

Milling Wheat Trends in Southeast Asia

*International Association of Operative Millers
Ho Chi Minh City
October 2, 2023*



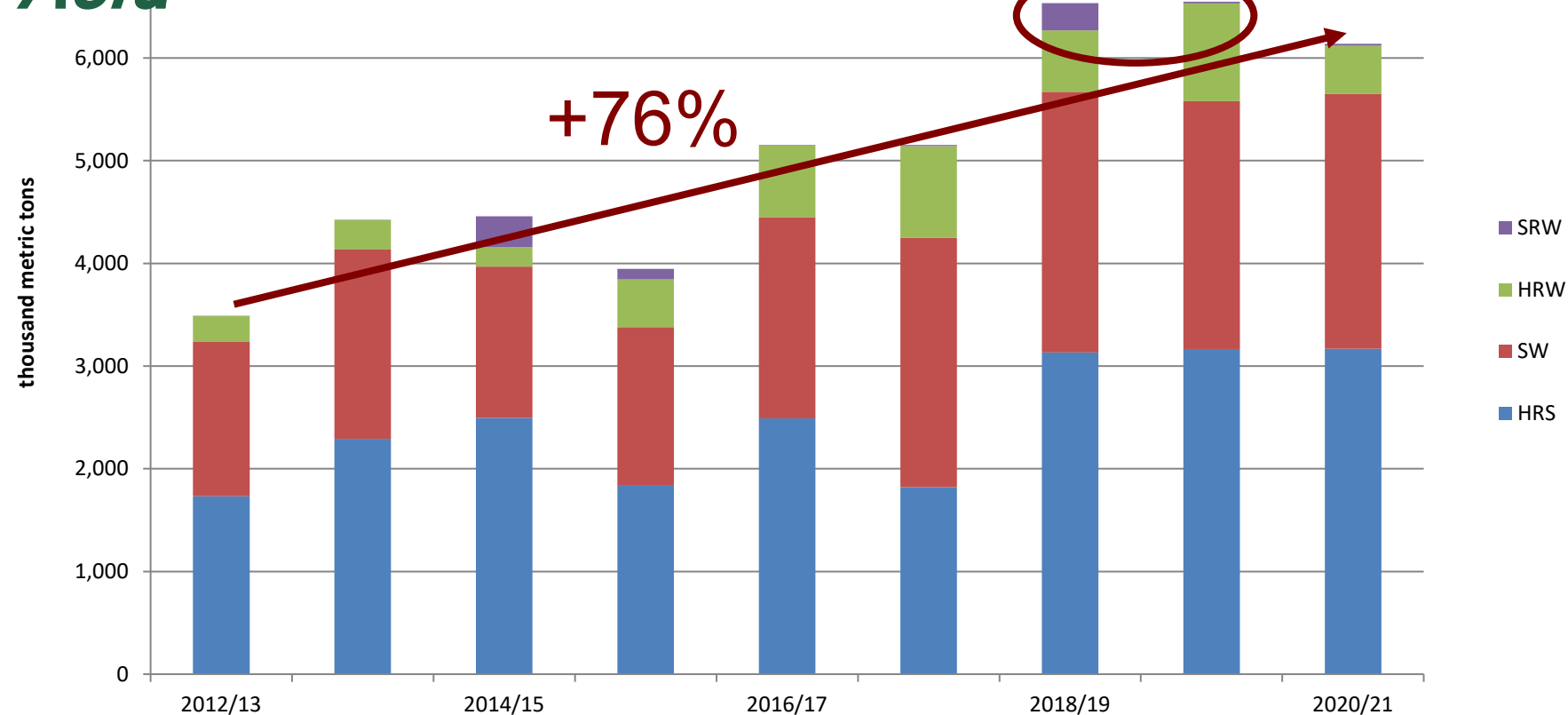
**U.S. WHEAT
ASSOCIATES**

Dependable People. Reliable Wheat.

*Joe Sowers
Regional Vice President
South and Southeast Asia
Singapore*

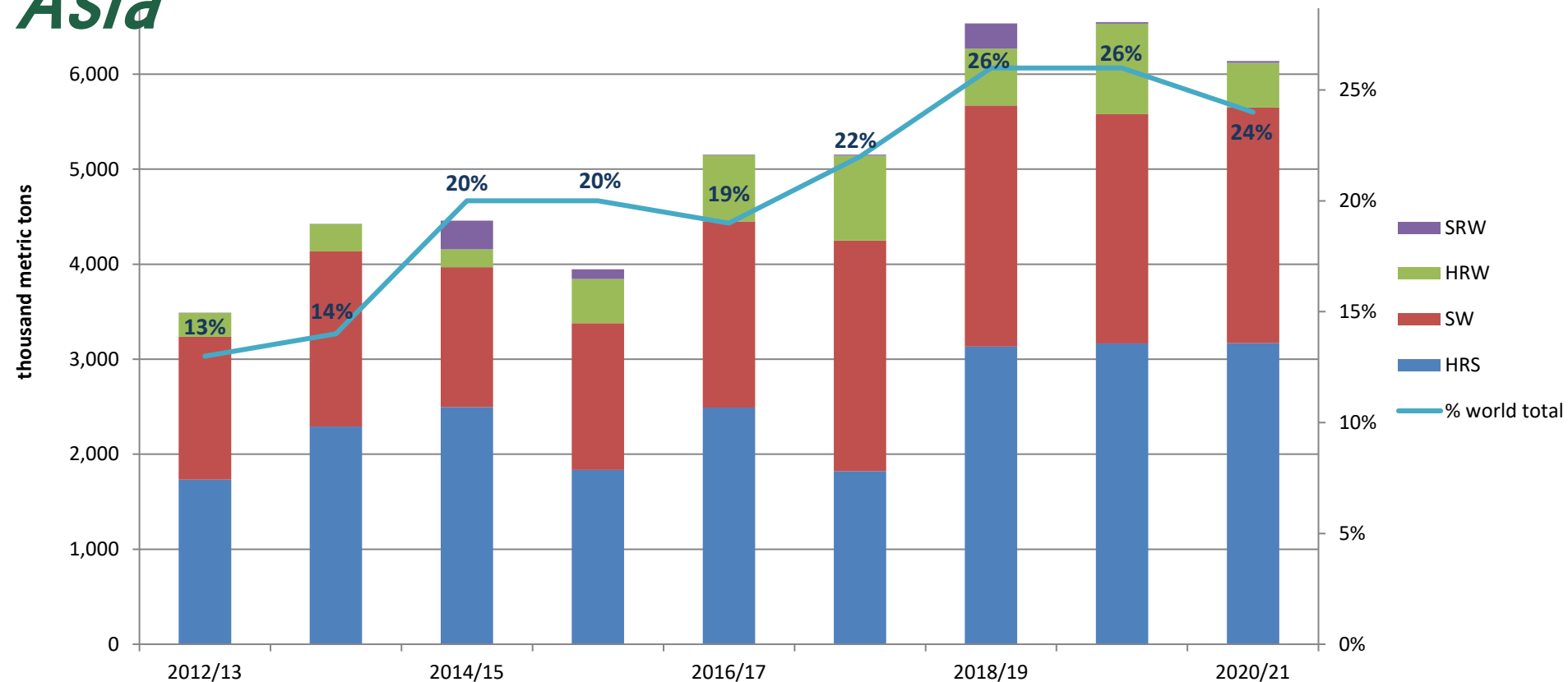
US Wheat Shipments to South and Southeast Asia

