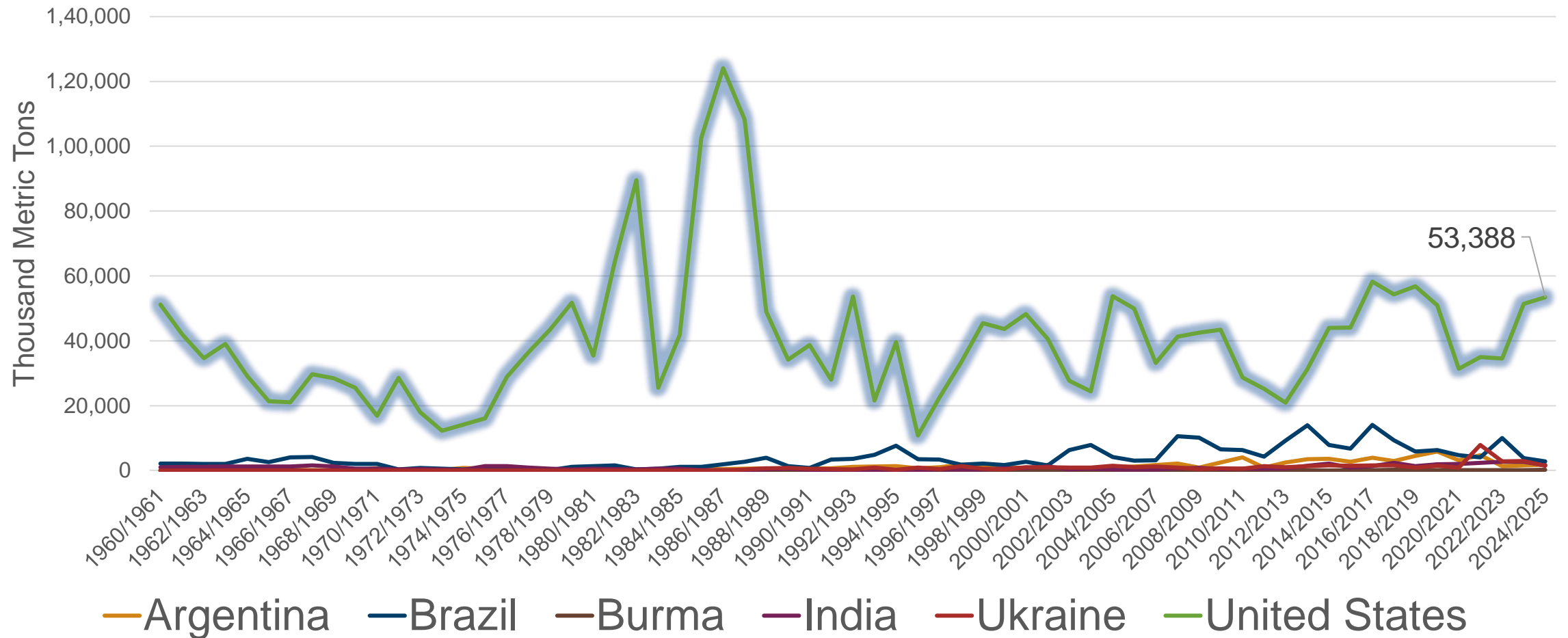
Source: USDA

# Corn Exports Among Major Exporters



Source: USDA

# Corn Ending Stocks Among Major Exporters



Source: USDA

# U.S. Corn Balance Sheet

CORN	2022/23	2023/24 Est.	2024/25 Proj.
	<i>Million Hectares</i>		
Area Planted	35.7	38.3	36.4
Area Harvested	31.8	35.0	33.2
	<i>MT/HA</i>		
Yield	10.9	11.1	11.4
	<i>Million Metric Tons</i>		
Beginning Stocks	35.0	34.5	51.4
Production	346.8	389.7	377.5
Imports	1.0	0.6	0.6
Supply, Total	382.7	424.9	429.5
Feed and Residual	139.4	144.8	146.1
Food, Seed & Industrial	166.6	174.1	174.1
Ethanol & by-products	131.5	138.4	138.4
Domestic, Total	306.0	318.9	320.2
Exports	42.2	54.6	55.9
Use, Total	348.2	373.5	376.1
Ending Stocks	34.5	51.4	53.4
<b>Avg. Farm Price (\$/MT)</b>	<b>\$257.47</b>	<b>\$183.06</b>	<b>\$173.22</b>
<b>Avg. Farm Price (INR/KG)</b>	<b>\$21.50</b>	<b>\$15.29</b>	<b>\$14.46</b>

Source: USDA

- New data available
- Production at ~390 MMT for last year
  - Next year projected at 377.5 MMT
- Current crop projected to have 51.4 MMT of ending stocks
  - Next year projected to have ~53.4 MMT of ending stocks
- Exports projected to be higher in 2024/2025 at ~56 MMT



