

International Sugar Organization

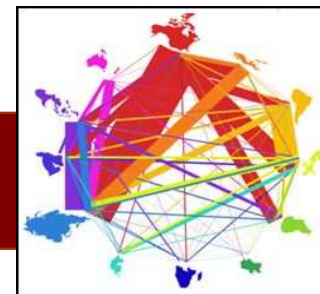


Jose Orive
Executive Director



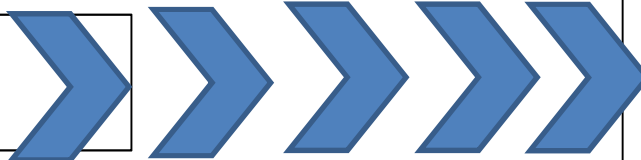


WHO WE ARE



ISO

- **87 member Countries**



- **Representing:**
 - **86% of World Production**
 - **68% of World Consumption**
 - **41% of World Imports**
 - **94% of World Exports**

- **The ISO works on:**
 - **Sugar and Sweeteners**
 - **By-products**
 - **Bioenergy**
 - **Fuel ethanol**
 - **Cane Bagasse Cogeneration**
 - **Bioplastics and Biochemicals**



- **Neutral, Professional, Objective and Impartial.**





ISO

RELEVANT INFORMATION



Economic Research and Market Analysis

- **Monthly Market Report (MMR)**
- **Quarterly Market Outlook (QMO)**
- **Sugar & Ethanol Yearbooks**
- **MECAS Studies**
- **Analysis & Projections**





ISO

THE POWER TO CONVENE

International Sugar Organization



25th INTERNATIONAL SEMINAR

Bringing Sugar Together for 25 Years

Tuesday 29th - Wednesday 30th November 2016

East Wintergarden, 43 Bank Street
Canary Wharf, London, E14 5NX

Tel: 44 20 7513 1144
Fax: 44 20 7513 1146

e-mail: exdir@isosugar.org
<http://www.isosugar.org>

Mid-Year Meetings

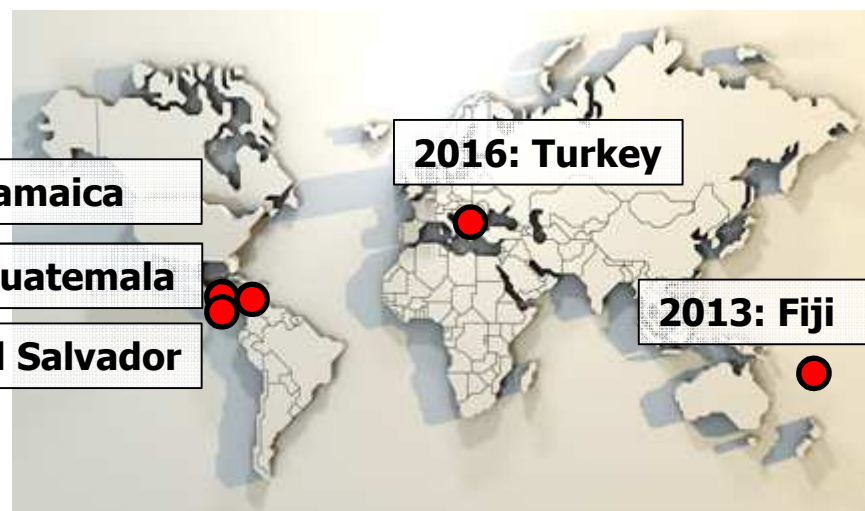
2014: Jamaica

2015: Guatemala

2017: El Salvador

2016: Turkey

2013: Fiji





ISO

STRATEGIC ALLIANCES

DATA G R O 





ISO

STRATEGIC ALLIANCES



S&P Global
Platts





STRATEGIC ALLIANCES

ISO

The Eurasian Sugar Association



Annual General Meeting, Amsterdam, May 2016.



The 2016 VSI Sugar Symposium 10-14 September, Bombay.

