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Turkey

Sugar Annual

2015 Turkey Sugar Annual

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Report Highlights:

Warmer nights in August 2014 led to lower polarity rates in sugar beets and an eventual 10 percent decrease in sugar production in marketing year (MY) 2014/15. This led to a deficiency in the 'C' quota sugar demanded by exporter confectionary producers. After the production figures became available in February 2015 the Sugar Board stopped direct exports of C sugar to combat this bottleneck and asked the private companies to produce C sugar in the amount of at least 5 percent of their allocated quotas, although they are not obliged to do so by law. Eventually, Turkey opened the door for sugar imports in March 2015 with the condition that it must be used in products that will be exported.

The initial starch based sugar quota was announced as 250,000 metric tons (MT) and is expected to be increased by a Cabinet decree, as in previous years. In light of the unchanged quotas for MY 2015/16, Turkey's sugar beet plantation is expected to remain unchanged and the sugar production is expected to be 2.3 MMT.

Executive Summary:

There are 33 factories belonging to 7 companies operating in the Turkish beet sugar sector with a total annual production capacity of 3.1 MMT.

Sugar production is regulated by a public institute called the Turkish Sugar Board, which announces and allocates annual production quotas to the existing producers, as per the Sugar Law of 2001. The Turkish Sugar Board has drafted a revision to the Law to expand regulations to stevia and high density sugar varieties, but it has not yet been approved by the Parliament.

In MY 2014/2015, climate conditions were unfavorable for sugar beets which led to a lower polarity rate (amount of sugar obtained from sugar beets) compared to the previous year. This resulted in an approximate decrease of 200,000 metric tons (MT) in sugar production.

As farmers become more familiar with modern agricultural techniques and are using better quality seeds, the yields are increasing and so are farmers' incomes in the Central Anatolia region. Ex-factory sugar price has been 2.5 Turkish Lira/kilogram (TL/kg) and is sold for 2.7 TL/kg after an 8 percent sales tax (Value Added Tax –VAT) is applied. (US$1= 2.6 TL as of April 2015).

In MY 2015/2016, post expects the area planted to remain the same as the quotas remained unchanged. Sugar beet production is expected to be the same and the sugar production is expected to be 2.3 MMT. Starch based sugar (SBS) production is expected to increase in line with the expected increase in SBS quota.

Commodities:

Sugar Beets

Sugar, Centrifugal

Production:

Turkey produces sugar from sugar beets in most regions, but the majority of production comes from the Central Anatolia region near the cities of Ankara, Konya, Eskisehir, Afyon, Tokat and Yozgat. Sugar beet fields are rotated with cereals, pulses, fodder crops and sunflowers. Sugar beets are planted in the spring (April), and the harvest begins in October. However, these periods vary slightly according to the climate conditions of the region.

Production of sugar beets, and consequently sugar, is limited to the quotas specified by the Turkish Sugar Board. These quotas determine the quantity for beet sugar and starch based sugar, and are announced as three categories. The 'A' quota specifies how much sugar companies can sell in Turkey within a marketing year. The 'B' quota is an extra amount that is produced and kept in reserve as a buffer, and its volume is calculated as a percentage (generally 4 percent) of the A quota. The 'B' quota is allocated only for beet sugar, and not to starch based sugar as per the sugar law. The 'C' quota applies to excess sugar produced above the allocated 'A' quota amount, which is sold by factories at world prices and can only be used for export purposes.

The table below provides the production quotas for the past, current and next marketing years. Figures are in 1,000 metric tons.

	2013/2014 MY			2014/2015 MY			2015/2016 MY		
	A Quota	B Quota	TOTAL	A Quota	B Quota	TOTAL	A Quota	B Quota	TOTAL
Beet Sugar	2,216	66	2,282	2,250	67.5	2,317.5	2,250	67.5	2,317.5
Starch Based Sugar	305.5*	-	305.5	250	-	250	250	-	250
Total Quota	**2,512.5**	**66**	**2,587.5**	**2,500**	**67.5**	**2,567.5**	**2,500**	**67.5**	**2,567.5**