# Global Corn Balance Sheet (23/24)

2023/24 Proj.		Beginning Stocks	Production	Imports	Domestic Feed	Domestic Total 2/	Exports	Ending Stocks
World 3/	Mar	301.62	1,230.24	189.48	761.62	1,212.24	202.27	319.63
	Apr	302.19	1,227.86	187.47	758.95	1,211.77	200.59	318.28
World Less China	Mar	95.58	941.40	166.48	536.62	906.24	202.25	107.76
	Apr	96.15	939.02	164.47	533.95	905.77	200.57	106.42
United States	Mar	34.55	389.69	0.64	144.15	316.37	53.34	55.17
	Apr	34.55	389.69	0.64	144.79	317.64	53.34	53.90
Total Foreign	Mar	267.07	840.55	188.85	617.46	895.86	148.92	264.46
	Apr	267.64	838.17	186.83	614.17	894.13	147.24	264.38
Major Exporters 4/	Mar	18.64	241.60	1.29	95.30	121.70	126.70	13.13
	Apr	19.04	239.10	1.39	93.70	120.40	126.10	13.03
Argentina	Mar	1.11	56.00	0.02	9.80	14.10	42.00	1.03
	Apr	1.17	55.00	0.02	8.80	13.10	42.00	1.09
Brazil	Mar	11.47	124.00	1.20	64.50	78.50	52.00	6.17
	Apr	11.54	124.00	1.20	64.50	78.50	52.00	6.24
Russia	Mar	0.91	16.60	0.05	10.10	11.20	5.30	1.06
	Apr	0.91	16.60	0.05	9.90	11.00	5.60	0.96
South Africa	Mar	2.35	15.50	0.00	6.90	12.90	2.90	2.05
	Apr	2.62	14.00	0.10	6.50	12.80	2.00	1.92
Ukraine	Mar	2.80	29.50	0.02	4.00	5.00	24.50	2.82
	Apr	2.80	29.50	0.02	4.00	5.00	24.50	2.82
Major Importers 5/	Mar	19.98	122.24	100.95	164.00	220.35	4.86	17.96
	Apr	20.06	122.64	100.05	163.70	220.25	4.81	17.69
Egypt	Mar	1.51	7.20	8.50	13.30	15.80	0.00	1.41
	Apr	1.51	7.20	8.50	13.30	15.80	0.00	1.41
European Union 6/	Mar	7.23	60.10	22.00	57.00	77.90	4.20	7.23
	Apr	7.31	61.00	21.00	57.00	77.90	4.20	7.21
Japan	Mar	1.30	0.01	15.50	12.00	15.50	0.00	1.31
	Apr	1.30	0.01	15.50	12.00	15.50	0.00	1.31
Mexico	Mar	4.50	24.00	20.60	28.00	46.60	0.05	2.45
	Apr	4.50	23.30	21.10	28.00	46.60	0.05	2.25
Southeast Asia 7/	Mar	3.03	30.76	18.15	39.90	48.20	0.61	3.13
	Apr	3.03	30.96	17.75	39.60	48.10	0.56	3.08
South Korea	Mar	1.90	0.09	11.60	9.30	11.65	0.00	1.94
	Apr	1.90	0.09	11.60	9.30	11.65	0.00	1.94
Selected Other	Mar	1.63	15.08	3.20	10.50	16.00	1.80	2.10
	Apr	1.63	15.08	3.20	10.50	16.00	1.80	2.10
China	Mar	206.04	288.84	23.00	225.00	306.00	0.02	211.86
	Apr	206.04	288.84	23.00	225.00	306.00	0.02	211.86

Source: USDA

- Brazil corn acreage increasing year over year, but yield lower
  - CONAB: 111.6 MMT
    - 31 MMT exports – hard to believe
  - Domestic consumption growing by 4 – 5 MMT per year
    - Ethanol industry is booming
- Argentina in trouble
  - BAGE: 50.6 MMT
    - 8% s/u vs. 6% last year in a disaster year
    - 33.5 MMT exports – hard to believe
    - 2 MMT to ethanol
- U.S. will hold over half of the world's stocks outside of China

# Global Corn Balance Sheet (24/25)

- Brazil
  - Production – 127 MMT
  - Exports – 49 MMT
    - Down due to increased use in ethanol
- Argentina
  - Production – 51 MMT
  - Exports – 36 MMT
- Ukraine
  - Production – 27 MMT
  - Exports – 24 MMT
- U.S. will hold over half of the world's stocks outside of China

2024/25 Proj.		Beginning Stocks	Production	Imports	Domestic Feed	Domestic Total 2/	Exports	End Sto
World 3/	Apr	NA	NA	NA	NA	NA	NA	1
	May	313.08	1,219.93	184.37	774.03	1,220.75	191.10	312
World Less China	Apr	NA	NA	NA	NA	NA	NA	1
	May	102.22	927.93	161.37	543.03	907.75	191.08	99
United States	Apr	NA	NA	NA	NA	NA	NA	1
	May	51.36	377.46	0.64	146.06	320.18	55.88	53
Total Foreign	Apr	NA	NA	NA	NA	NA	NA	1
	May	261.72	842.47	183.74	627.98	900.57	135.21	258
Major Exporters 4/	Apr	NA	NA	NA	NA	NA	NA	1
	May	11.12	238.00	1.58	94.50	124.05	117.40	9
Argentina	Apr	NA	NA	NA	NA	NA	NA	1
	May	1.54	51.00	0.01	10.30	14.80	36.00	1
Brazil	Apr	NA	NA	NA	NA	NA	NA	1
	May	3.84	127.00	1.50	64.00	80.50	49.00	2
Russia	Apr	NA	NA	NA	NA	NA	NA	1
	May	0.96	16.00	0.05	9.80	10.90	5.20	0
South Africa	Apr	NA	NA	NA	NA	NA	NA	1
	May	1.87	17.00	0.00	6.90	13.40	3.20	2
Ukraine	Apr	NA	NA	NA	NA	NA	NA	1
	May	2.91	27.00	0.02	3.50	4.45	24.00	1
Major Importers 5/	Apr	NA	NA	NA	NA	NA	NA	1
	May	18.21	129.07	97.95	166.45	222.55	4.81	17
Egypt	Apr	NA	NA	NA	NA	NA	NA	1
	May	1.41	7.60	8.00	13.10	15.60	0.00	1
European Union 6/	Apr	NA	NA	NA	NA	NA	NA	1
	May	7.51	64.80	18.00	58.20	78.60	4.20	7
Japan	Apr	NA	NA	NA	NA	NA	NA	1
	May	1.31	0.02	15.50	12.20	15.55	0.00	1
Mexico	Apr	NA	NA	NA	NA	NA	NA	1
	May	2.25	25.00	21.80	28.20	46.90	0.05	2
Southeast Asia 7/	Apr	NA	NA	NA	NA	NA	NA	1
	May	3.25	31.46	18.25	40.75	49.35	0.56	3
South Korea	Apr	NA	NA	NA	NA	NA	NA	1
	May	1.94	0.10	11.70	9.40	11.75	0.00	1
Selected Other								
Canada	Apr	NA	NA	NA	NA	NA	NA	1
	May	1.60	15.00	2.20	10.00	15.50	1.70	1
China	Apr	NA	NA	NA	NA	NA	NA	1
	May	210.86	292.00	23.00	231.00	313.00	0.02	212