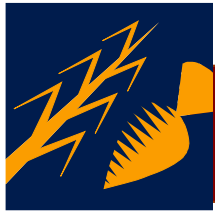


ISO

NETWORKING

- **ISO groups all the key stakeholders in the sugar chain.**
- **Facilitate contacts & communication between governments of Member states and industry, services, support sectors.**
- **Unique vehicle to address trade & development issues.**
- **Potential to assist in attracting Investment.**





ISO

INNOVATION



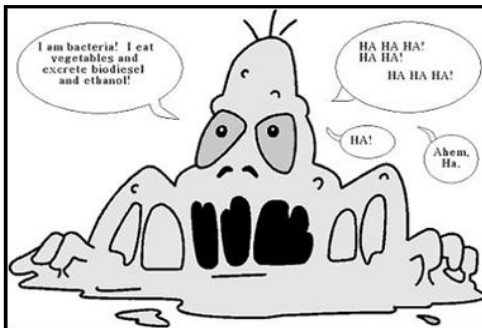
Areas of Innovation where the ISO participates

Cane Variety Improvement

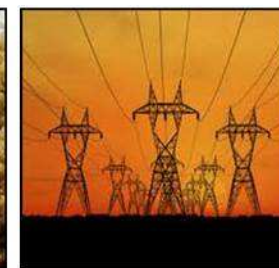
CFC financed projects in
East and West Africa



**The Cellulosic Ethanol
"Silver Bullet".**



Biofuels for Aviation





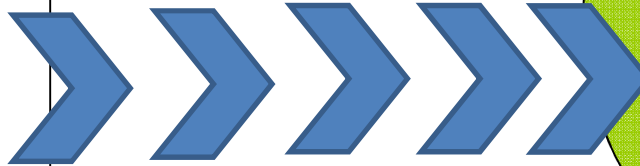
ISO

DIVERSIFICATION

- **ETHANOL**
- **COGENERATION**
- **BIO-CHEMICALS AND BIO-PLASTICS**

**The Compelling
Case for
Diversification**

The Brazilian Model



**Increasing
productivity is the
only road to long-
term survival in a
single dimensional
industry.**





SUSTAINABILITY

ISO

- **Land & Water Stewardship**
- **Best Practices**
- **Yields**
- **Flow Field-Factory**
- **Throughput**
- **Efficiencies**
- **Energy**
- **People**





Sugar Price: Turning Point?

ISO

SB - Sugar #11 - Weekly Continuation

■ Op:19.85, Hi:19.85, Lo:19.02, Cl:19.05



To
and
beyond!!!!