Asia

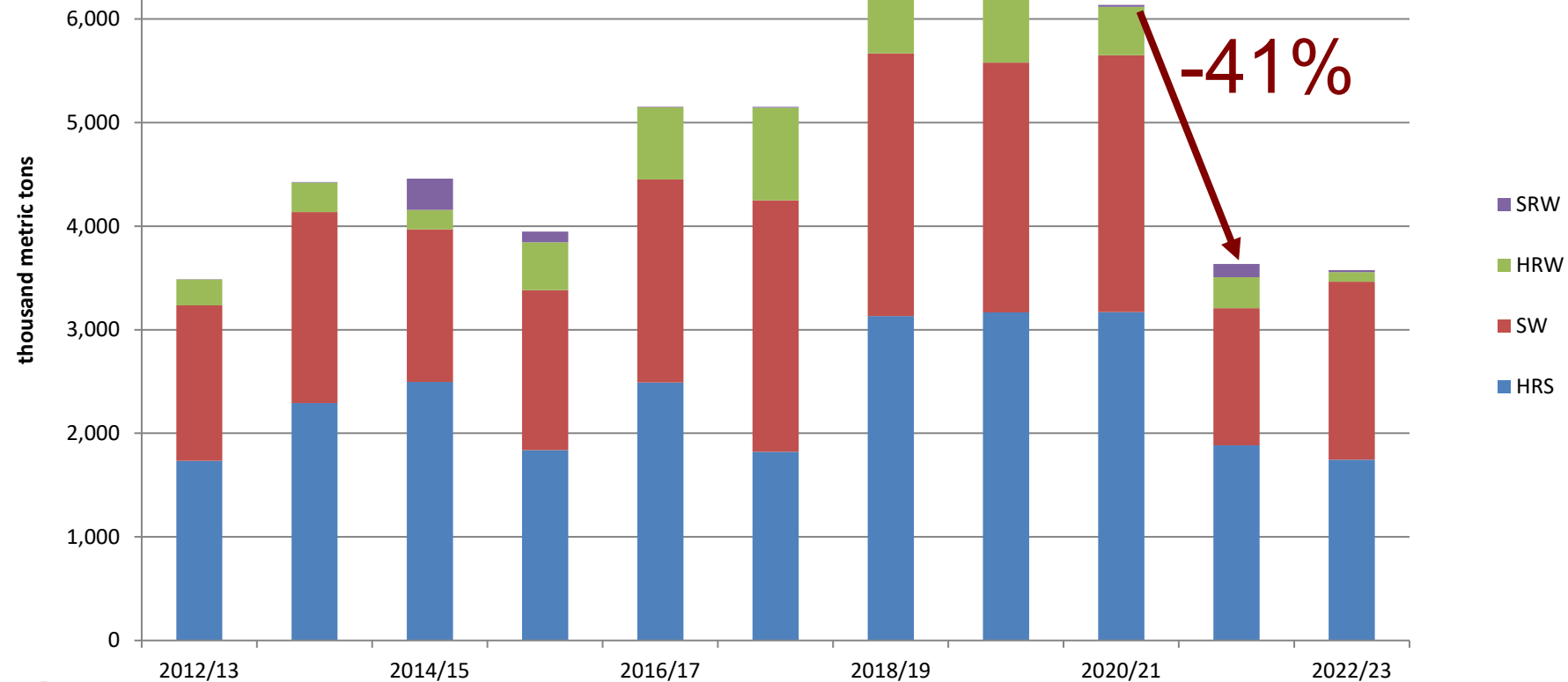


US Wheat Shipments to South and Southeast Asia

Asia

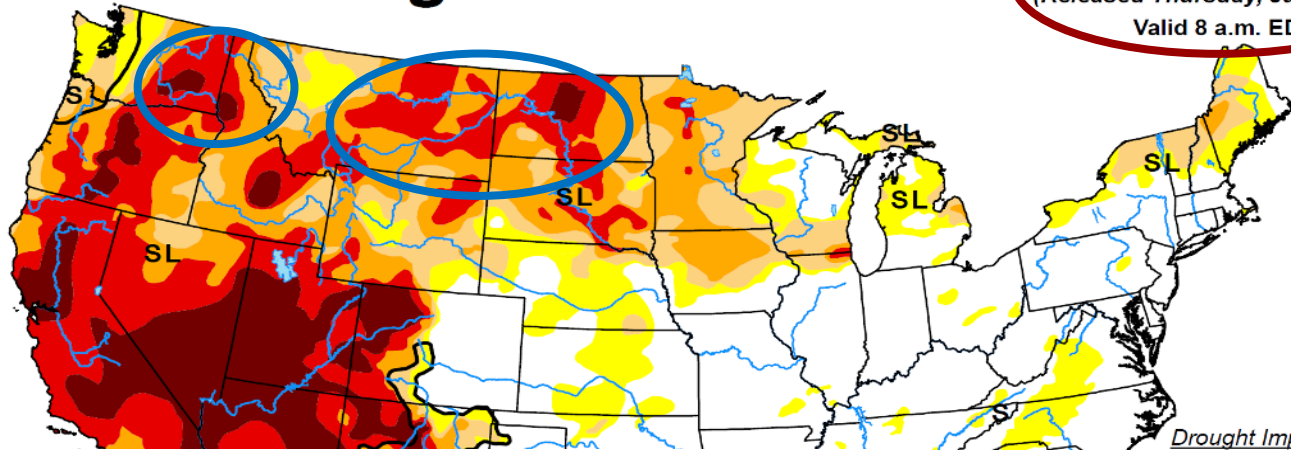


US Wheat Shipments to South and Southeast Asia

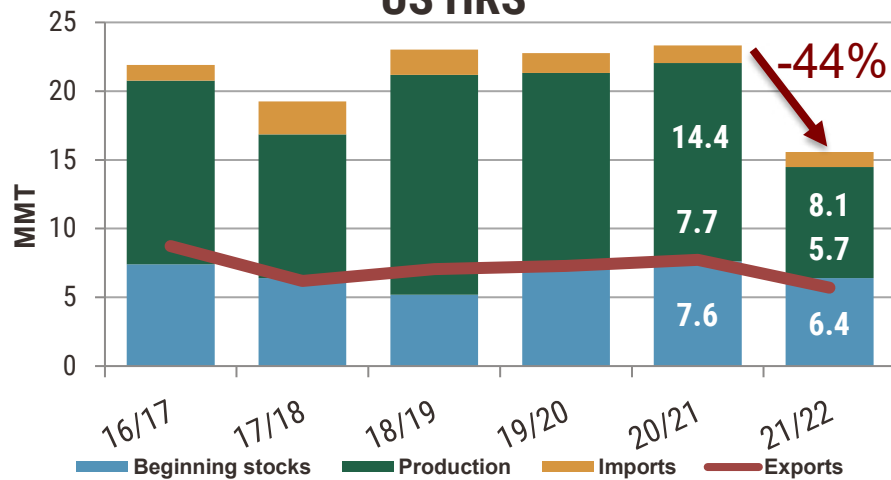


U.S. Drought Monitor

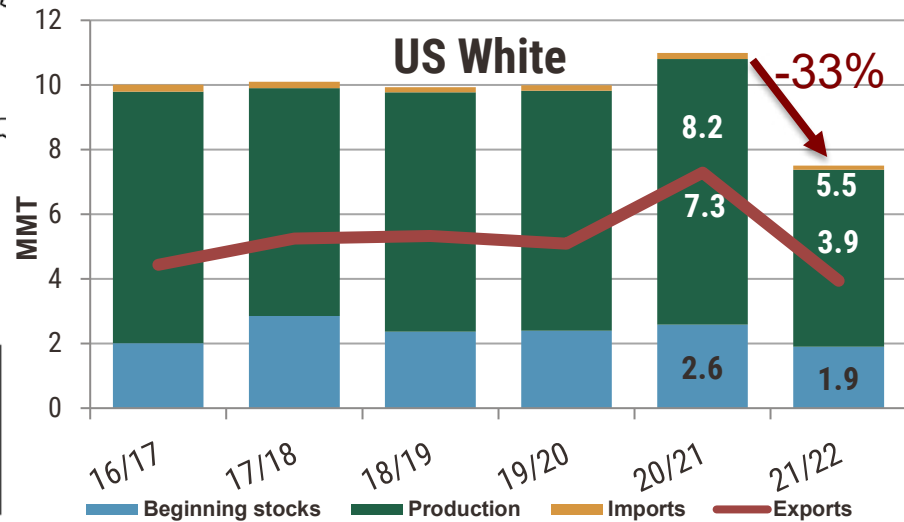
July 13, 2021
(Released Thursday, Jul. 15, 2021)
Valid 8 a.m. EDT