Source: USDA

# Drastic Crash in CBOT Last 10 Months

Corn Futures (Jul 2024) · 1D · CBOT ● D O618'0 H635'0 L614'4 C634'4 +24'6 (+4.06%)

Vol 21.001 K



*Markets with free trade have been getting cheaper, while India has gotten more expensive. Free trade is always the way to go – huge challenge for India*

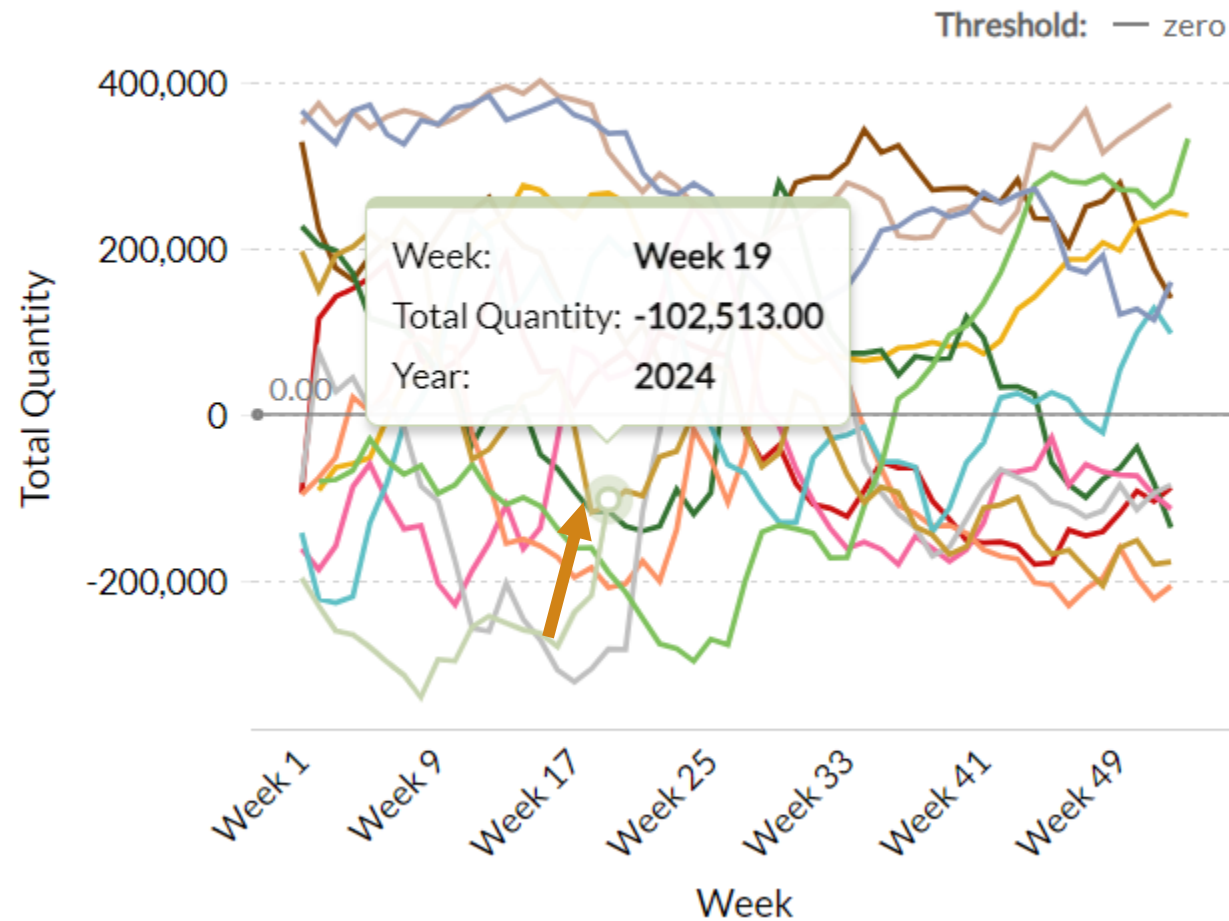
**CME Group**  
powered by **TradingView**