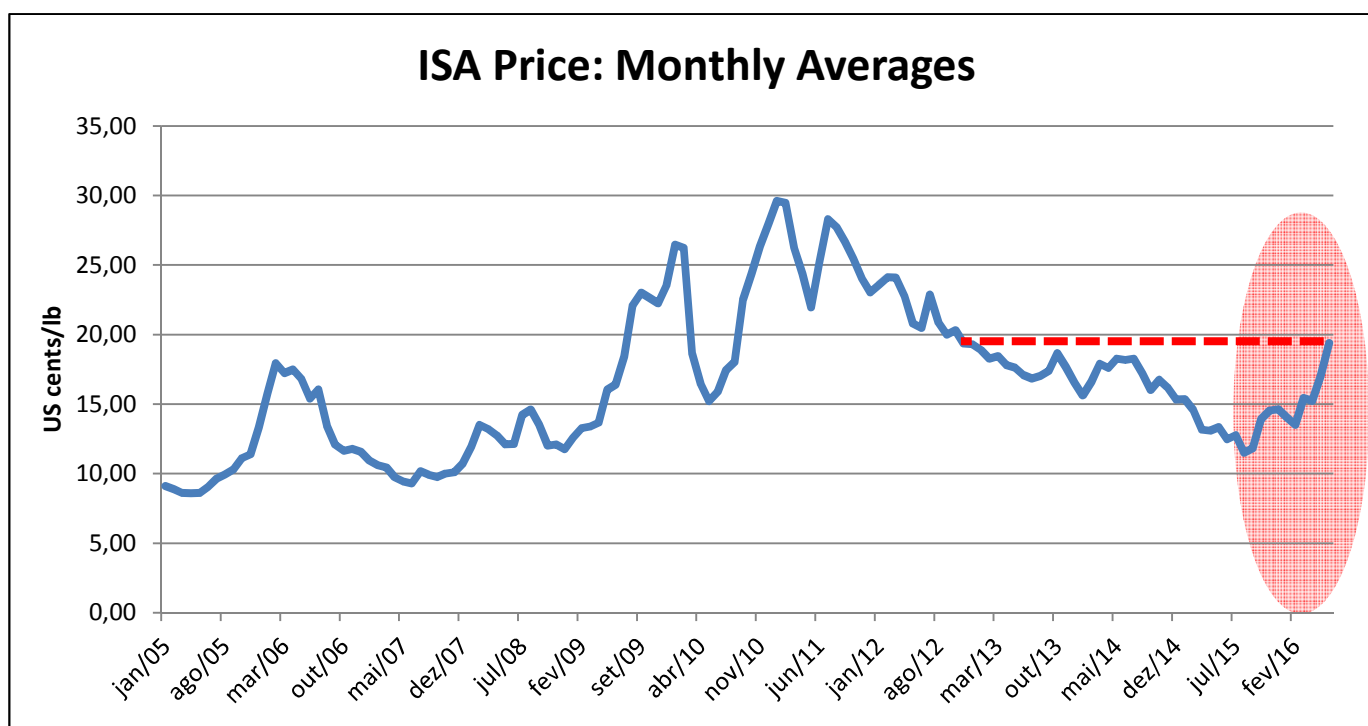
17th June: ICE NY #11 1st contract reached 19.76 c/lb
whilst 3rd contract reached 20.23 c/lb.



ISO

Sugar Price: Turning Point?

How much higher can Prices Go?

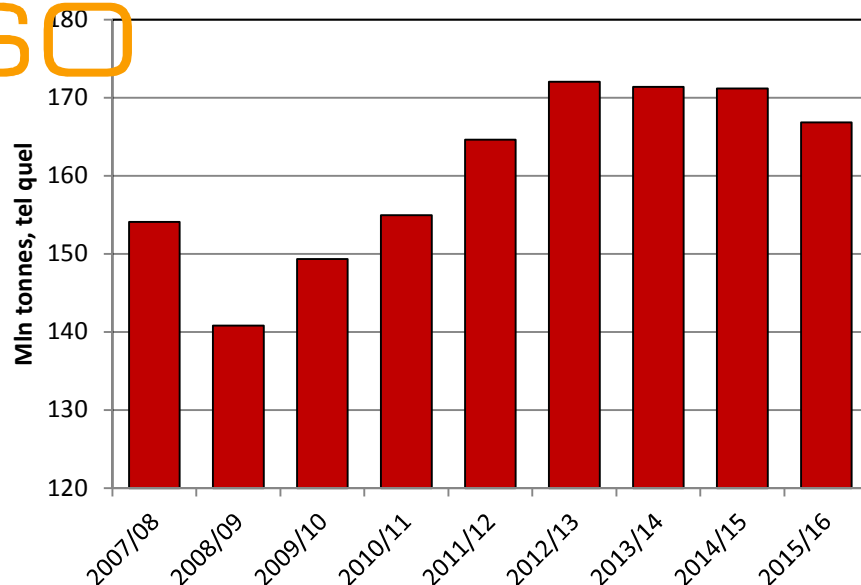


The ISA Price averaged 17.0 c/lb in May and rose to an average of 19.4 c/lb in June, the highest since October 2012.