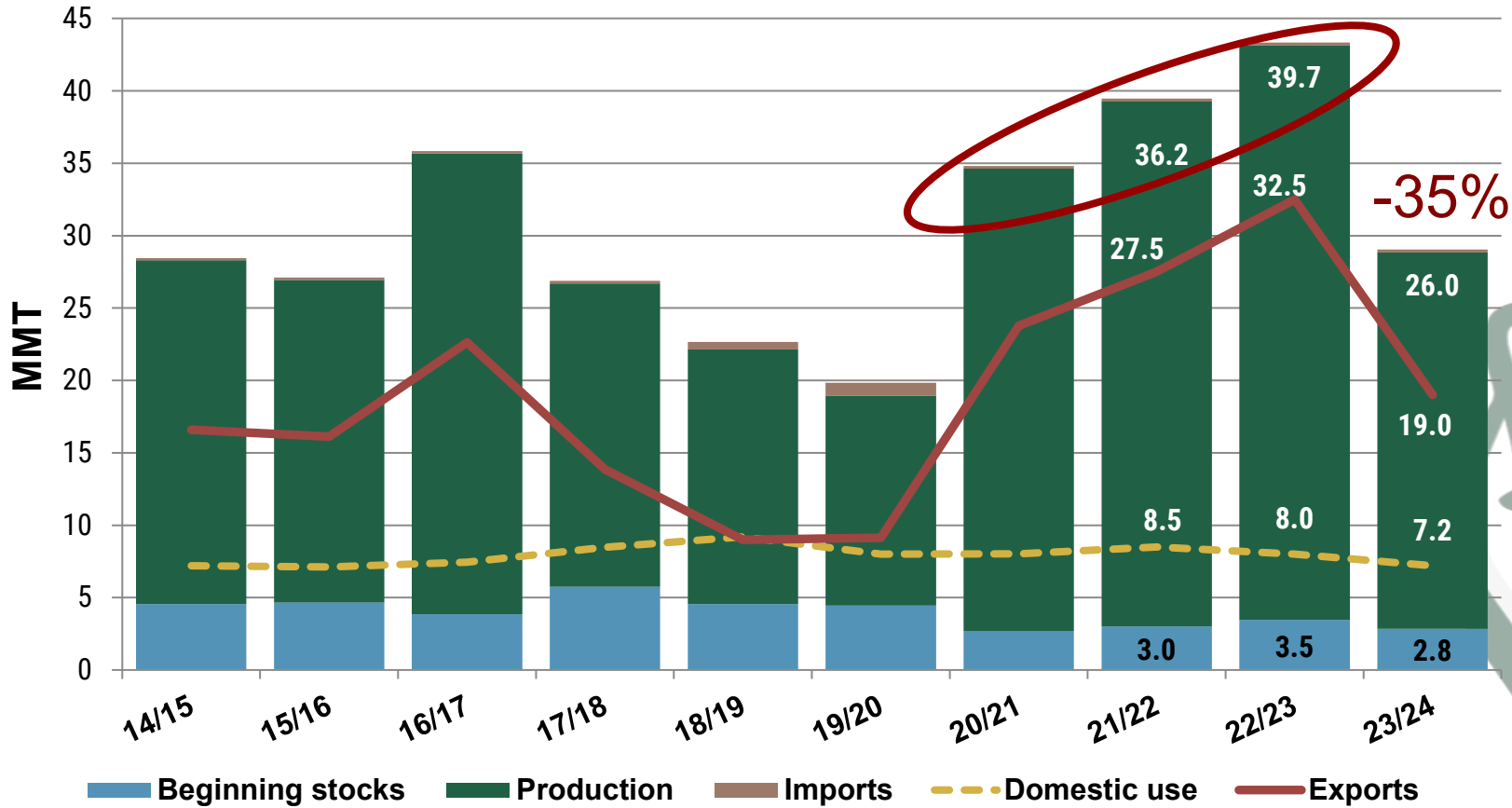
US HRS



US White



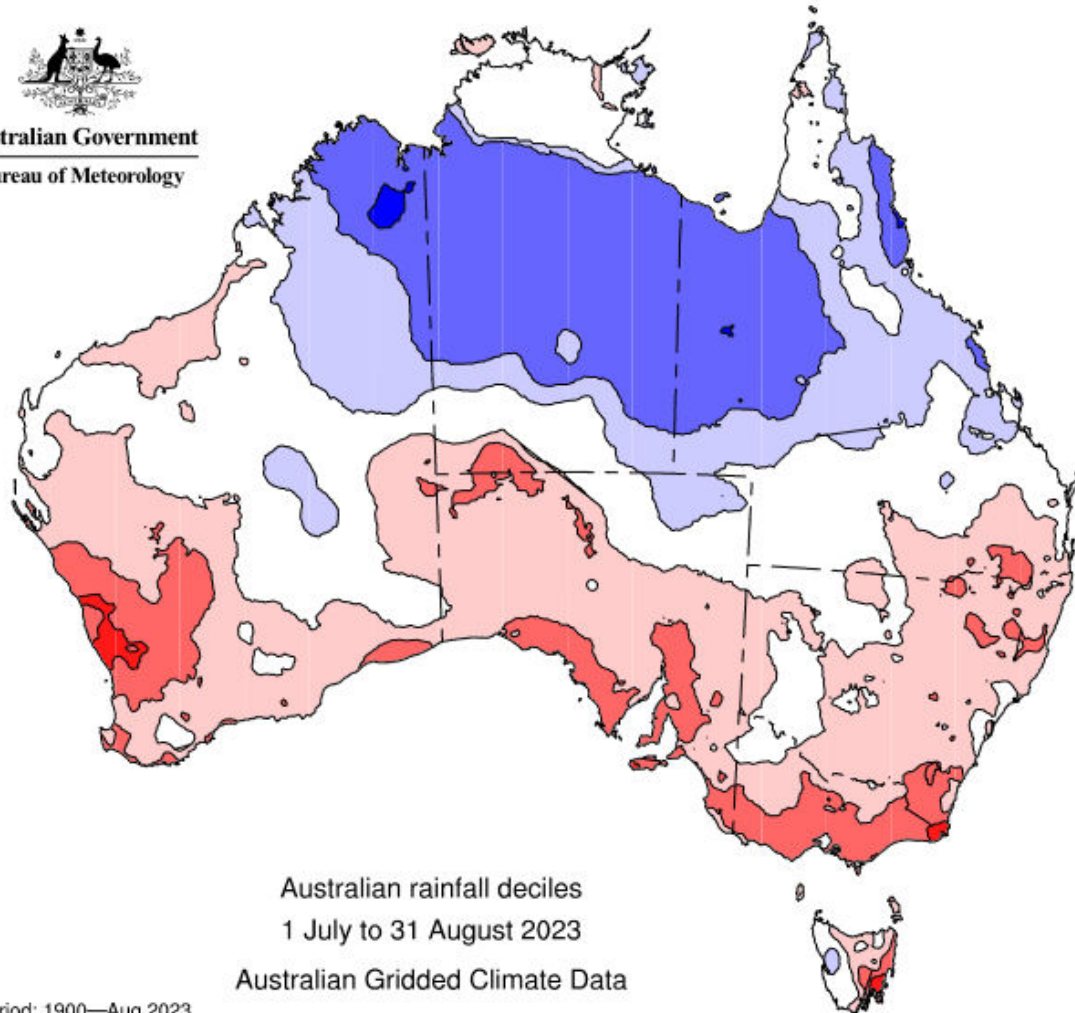
Australia Situation



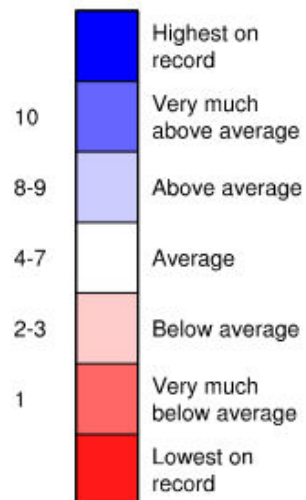


Australian Government

Bureau of Meteorology



Rainfall decile ranges



Australian rainfall deciles
1 July to 31 August 2023

Australian Gridded Climate Data

Base period: 1900—Aug 2023

© Commonwealth of Australia 2023, Bureau of Meteorology

Dataset: AGCD v2

Issued: 21/09/2023

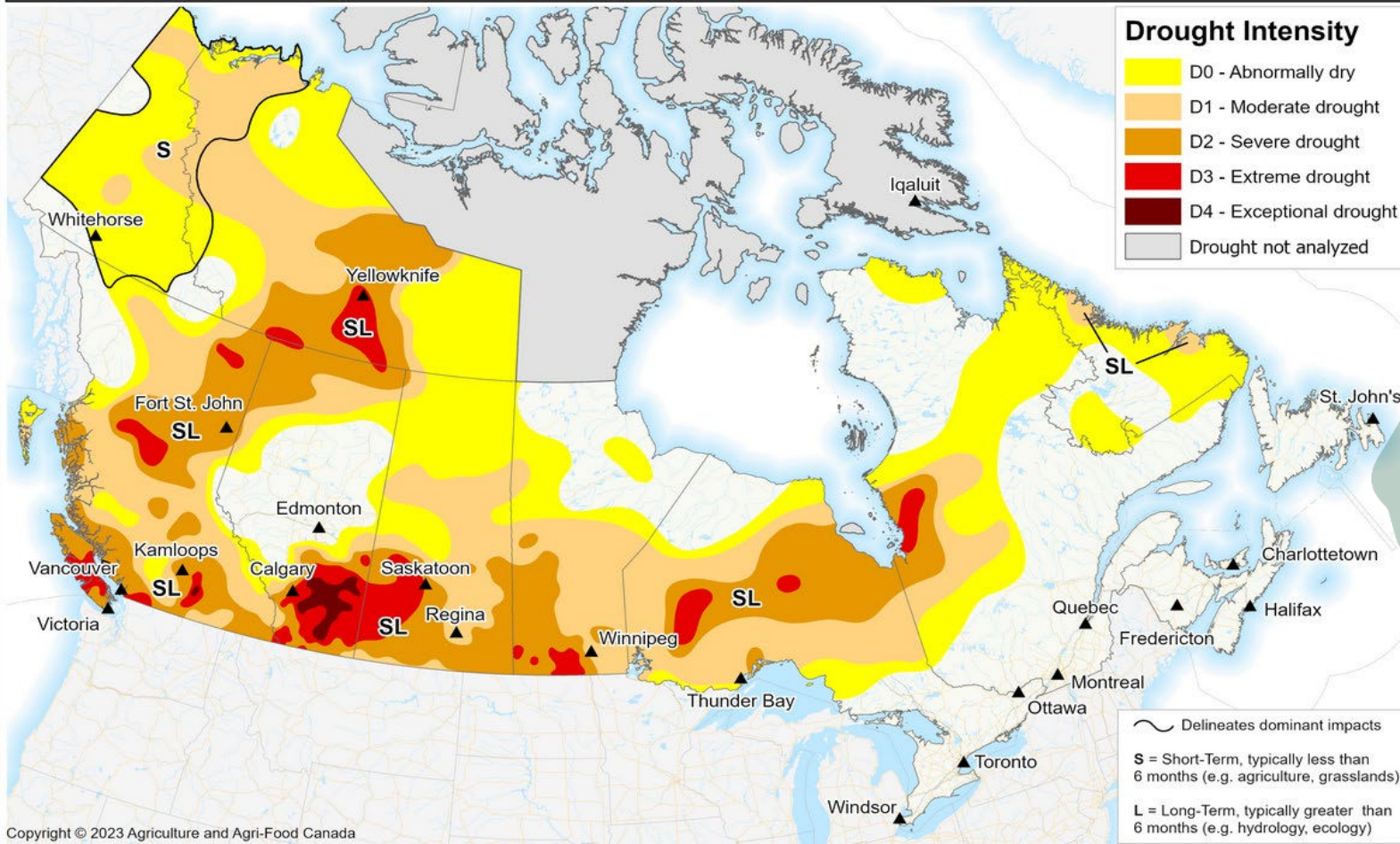


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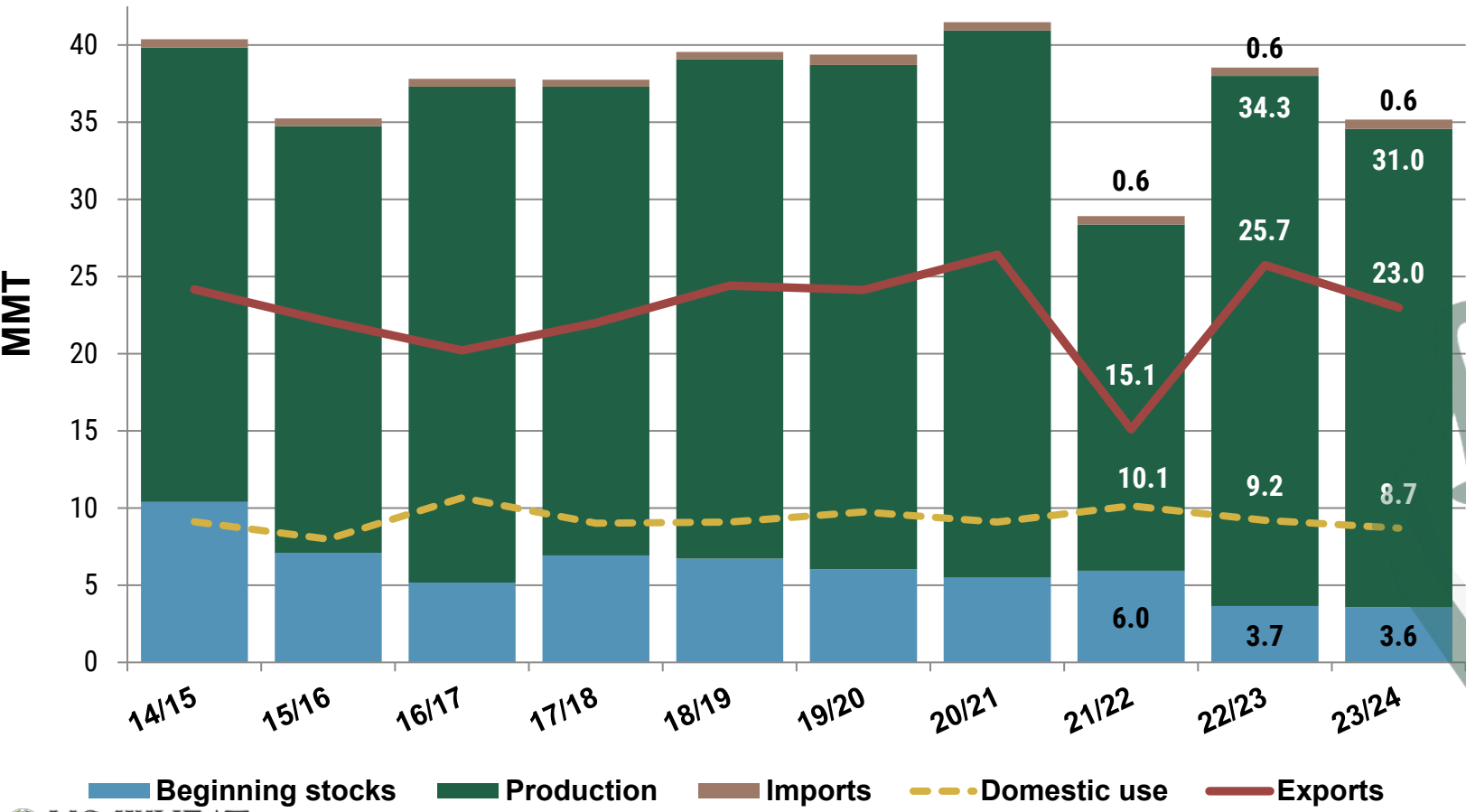


Canadian Drought Monitor

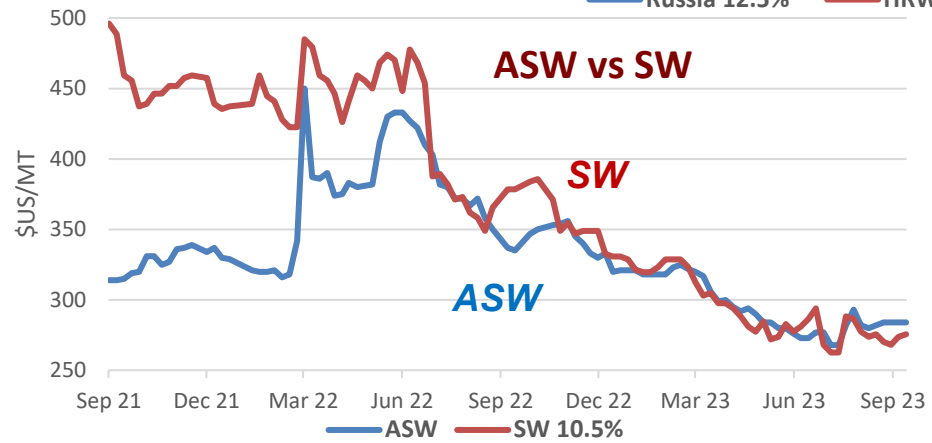
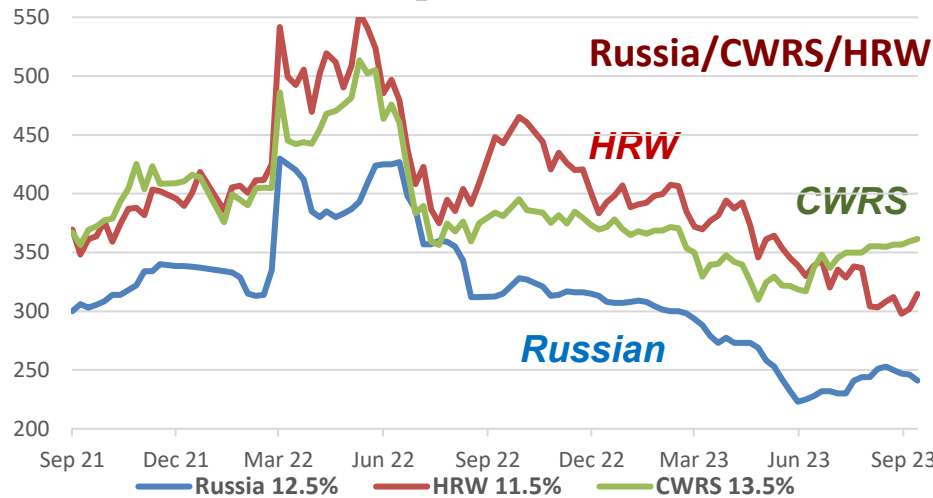
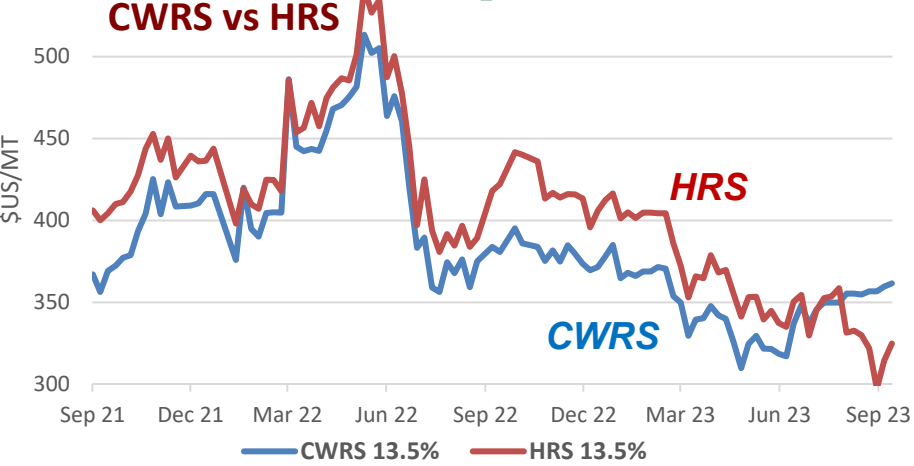
Conditions as of August 31, 2023