# Chicago Corn Futures Up Slightly In Last Month



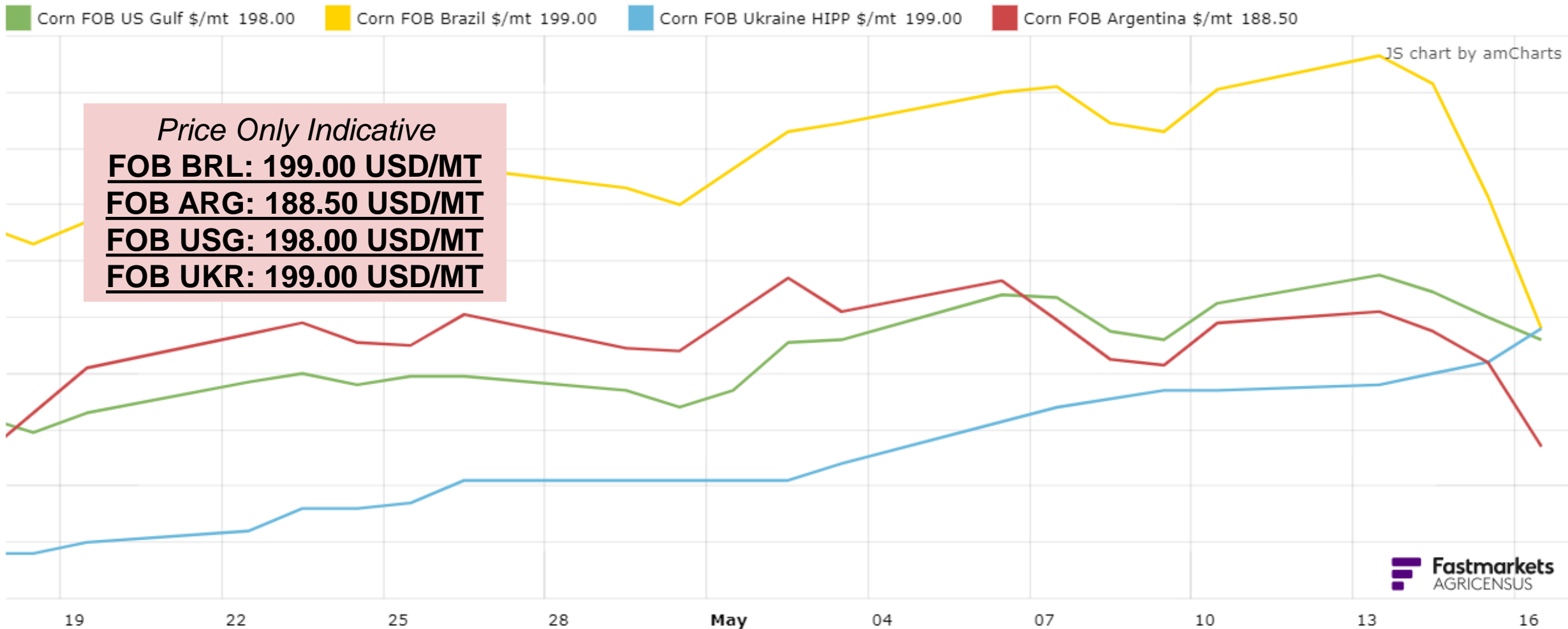
# Funds Rapidly Decreasing Short Positions

Seasonal Net Position - Corn (CFTC)



Source: CFTC

# South American Corn Nosedives During Harvest and Flooding



# Sorghum and Coarse Grains Supply and Demand



# What are coarse grains?

- Coarse grains include:
  - Corn
  - Barley
  - Sorghum (Jowar)
  - Millets
    - Ragi, Bajra, etc.
    - Limited supply and expensive outside of India
  - Oats
    - Limited supply and very expensive
  - Rye
    - Limited supply and very expensive
  - Mixed Grains
    - Not often seen