World Production Down in 2015/16

ISO



World production is put at 163.905 mln tonnes, down 7.320 mln tonnes or 4.3% from 2014/15. Although 2015/16 is expected to be the third consecutive season of shrinking global output, it's the first time since 2008/09 that the production fall is so pronounced as to exceed 7 mln tonnes.

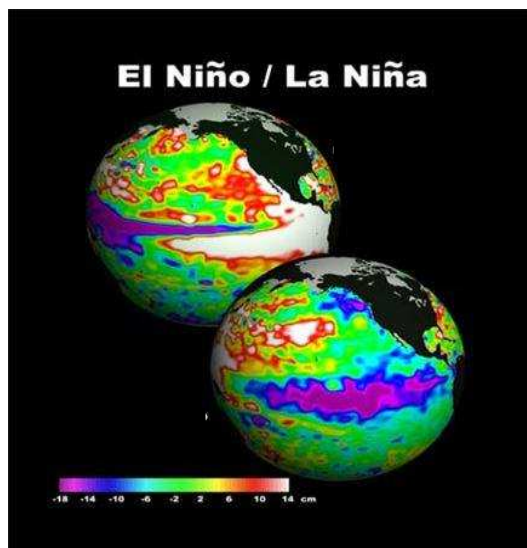
Main Production Falls and Rises in 2015/16 (October/September)

Falls	Changes from 2014/15 mln tonnes, tel quel	Rises	Changes from 2014/15 mln tonnes, tel quel
EU	-3.838	Brazil	+2.104
India	-2.700	Russia	+0.562
China	-1.656		
Thailand	-1.596		



Weather-Related Downgrades

ISO



- The weather was a crucial factor in production downgrades.
- An El Nino event, the timing of rains over Brazil's Centre/South, droughts in Africa, a weak Indian monsoon, and drought in Central America all represented weather risks that were ultimately priced into the market as crops were downgraded substantially in several key producers.