Canada Situation

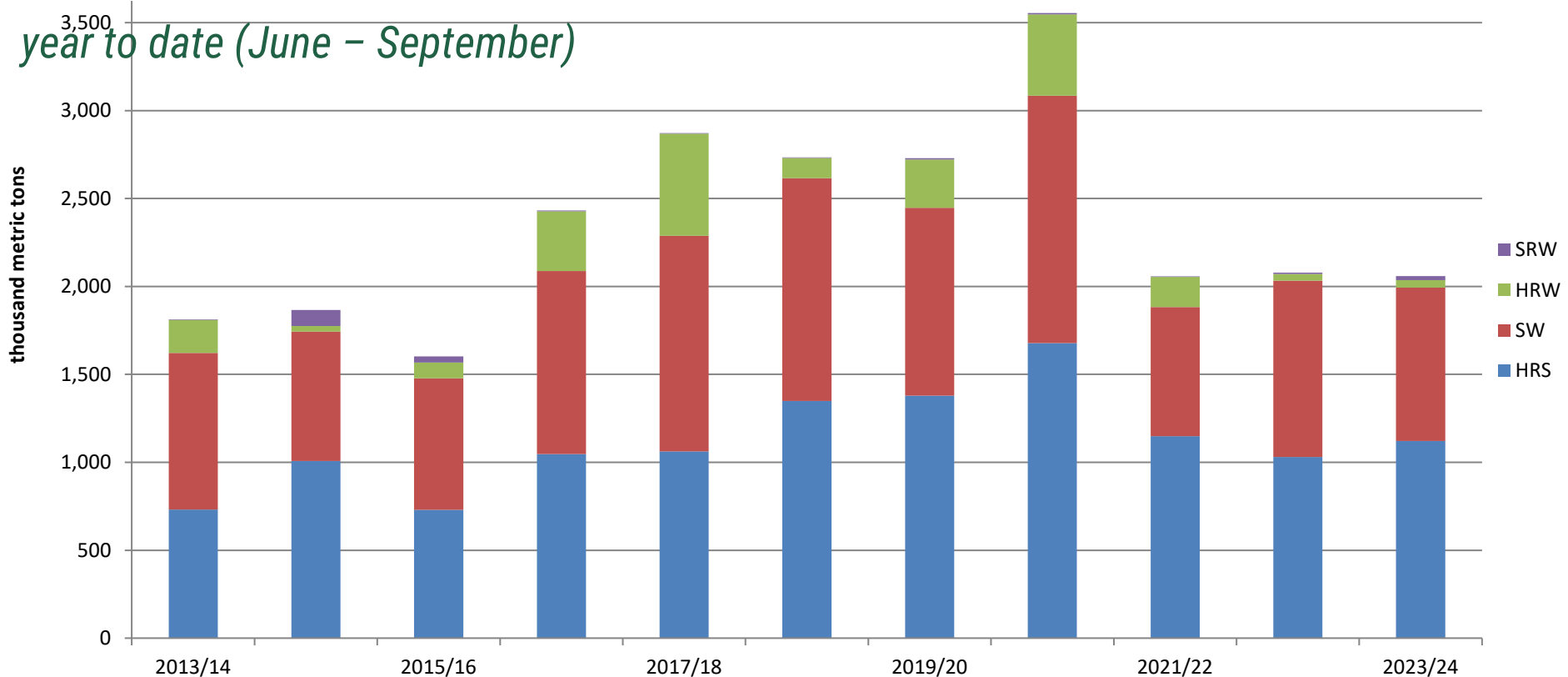


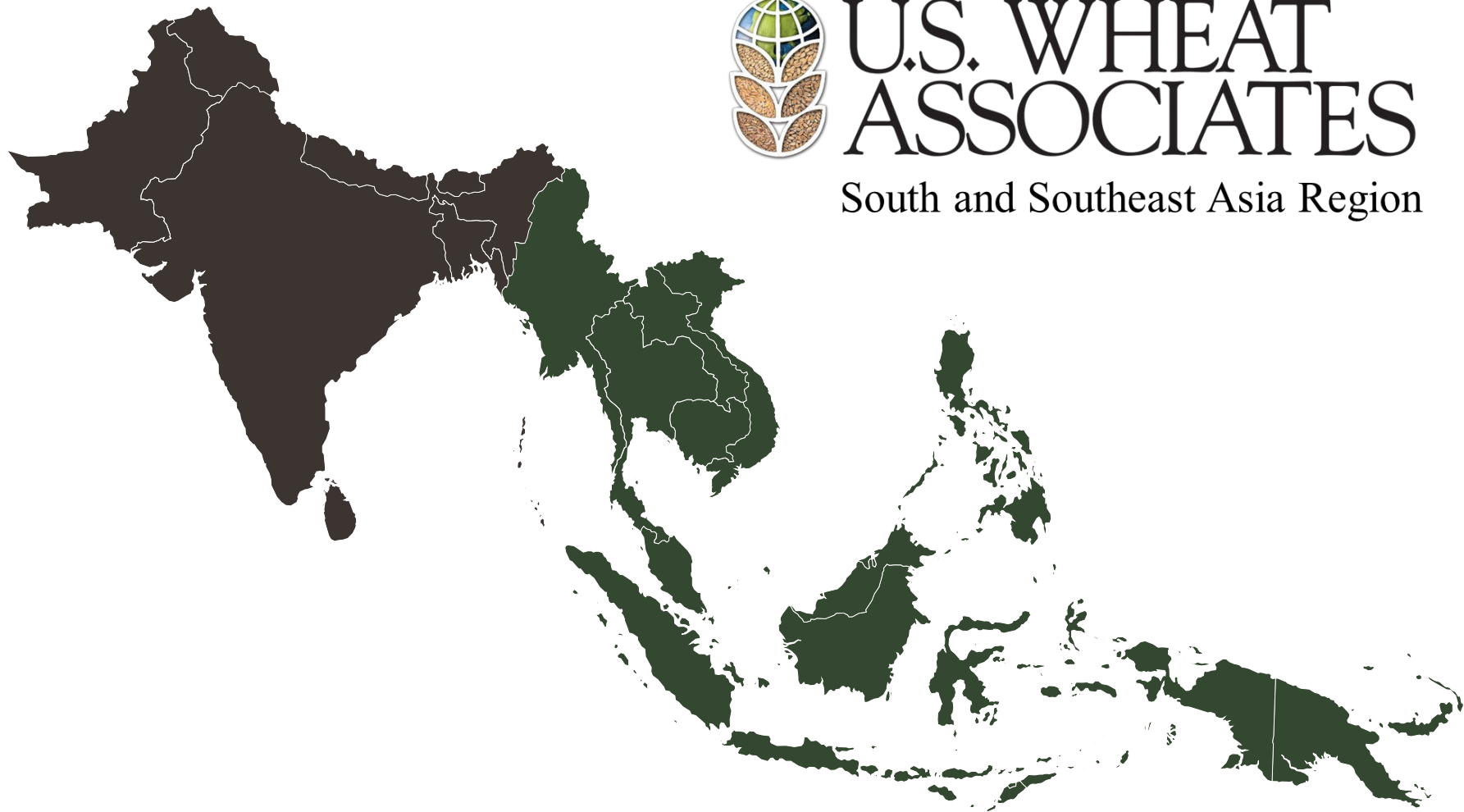
US Wheat Export Prices versus Competitors



US Wheat Shipments to South and Southeast Asia

year to date (June – September)





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ASSOCIATES

South and Southeast Asia Region



U.S. WHEAT
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South and Southeast Asia Region

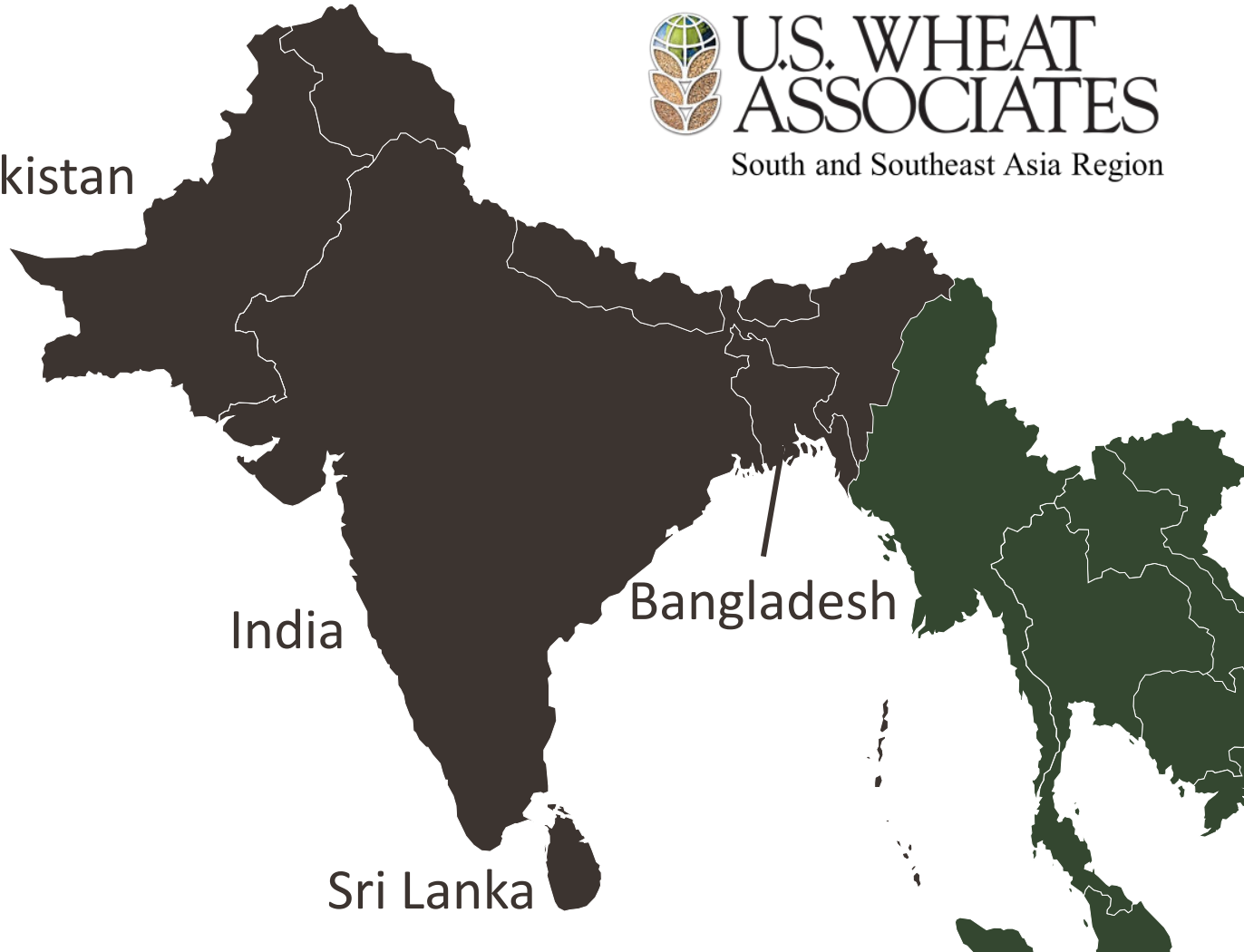
Pakistan

India

Bangladesh

Sri Lanka

Subcontinent





U.S. WHEAT
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South and Southeast Asia Region