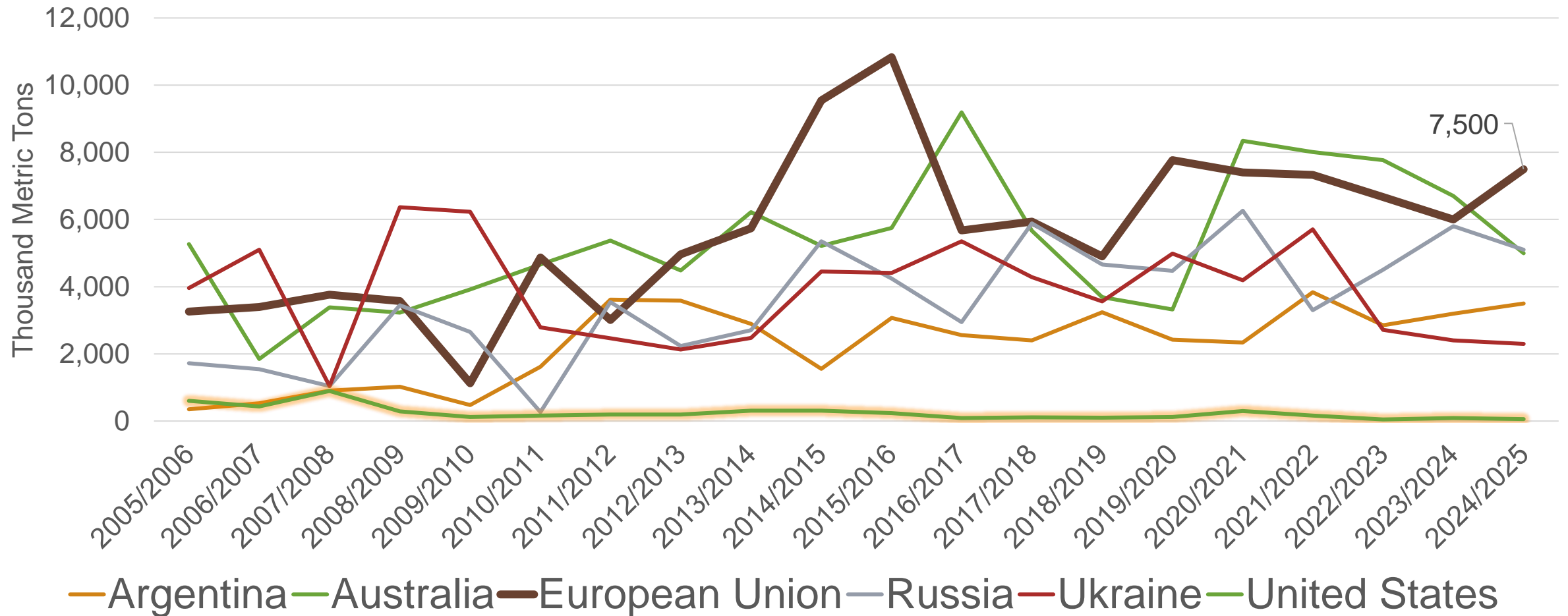


# How To Use Barley?

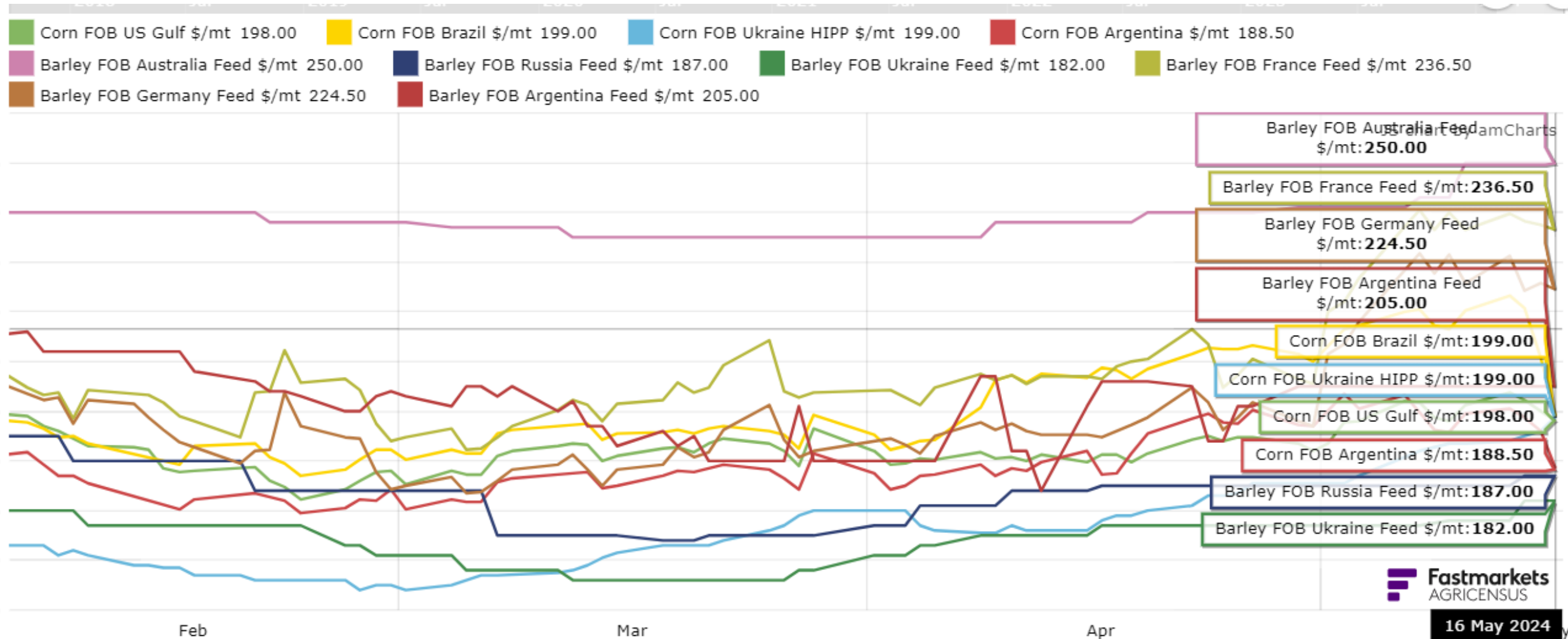
- Barley can replace anywhere from 15% – 35% of the corn in a poultry ration.
- Barley can replace corn 100% in dairy cattle rations.
  - It can also be used as a supplement to corn in dairy cattle rations.



# EU Largest Exporter, Followed by Australia and Russia



# Barley Prices a Mixed Bag vs. Corn



# How To Use Sorghum?

- **Sorghum can replace corn 100% in poultry diets.**
  - It can also be used a supplement to corn in poultry rations.
- **Sorghum can replace corn 100% in dairy diets.**
  - It can also be used to supplement corn in dairy rations.
  - Sorghum DDGS also do exist and can be used in dairy rations up to 25%.