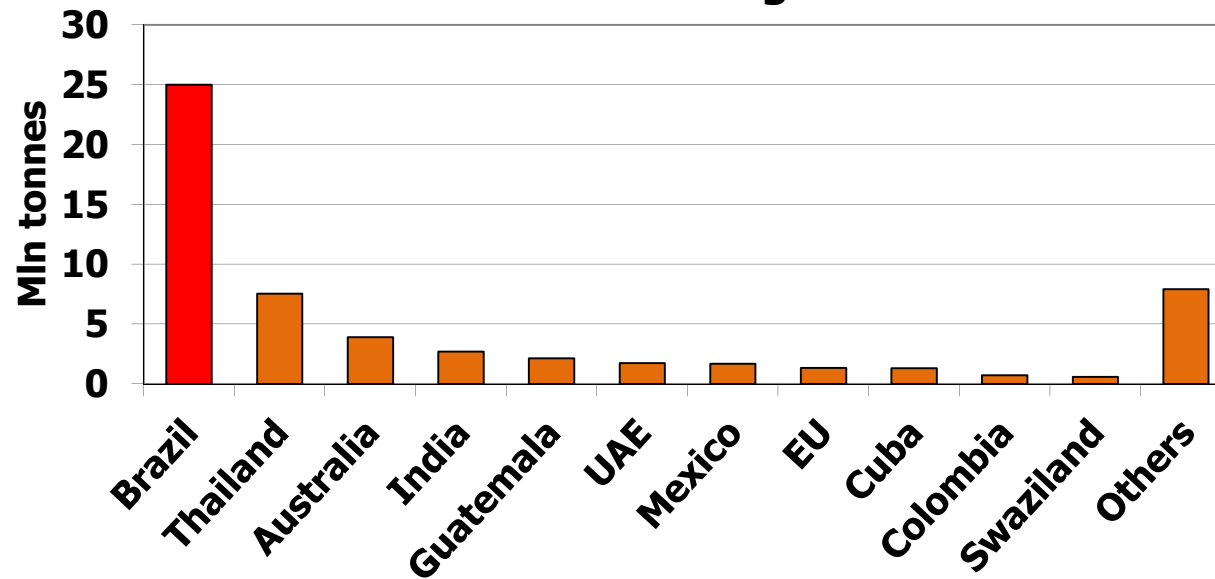




ISO

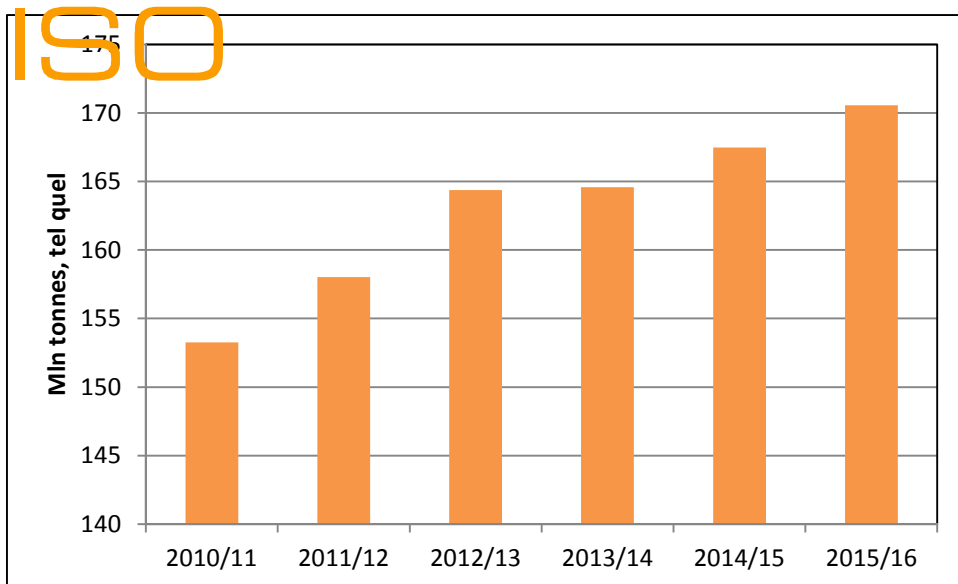
World Exporters

Sugar export availability in 2015/16 by countries of origin



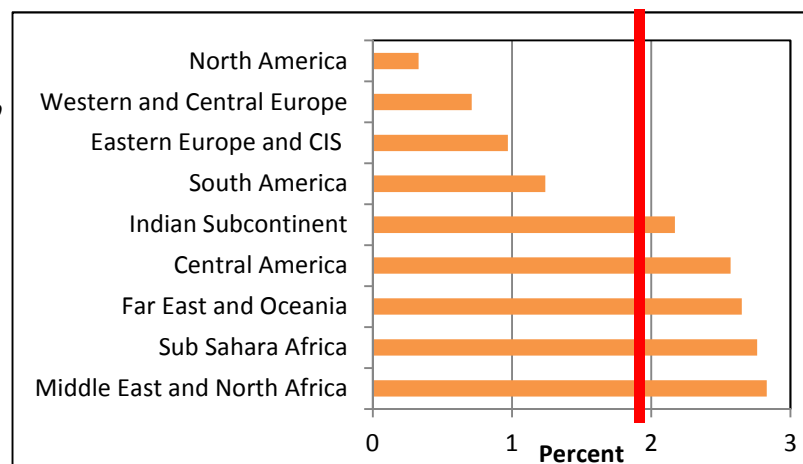


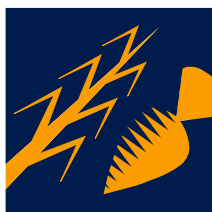
World Consumption Growth Slows



World consumption in 2015/16 is projected to grow by 1.83% to 170.556 mln tonnes. The anticipated growth rate is lower than the 10-year average of 1.93%. The deceleration in growth is projected on the back of ongoing macroeconomic concerns including a slowdown in emerging market economies and the low oil prices.