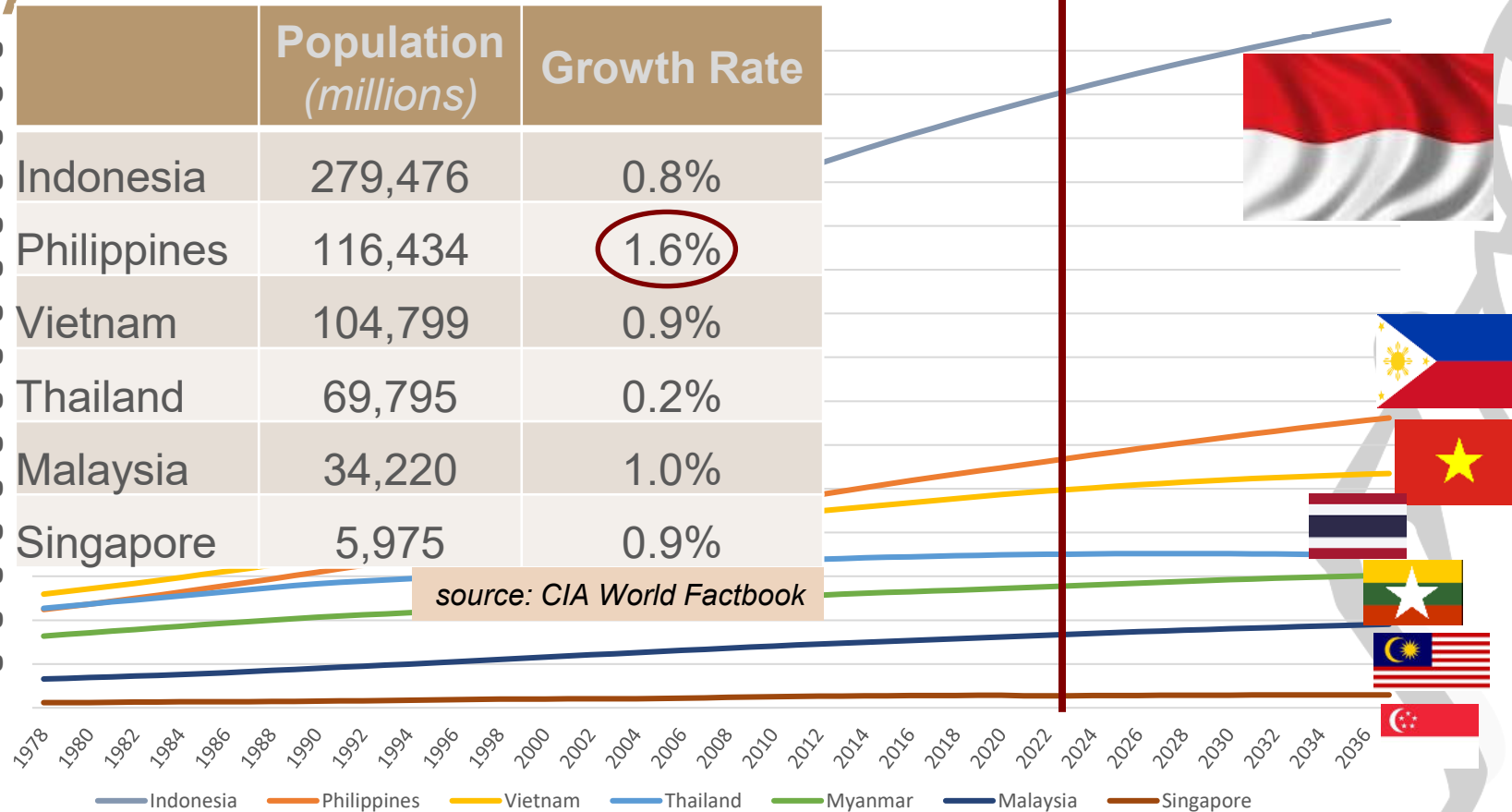
ASEAN

Population - ASEAN

	Population (millions)	Growth Rate
Indonesia	279,476	0.8%
Philippines	116,434	1.6%
Vietnam	104,799	0.9%
Thailand	69,795	0.2%
Malaysia	34,220	1.0%
Singapore	5,975	0.9%

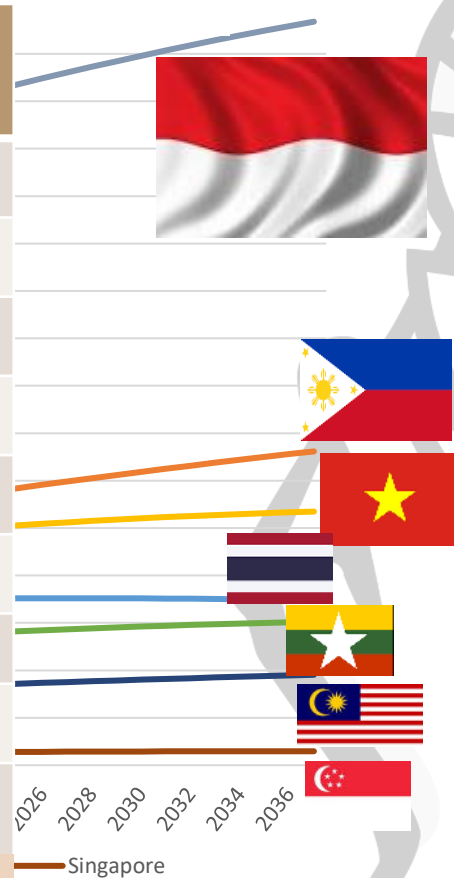
source: CIA World Factbook

million people



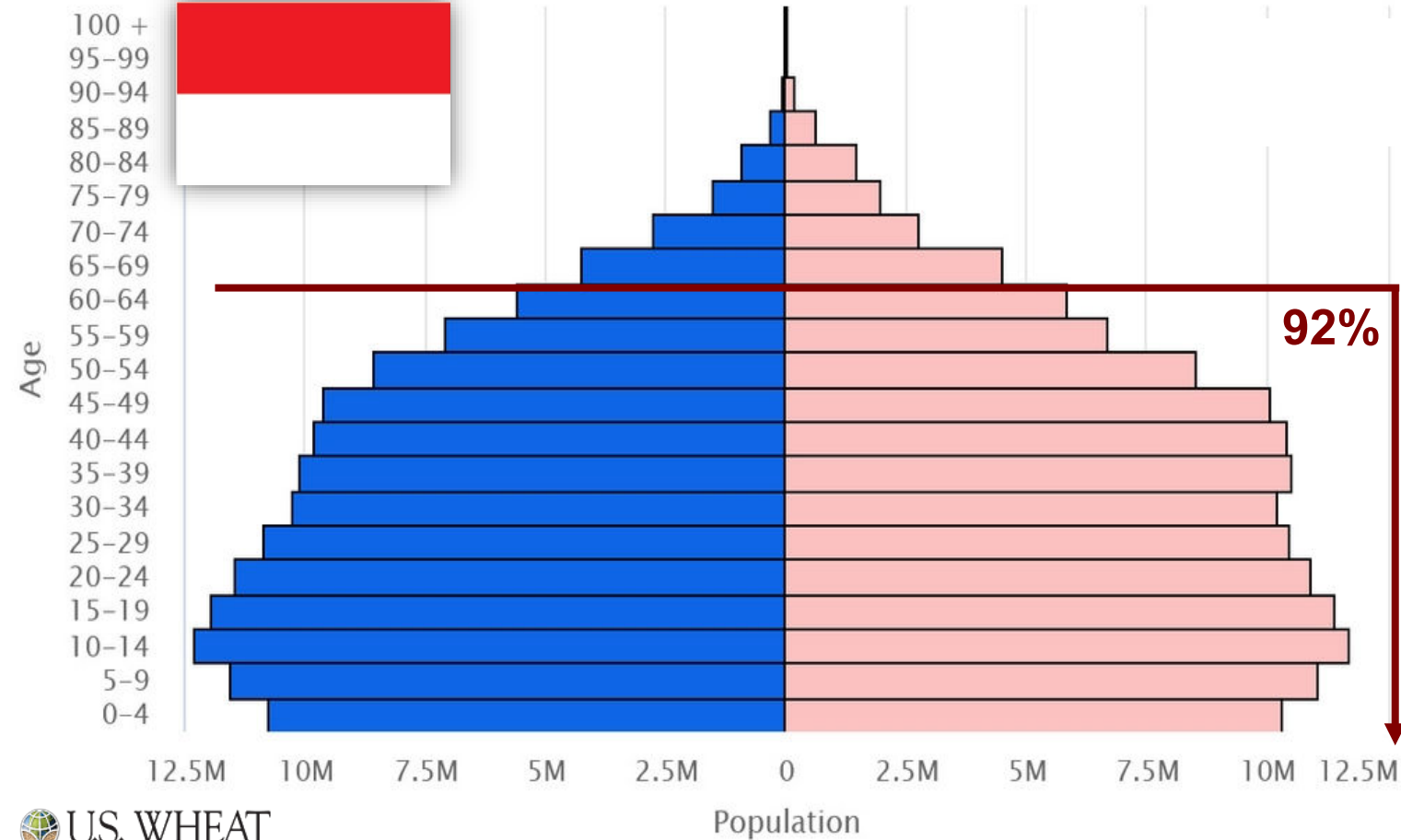
Population - ASEAN

	Population (millions)	Growth Rate	Median age
Indonesia	279,476	0.8%	31.1
Philippines	116,434	1.6%	24.1
Vietnam	104,799	0.9%	31.9
Thailand	69,795	0.2%	39.0
Malaysia	34,220	1.0%	29.2
Singapore	5,975	0.9%	35.6
Japan	123,719	(0.4%)	48.6
South Korea	51,967	0.2%	43.2
Taiwan	23,589	0.0%	42.3

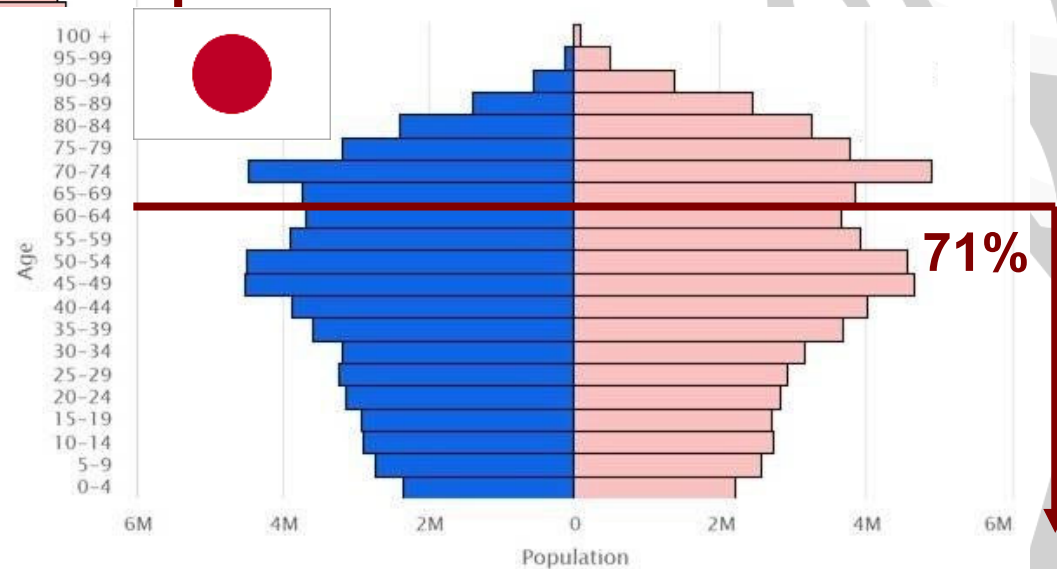
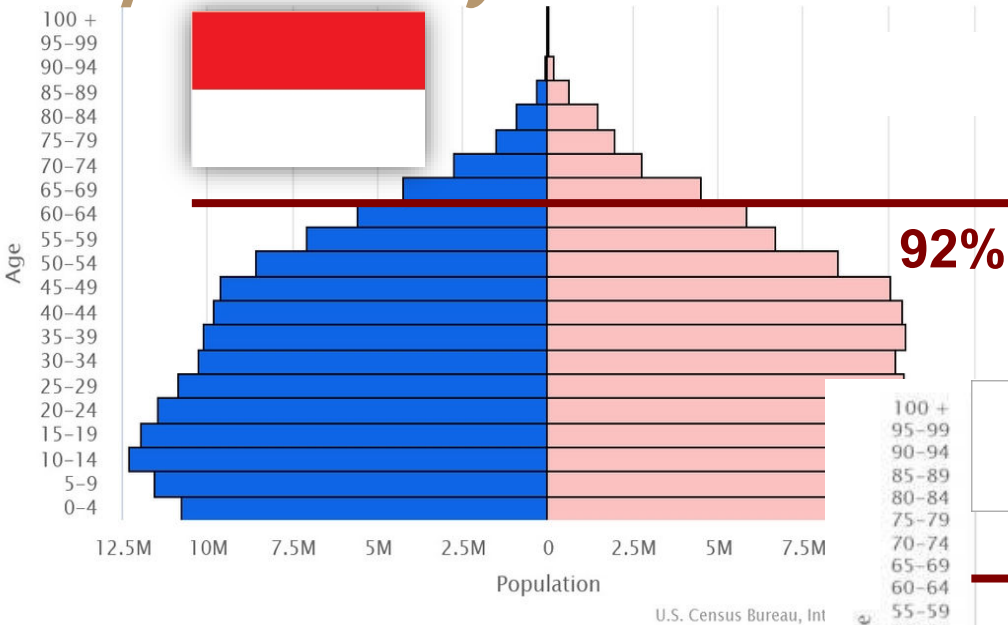