**FEED VALUE BENEFITS  
OF SORGHUM FOR POULTRY**



**SORGHUM USE IN DAIRY  
CATTLE DIETS**



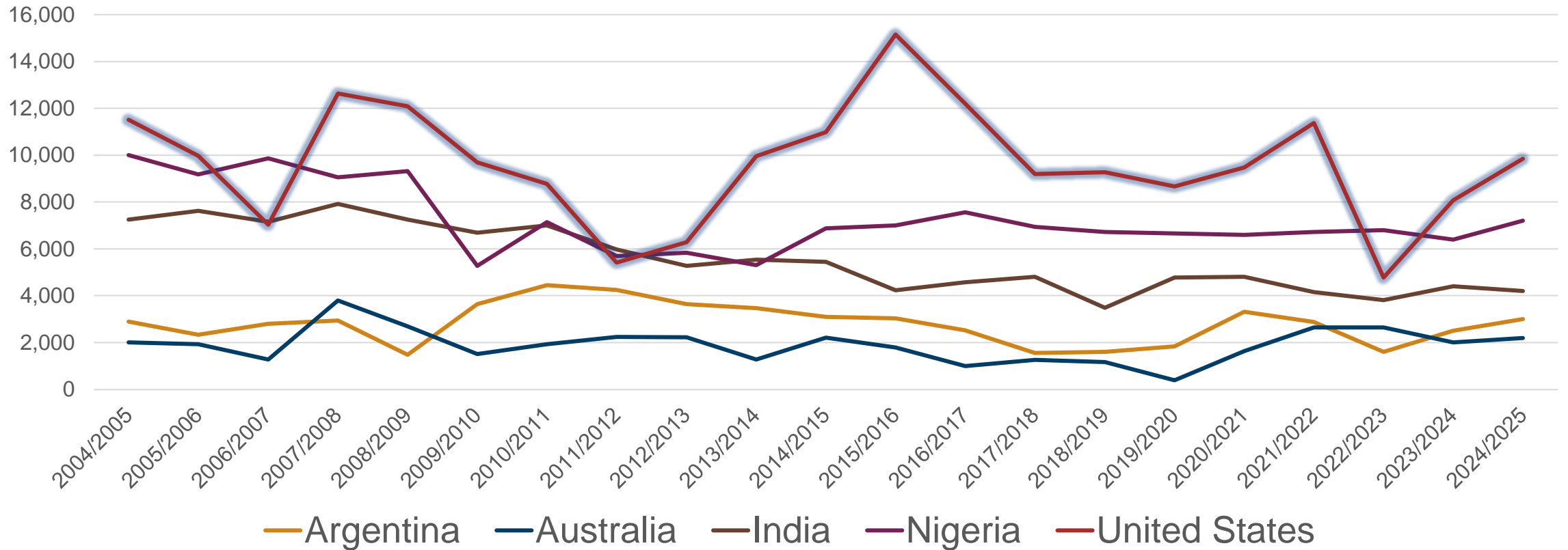
# Why Is U.S. Sorghum Different?

- U.S. sorghum is primarily “yellow grain sorghum” or you might call it “red sorghum”
- It is **tannin free**
  - Yes, it is completely tannin free
- It has higher protein content than other varieties of sorghum
- U.S. sorghum is non-GMO
- It is drier than other countries’ sorghum, so it stores and transports very well



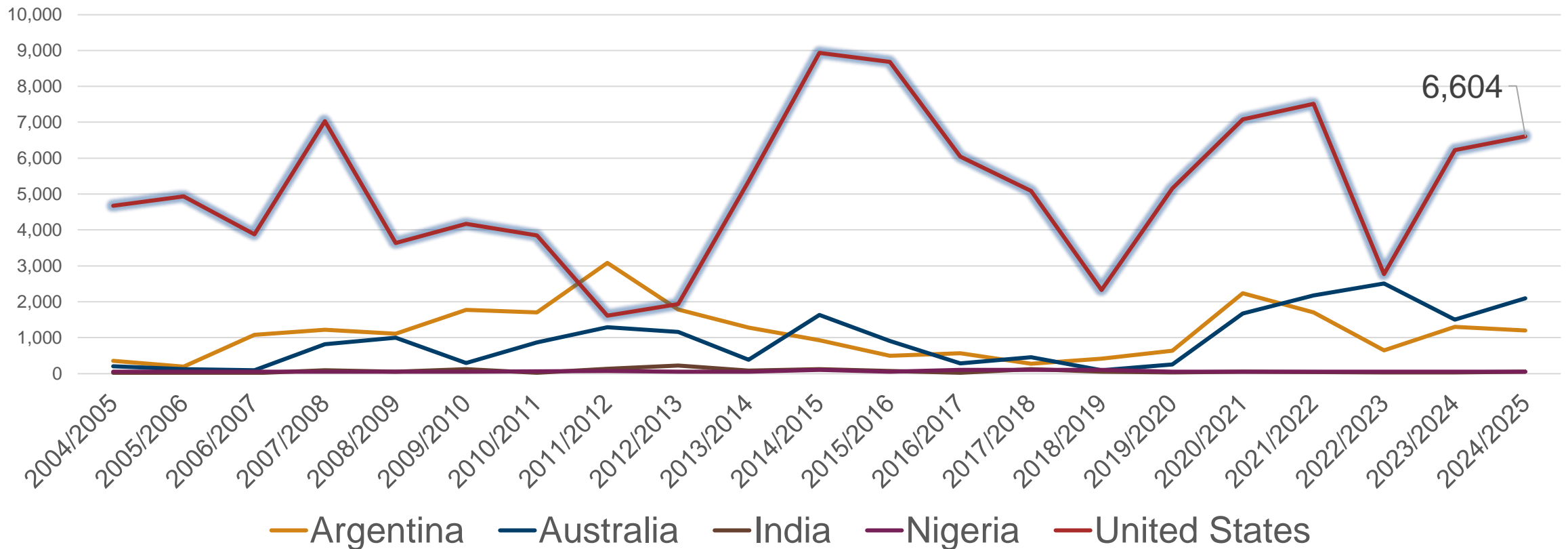
# U.S. Is The World's Largest Sorghum Producer