Annual growth rate in %	2015/16	10-year average
Western and Central Europe	0.71	1.04
Eastern Europe and CIS	0.97	-0.80
North America	0.33	1.22
Central America	2.57	1.55
South America	1.24	0.99
Middle East and North Africa	2.83	2.54
Far East and Oceania	2.65	3.12
Indian Subcontinent	2.17	3.28
Sub Sahara Africa	2.76	3.64
WORLD	1.83	1.93

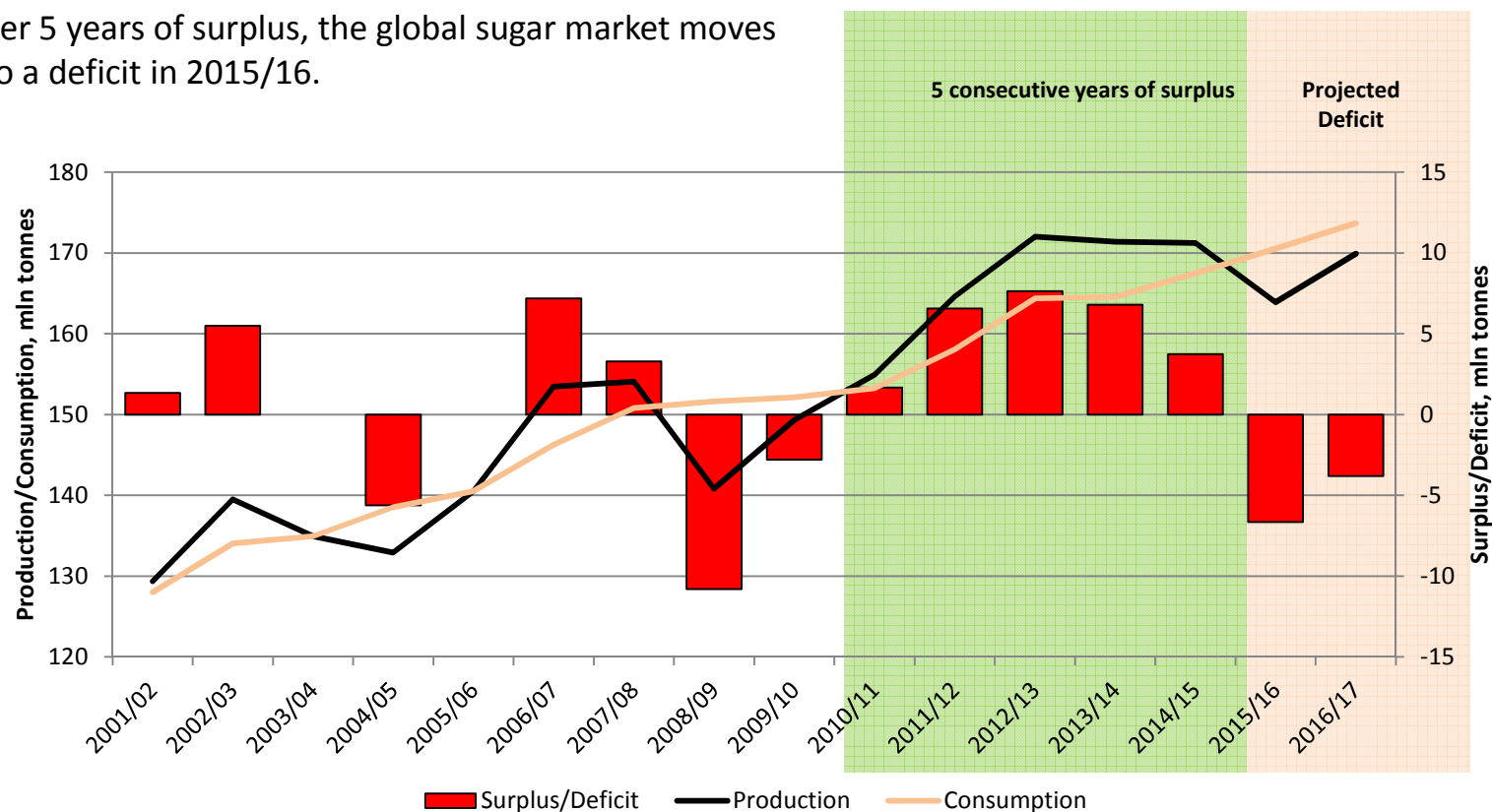




The World Sugar Balance

ISO World Sugar Market in Deficit in 2015/16 and again in 2016/17

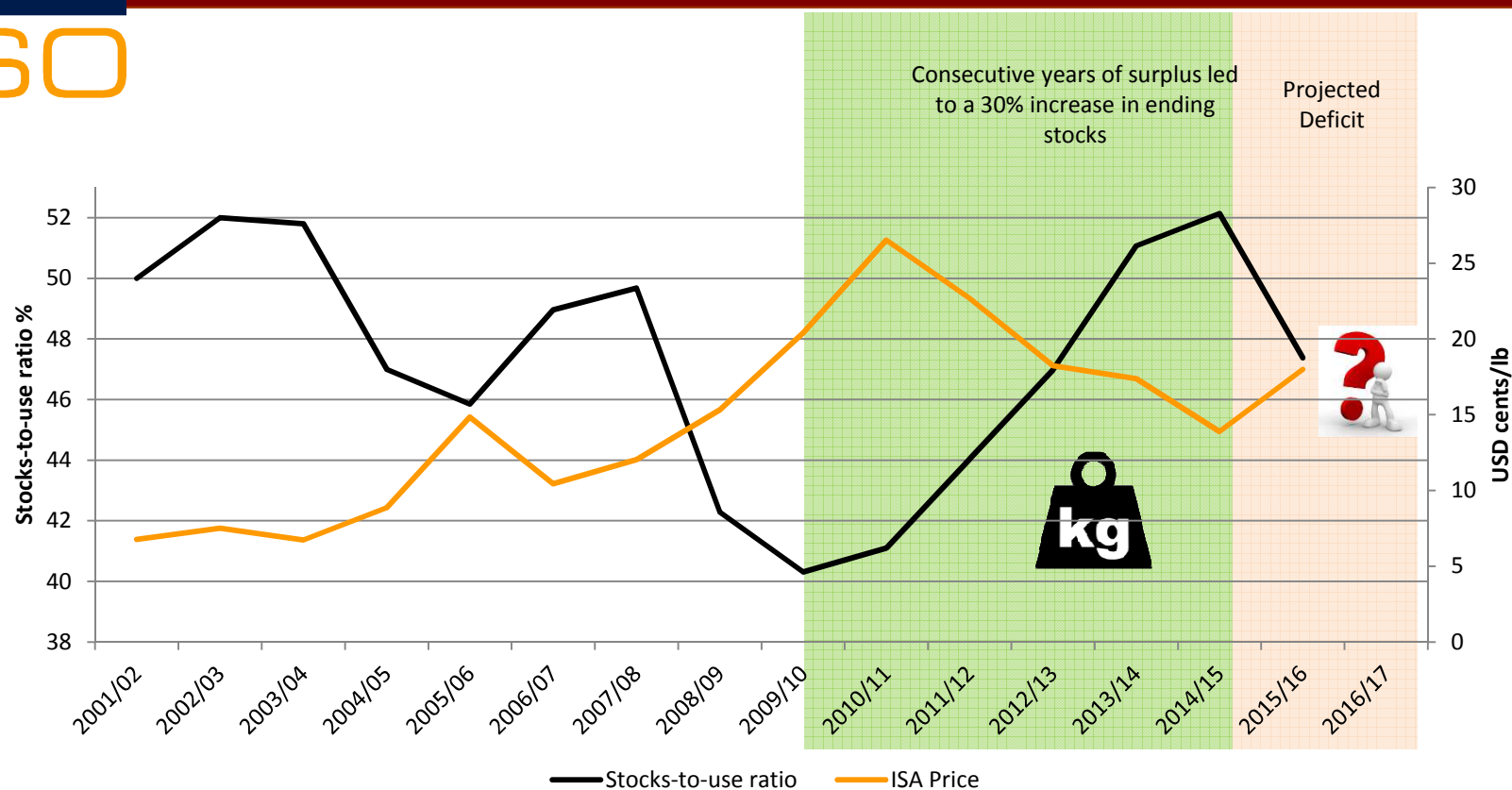
After 5 years of surplus, the global sugar market moves into a deficit in 2015/16.