source: CIA World Factbook

Population Pyramid Indonesia



Population Pyramids



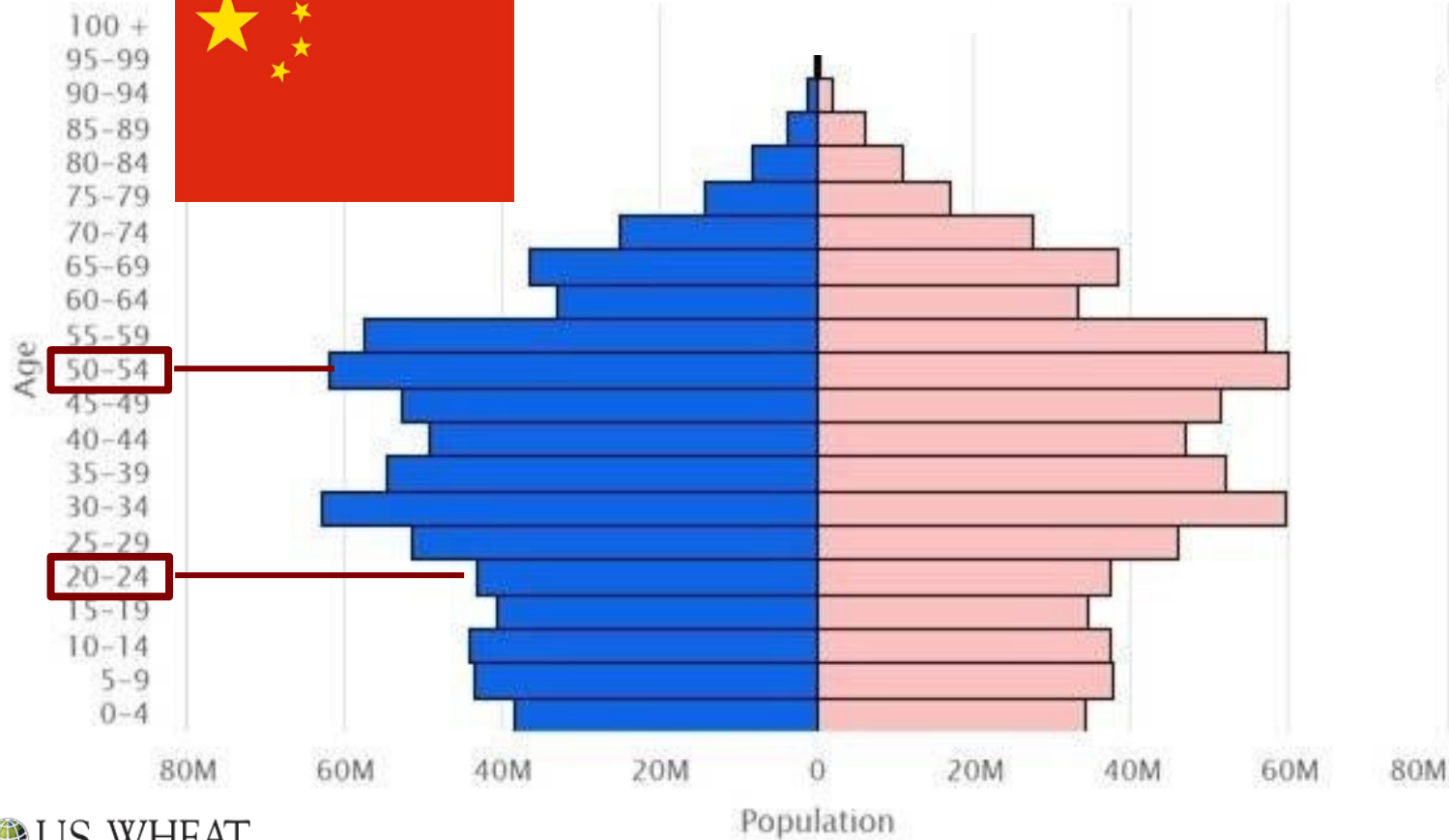
ASEAN GDP

	PPP (trillion int. dollars)	<i>Real growth rate</i>							
	<i>GDP 2022</i>	2017	2018	2019	2020	2021	2022	2023*	2024*
Indonesia	3.6	5.1	5.2	5.0	-2.1	3.7	5.3	5.0	5.0
Thailand	1.3	4.2	4.2	2.2	-6.2	1.5	2.6	3.5	3.7
Vietnam	1.1	6.8	7.1	7.0	2.9	2.6	8.0	5.8	6.2
Malaysia	1.0	5.8	4.8	4.4	-5.6	3.1	8.7	4.5	4.9
Philippines	1.0	6.9	6.3	6.1	-9.5	5.7	7.6	5.7	6.2
Singapore	0.6	4.7	3.7	1.1	-4.1	8.9	3.6	1.5	3.0
Myanmar	0.3	5.8	6.4	6.8	3.2	-5.9	2.0	2.8	3.2

*forecast – September 2023

source: Asian Development Bank

Population Pyramid



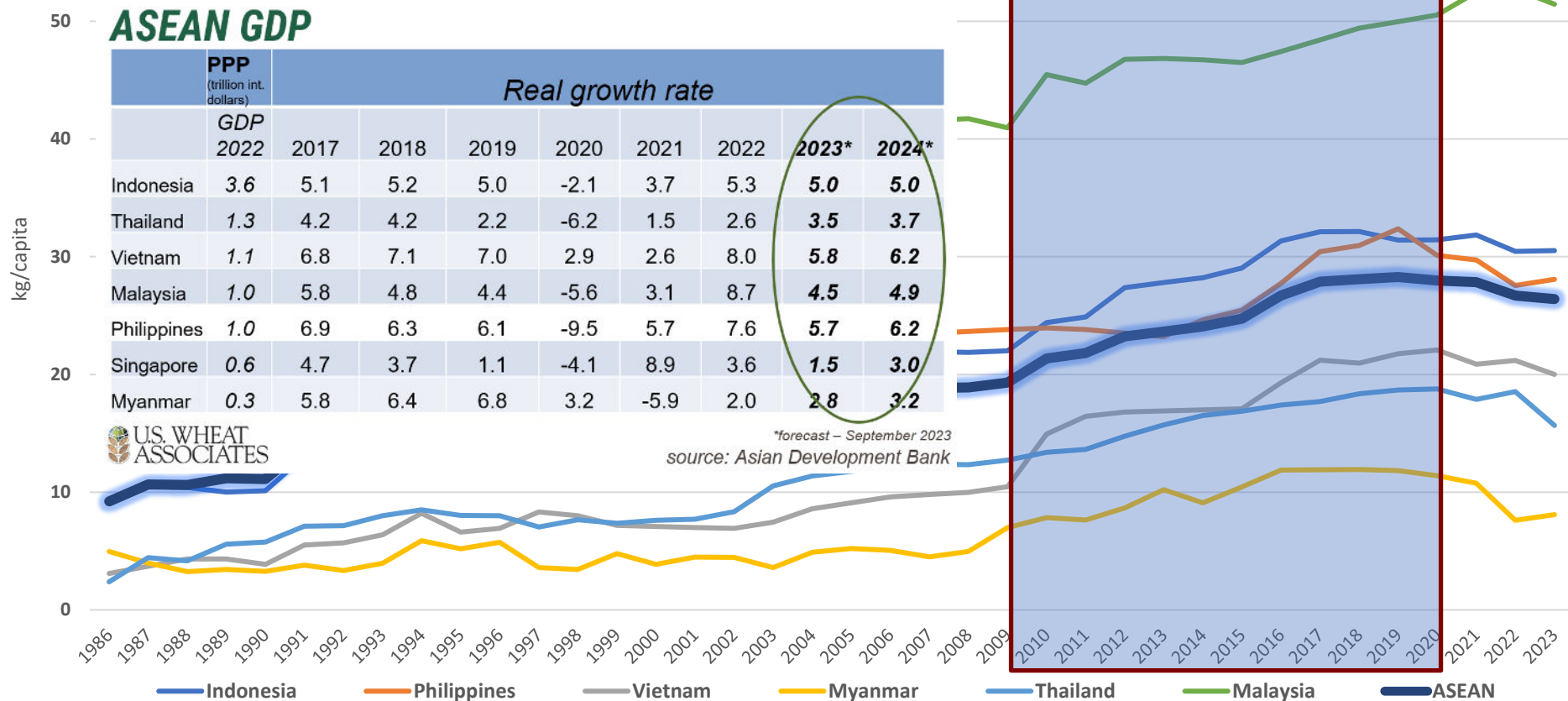
Cost of labor (\$US/hour)



Cost of labor (\$US/hour)



ASEAN Per Capita Wheat Consumption



A map of South and Southeast Asia, with countries colored in various shades of green and brown. The title 'South and Southeast Asia' is written in a large, bold, brown serif font at the top left.

South and Southeast Asia

Trends in milling wheat demand:

- *Decline in consumption*
- *Pre-Covid increase in milling capacity*
- *Competitive price environment*



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South and Southeast Asia Region

Indonesia



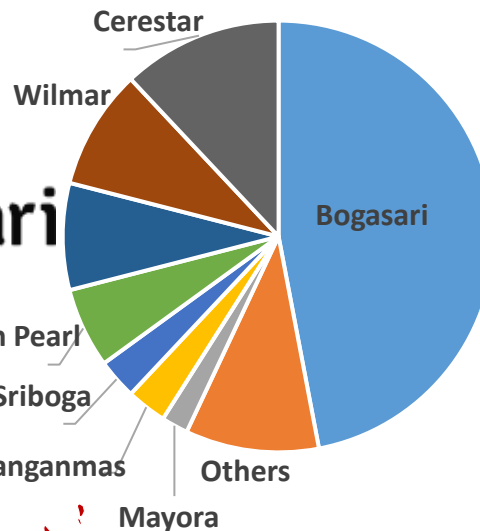
- *One mill with ~ 50% market share*
 - 20,000 MT/day capacity
- *Others in low-price battle*

Wheat food end-product	% of use
Noodles	48%
Bakery	30%
Biscuits	13%
others	9%



Malayan Flour Mills Berhad

Indonesia



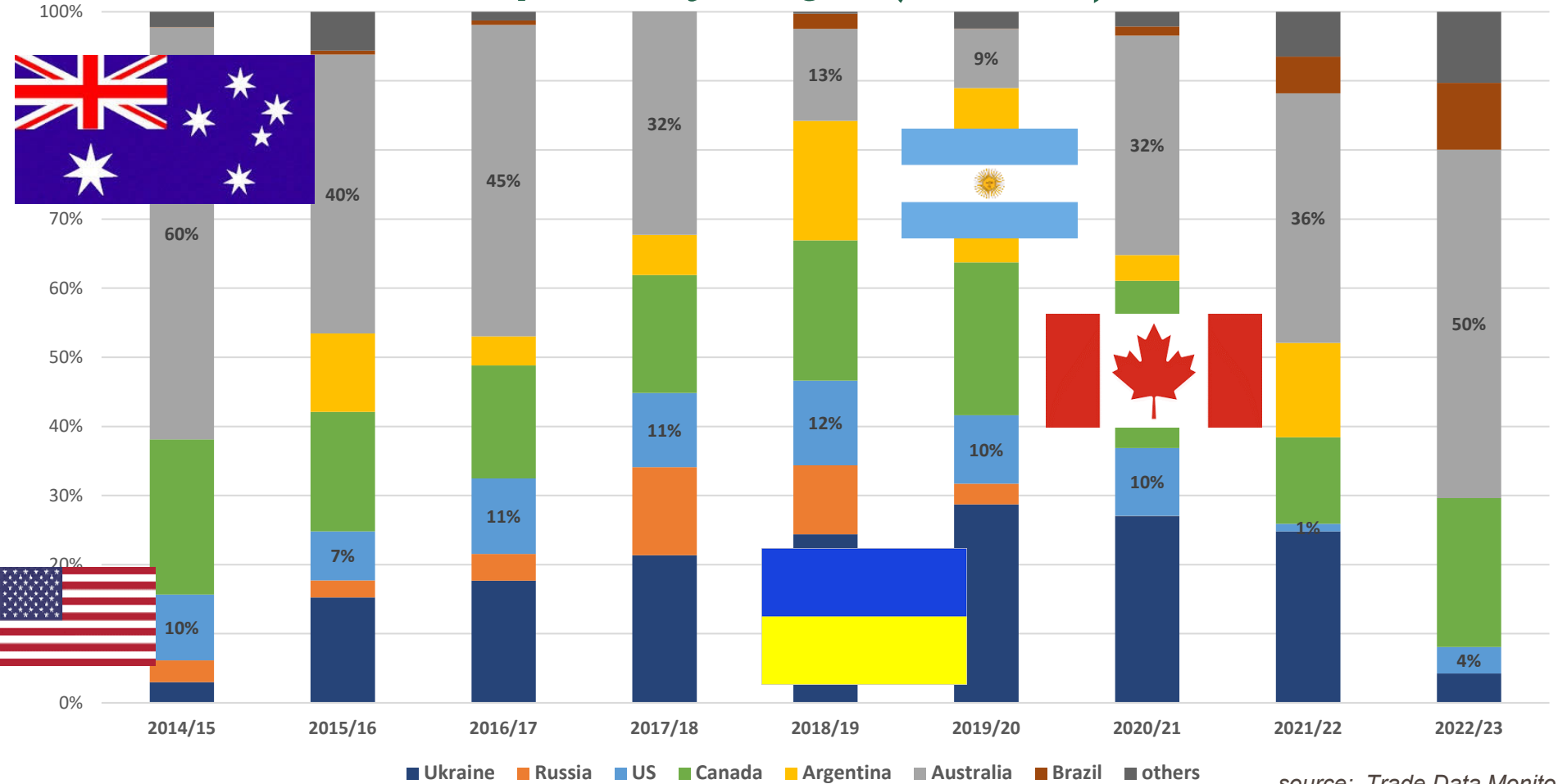
Wheat food end-product	% of use
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others	9%