## Sorghum Production (TMT)



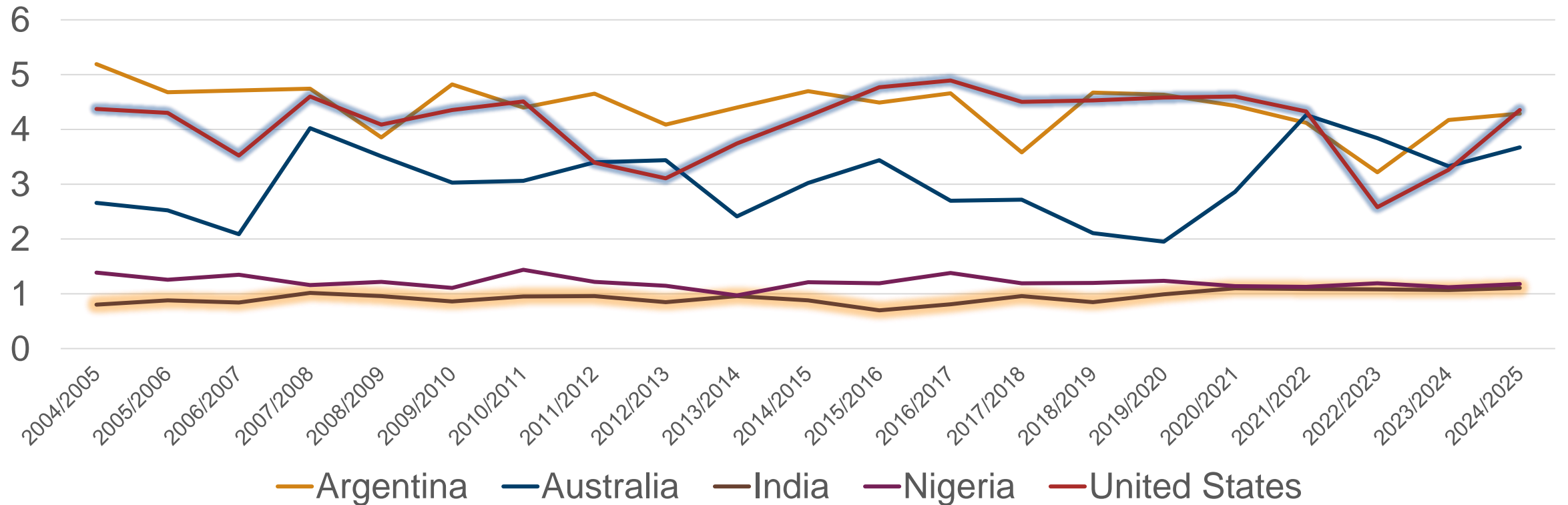
# U.S. Is The World's Largest Sorghum Exporter

## Sorghum Exports (TMT)



# Global Sorghum Yields

Sorghum Yields (MT/HA)