ISO

High Stocks to Keep Prices in Check?





Another Deficit in 2017/18?

ISO

Assuming an average growth in global sugar demand at the level of 3.2 mln tonnes, in order to balance supply and demand, world production will have to rise by another 7 mln tonnes in 2017/18.

Some increases in output can be envisaged with existing processing capacities in several producers including the EU, Thailand and Brazil. However, it seems that to meet in full the projected demand increase the global industry would need to expand capacity, which will require more remunerative world prices.





ISO

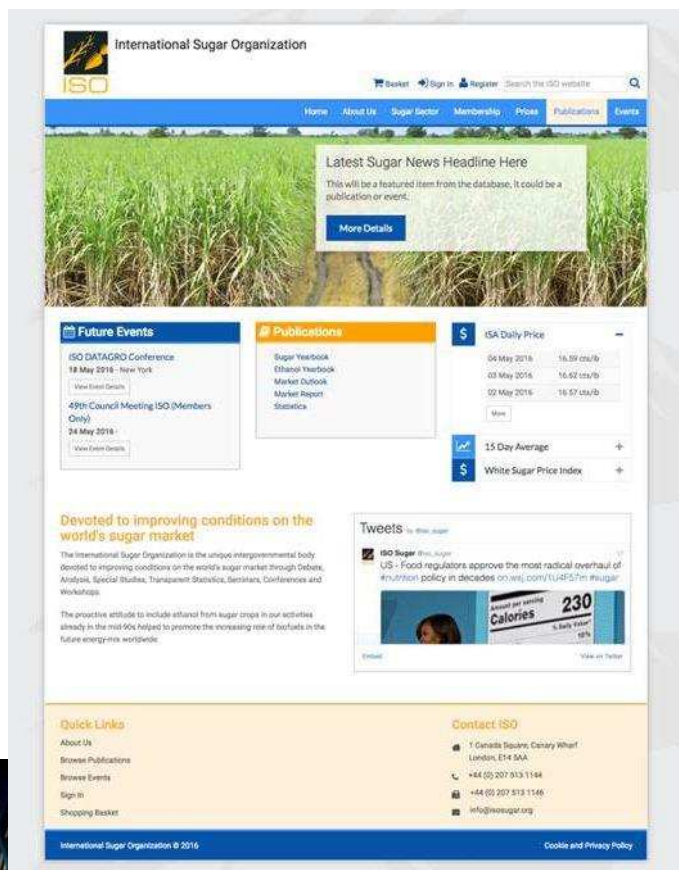
OUTREACH

Revamped Web Site

<http://isosugar.org>

Our revamped ISO website:

- is a great place to showcase our work to a global audience;
- boosts service delivery to members;
- raises awareness of ISO's activities and innovative thinking;
- Provides a powerful sales tool for ISO publications.





ISO

OUTREACH

Follow ISO via



@ISO_Sugar



and counting

LinkedIn



International Sugar Organization



ISO Sugar



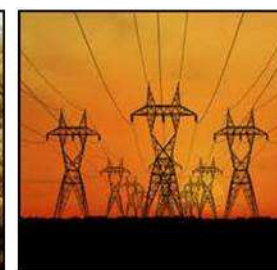


ISO

THANK YOU



25th Silver Jubilee
ISO International Sugar Seminar
London
29th-30th November 2016





The ISO: Serving World Sugar



www.isosugar.org
Twitter: @iso_sugar