Indonesia

- *70% of baking industry non-mechanized*
- *Prefer short mixing time, high water absorption*



Indonesian wheat imports by origin (all uses)

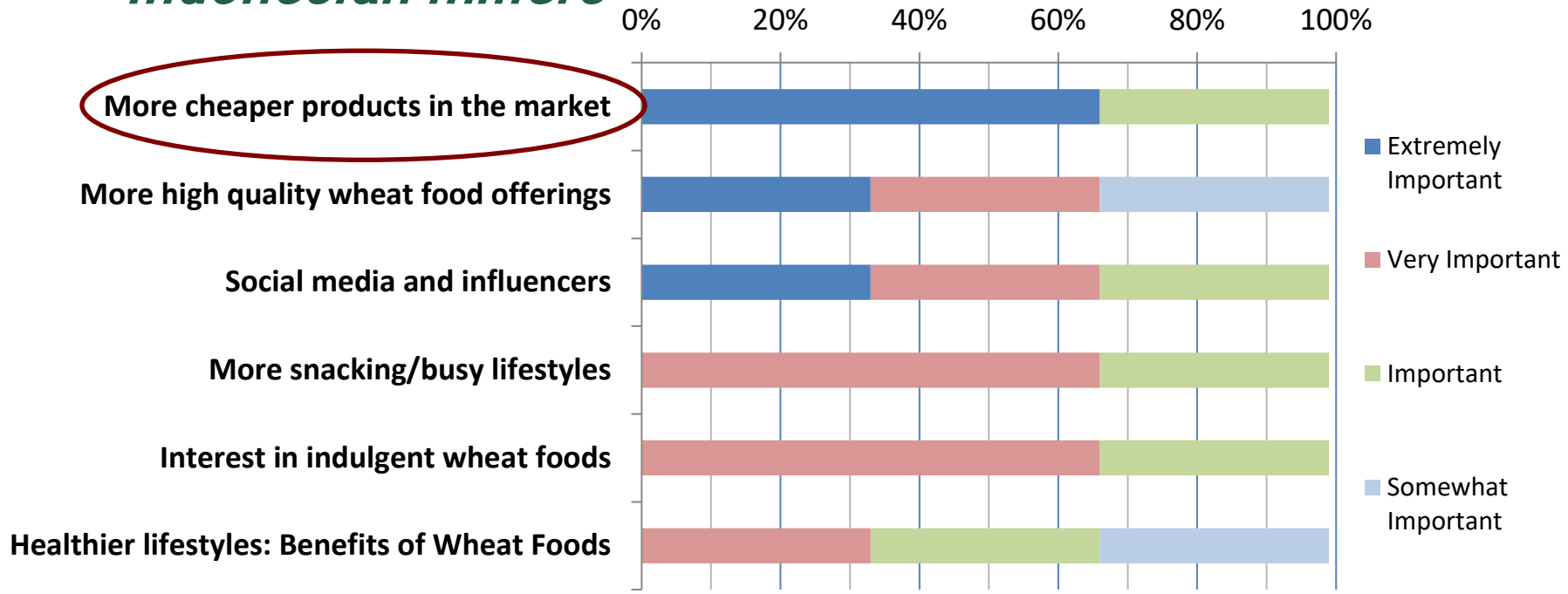


source: Trade Data Monitor

Most Important Factors Driving Wheat Food Consumption

- Indonesian millers

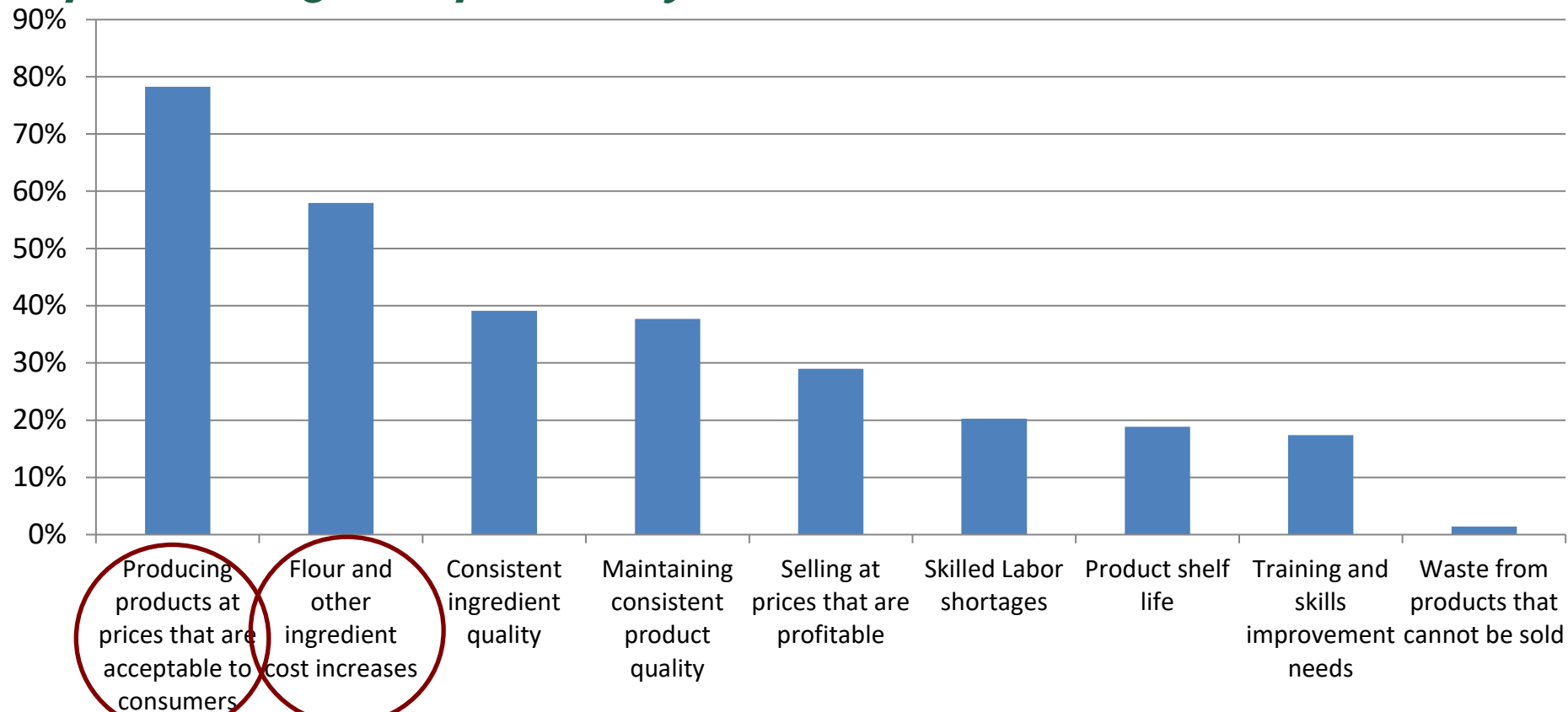
Miller Perspectives on Wheat Consumption Drivers



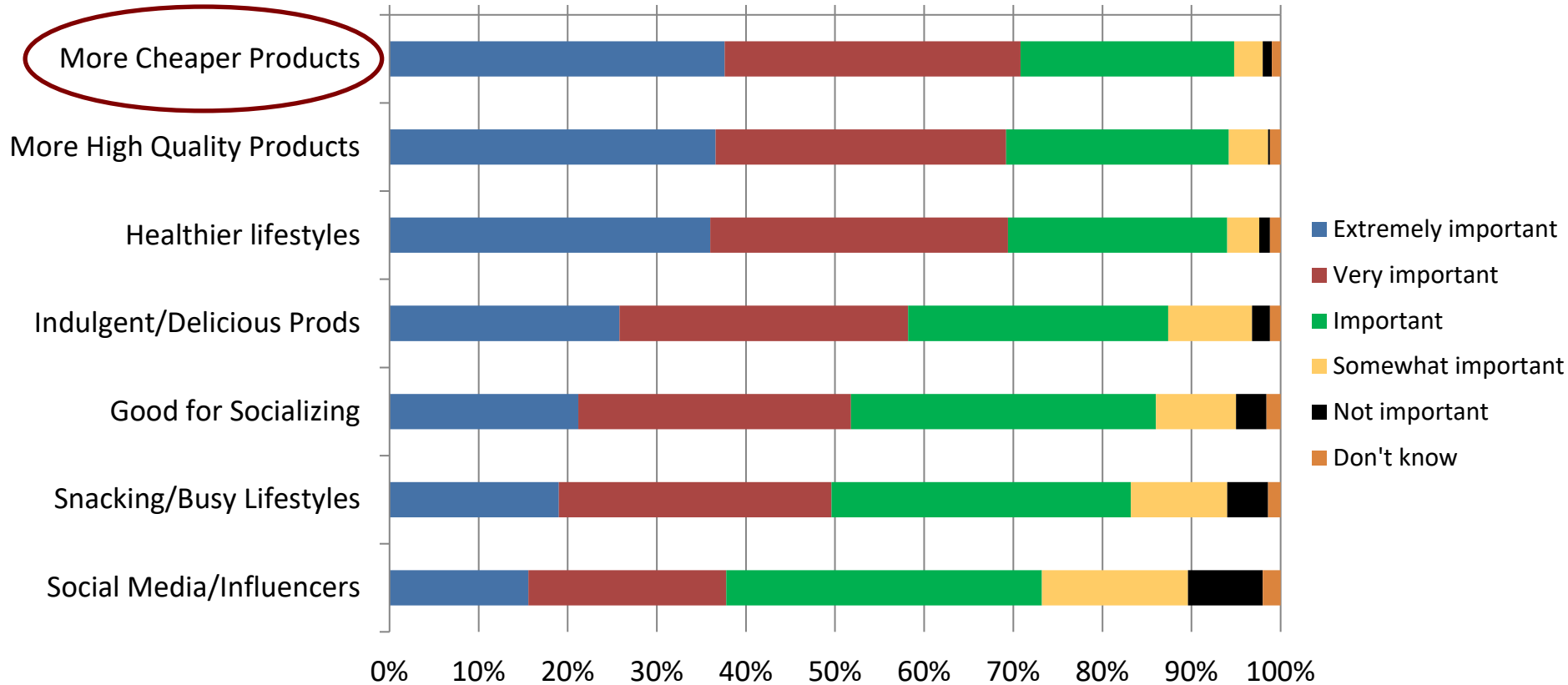
Source: Market Solutions LLC Survey for USW, August-October, 2021