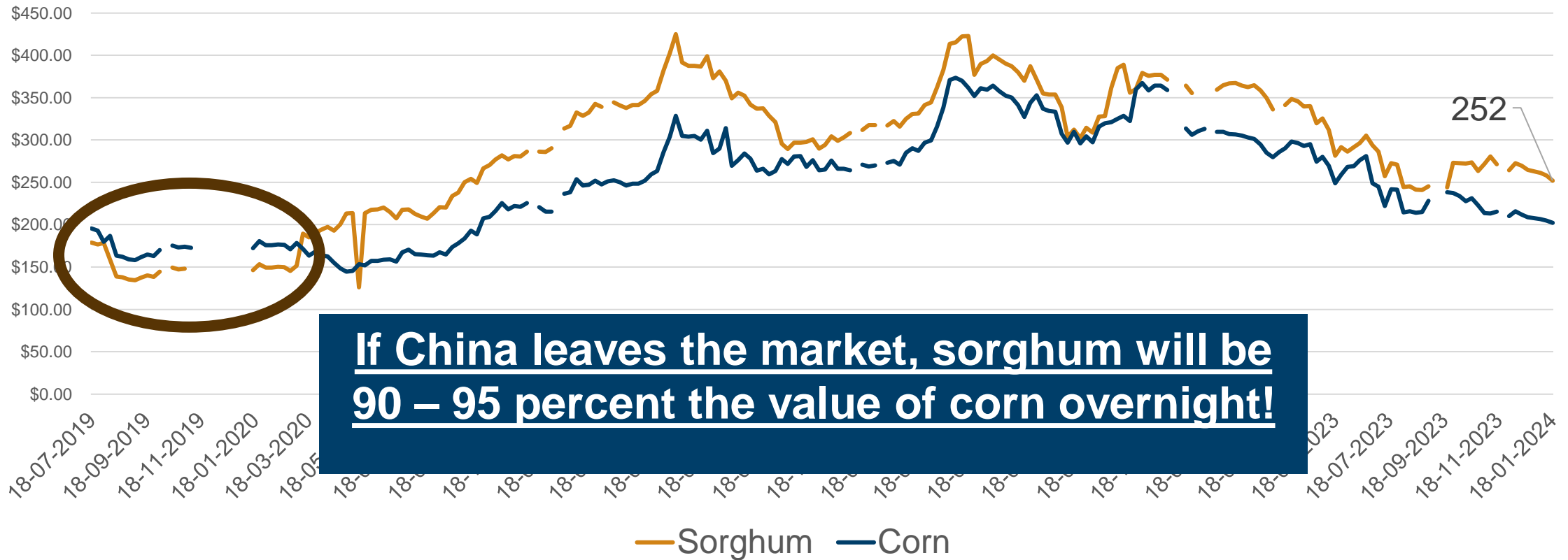


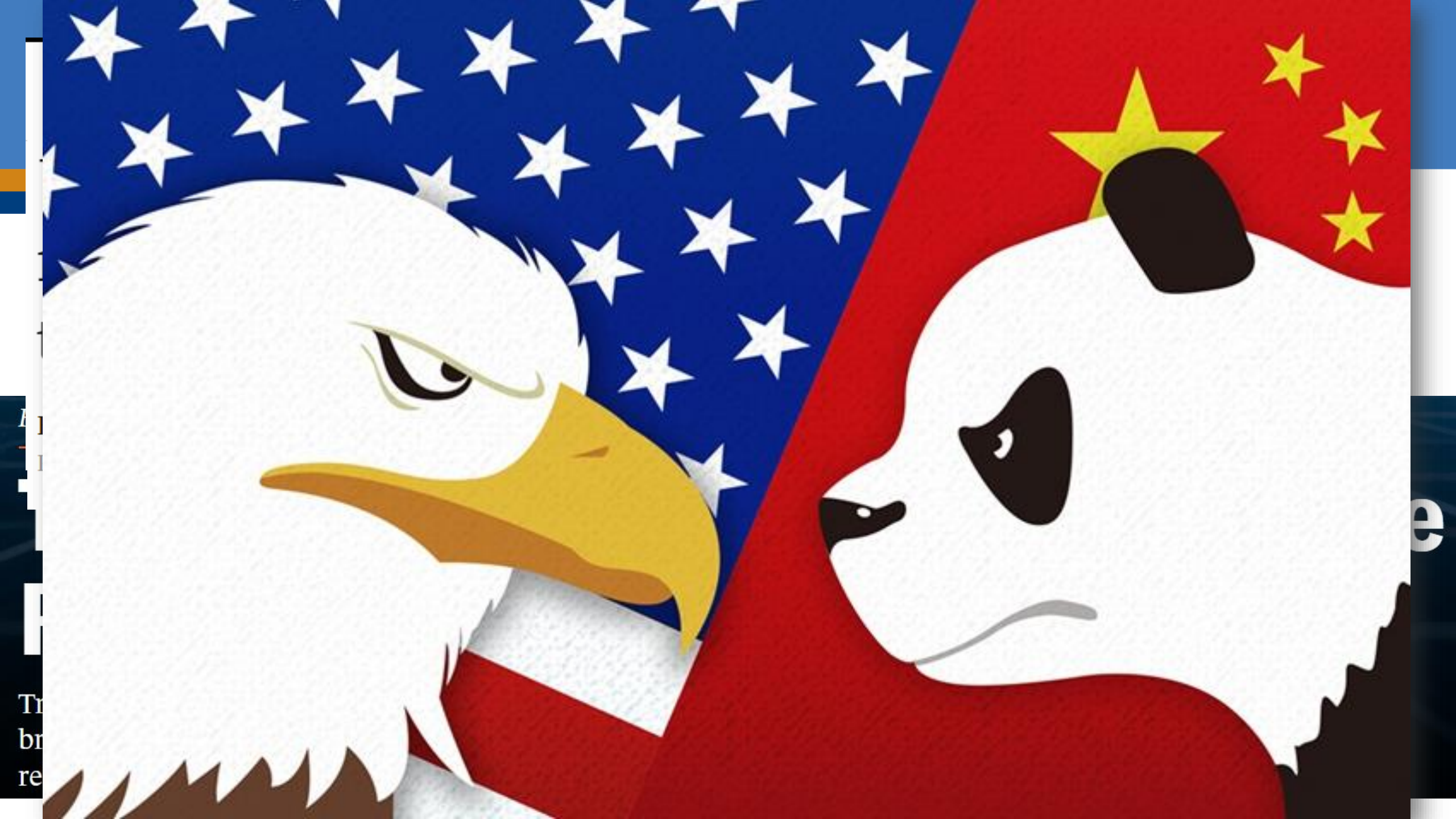


<b>SORGHUM</b>	<b>2022/23</b>	<b>2023/24 Est.</b>	<b>2024/25 Proj.</b>
Area Planted (MHA)	2.55	2.91	2.59
Area Harvested (MHA)	1.86	2.47	2.27
Yield (MT/HA)	2.58	3.26	4.35
Beginning Stocks	1.19	0.61	0.56
Production	4.78	8.08	9.86
Imports	0.00	0.00	0.00
Supply, Total	5.97	8.69	10.41
Feed and Residual	1.07	1.27	1.78
Food, Seed & Industrial	1.50	0.64	1.14
Total Domestic	2.59	1.91	2.92
Exports	2.77	6.22	6.60
Use, Total	5.36	8.13	9.53
Ending Stocks	0.61	0.56	0.89

# Sorghum Generally More Expensive Than Corn – This Can Change Quickly!

U.S. Corn vs. Sorghum Prices FOB (USD)





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# Barriers to Trade

- No pest risk assessment today
  - This can be easily fixed, as we have a pest risk assessment for other row crops grown in the same areas, like wheat and corn (Kansas and Texas).
  - You need to tell your government that you want the product and it can help you! There is an abundance of sorghum in the U.S., Australia, Brazil, and Argentina that can be scooped up by the Indian market.
    - Remember: U.S. is a premium product that is marketed at the same price.
- 50% tariff today
  - This goes away with the appropriate discussion as a food security crop that does not hurt the Indian farmer.
  - Might I propose discussing Jowar strictly for feed—these types of marketing channels exist in India today! These marketing channels got tariffs eliminated in the past (ethanol)!



# THANK YOU!

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**U.S. GRAINS**  
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