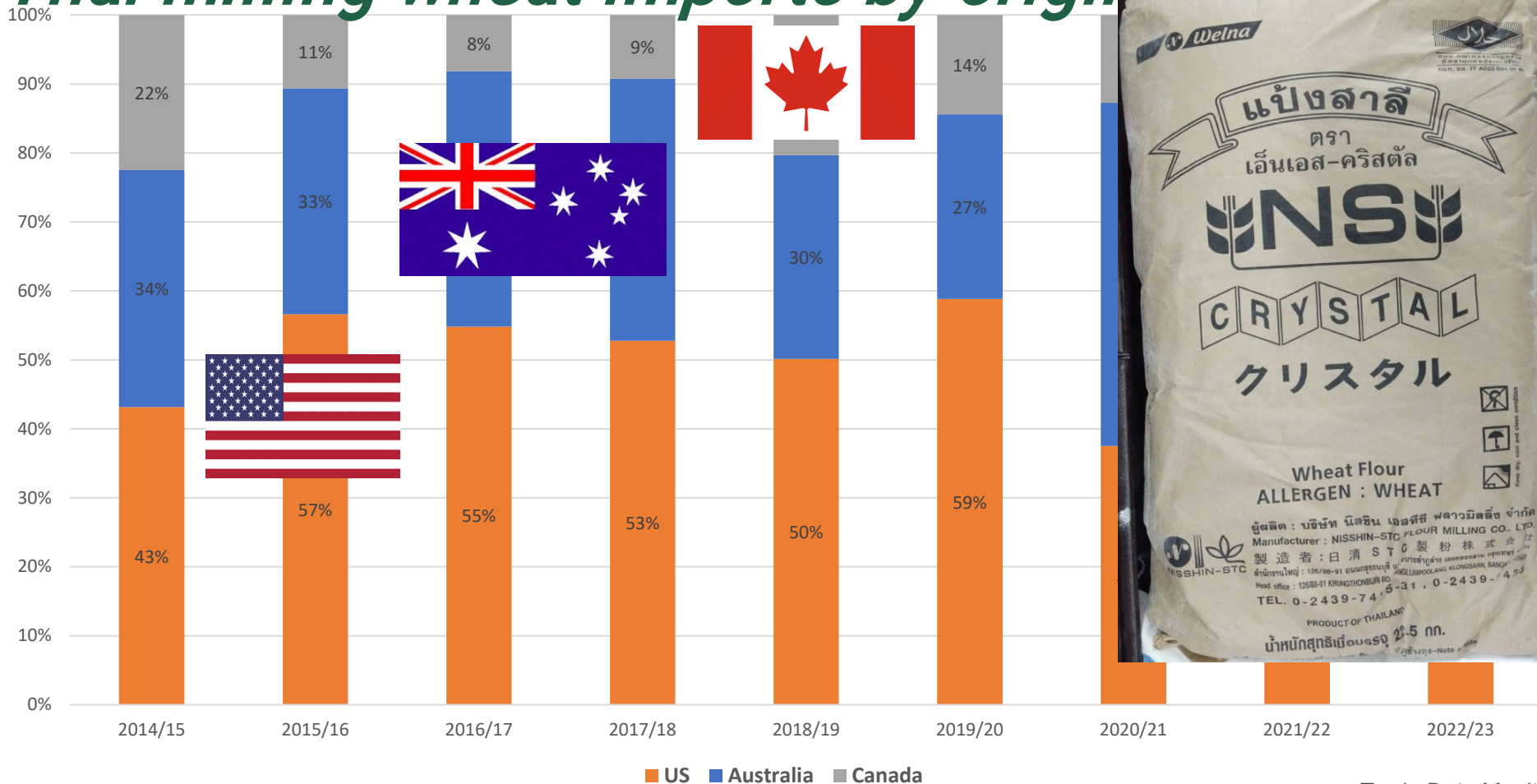
Top Challenges reported by Indonesian Bakers



Top Drivers for Wheat Foods: Indonesian Consumers



Thai milling wheat imports by origin



source: Trade Data Monitor

Baking courses

Frozen dough

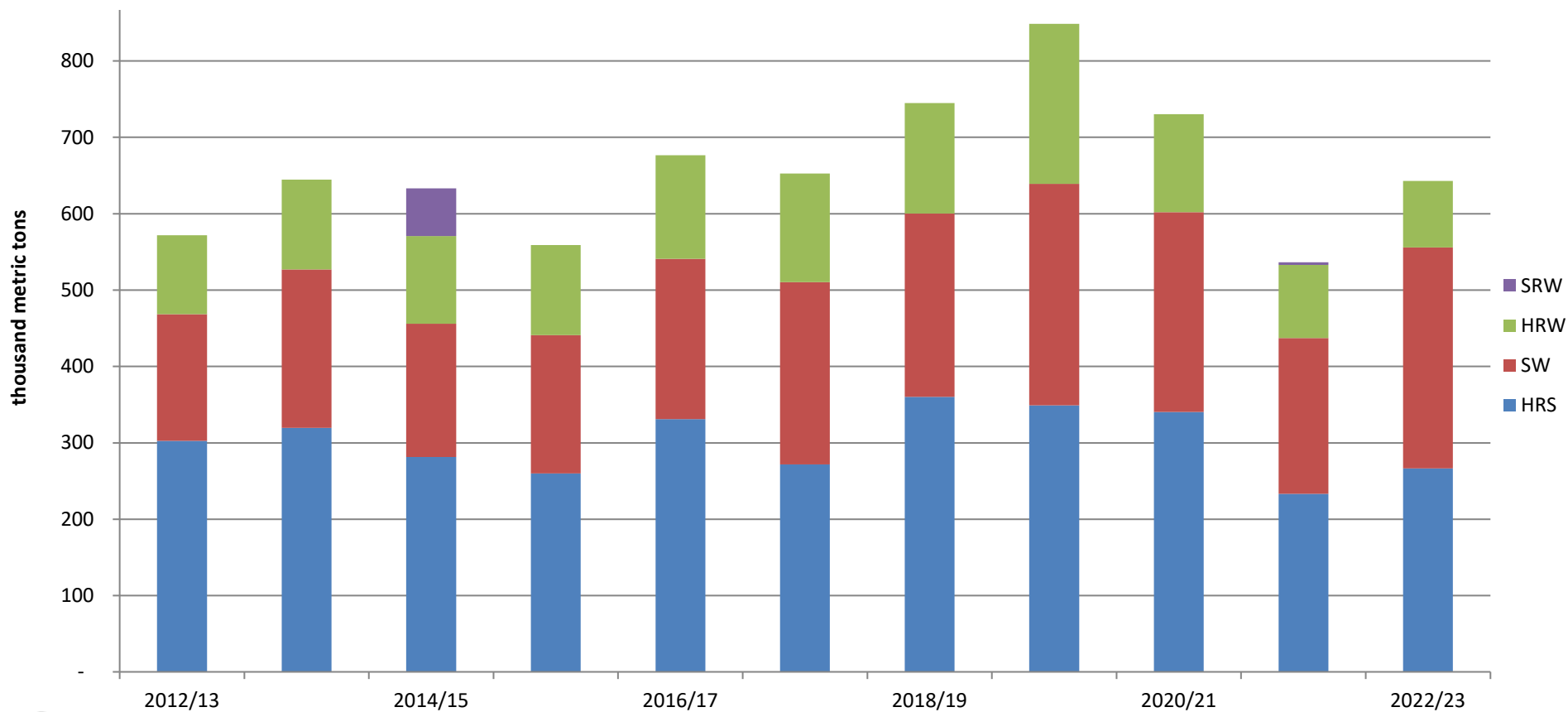


Cookie/Cracker





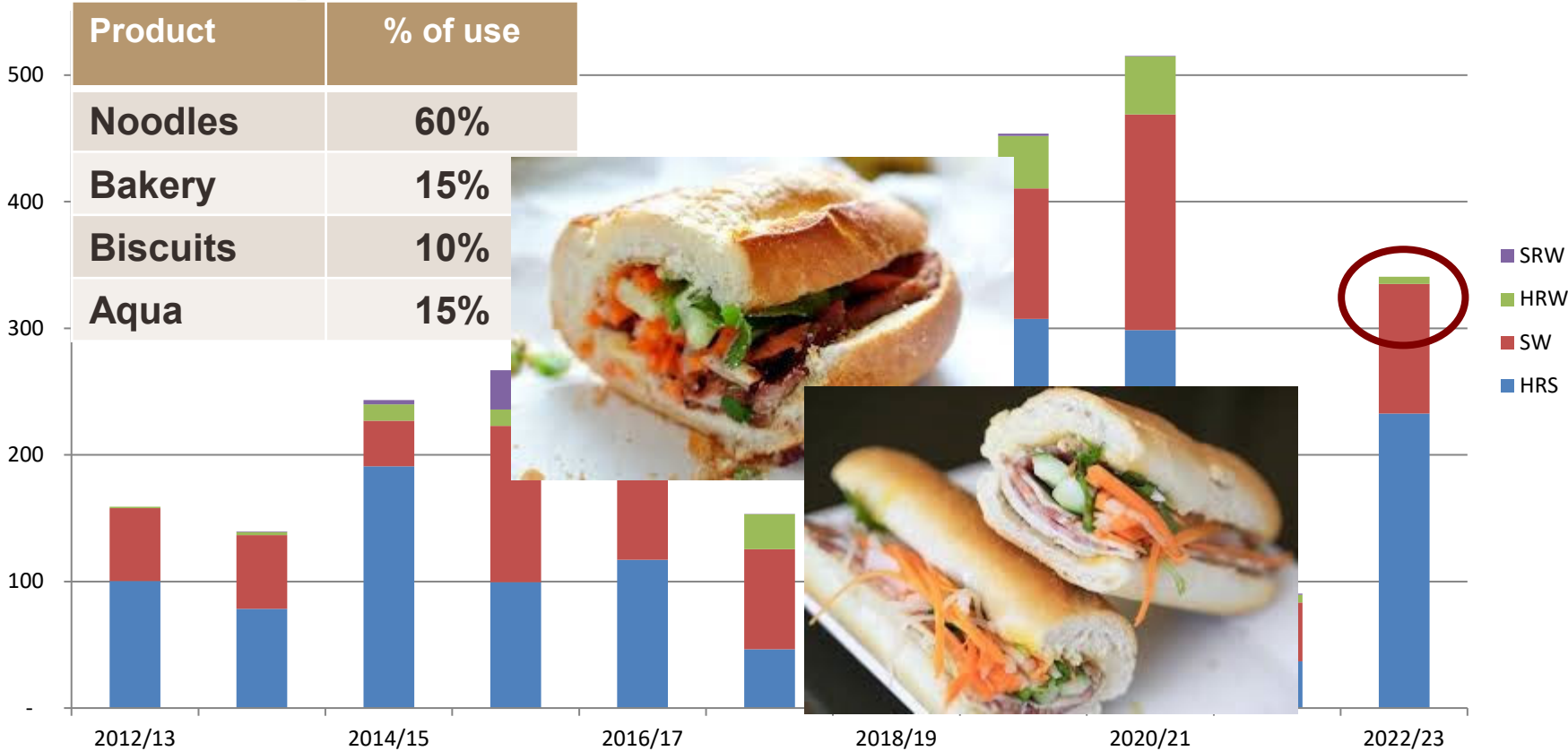
US Wheat Sales to Thailand



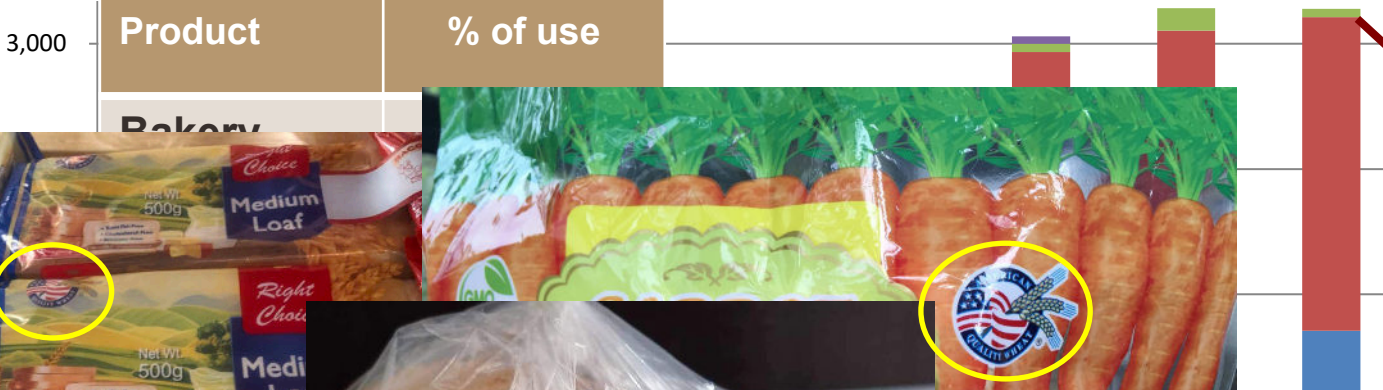
US Wheat Shipments to Vietnam

thousand metric tons

Product	% of use
Noodles	60%
Bakery	15%
Biscuits	10%
Aqua	15%



US Wheat Sales to the Philippines



THANK YOU!

Salamat

Terima kasih

Cảm ơn

ขอบคุณ



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uswheat.org