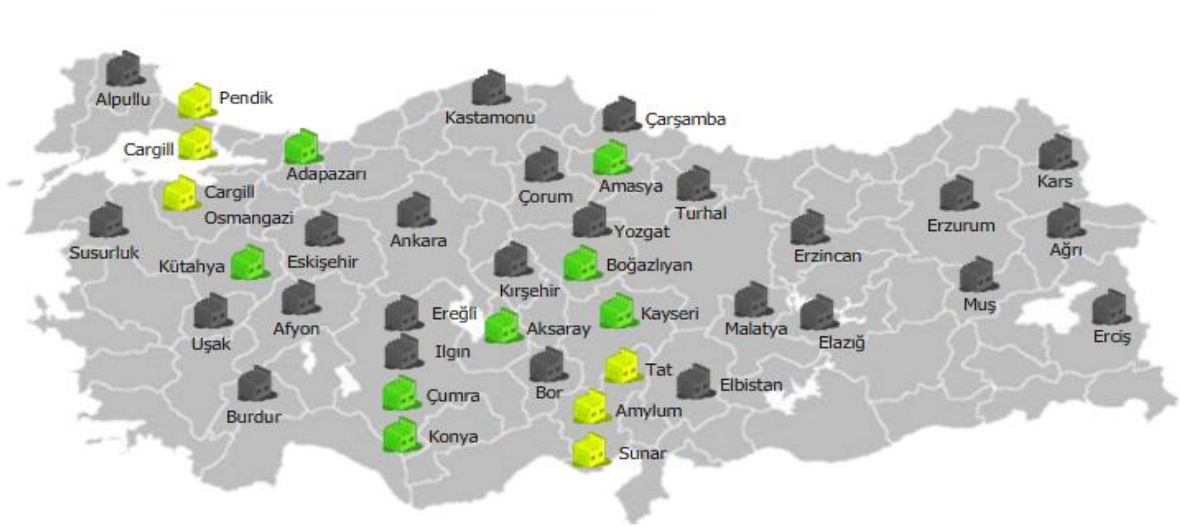
*This figure reflects the 25% increase applied to the initial announcement of 244 thousand metric tons.

There are 7 beet sugar producers in Turkey; 6 of which are private and one is public (Türkşeker), which is in the process of being privatized. These 7 producers have 33 factories with a total production capacity of 3.1 MMT per year. There are also 5 SBS producers, all of which are privately owned and have a total processing capacity of 1 MMT of corn. The production quotas for MY2015/16 are allocated to the sugar beet producers as follows:

BBET SUGAR QUOTAS FOR MY 2015/2016 (Metric Tons)			
Beet Sugar Producers	**A Quota**	**B Quota**	
Türkiye Şeker Fabrikaları A.Ş.	1,251,000	62,550	
Adapazarı Şeker Fabrikası A.Ş.	50,300	2,510	
Amasya Şeker Fabrikası A.Ş.	57,500	2,870	
Kayseri Şeker Fabrikası A.Ş.	310,000	15,50	
Keskinkılıç Gıda San. ve Tic. A.Ş.	107,000	5,350	
Konya Şeker San. ve Tic. A.Ş.	435,500	21,780	
Kütahya Şeker Fabrikası A.Ş.	38,700	1,940	
Total	**2,250,000**	**112,500**	

The announced quota is allocated to each of these producer companies at the beginning of a calendar year. These producers then contract farmers in the vicinity of their factories to plant sugar beets based on their allocated quotas. Any excess sugar produced at the end of a marketing year beyond their 'A' quota is sold by factories at significantly lower world prices, and its use is restricted to either direct exports or sales to producers of confectionary products for export. This is called the 'C' sugar. There is no quota announced for 'C' sugar since it can only be used in products that will be exported, and cannot be marketed domestically. While private companies prefer to export their 'C' sugar directly, Türkşeker has the largest share in providing 'C' sugar to exporting confectionary producers. The government has obliged Türkşeker to do so in order to support exports. In the event that 'C' sugar does not meet the demands of exporters and exporting producers, Türkşeker shifts some of its 'A' quota sugar to 'C' sugar and sells it at world prices, and bears the economic loss in order to meet that demand. In order to ease this burden of Türkşeker, and in the absence of excess sugar for 'C' quota in MY 2014/15, the Sugar Board announced a recommendation that all companies should produce 'C' quota sugar as 5 percent of their 'A' quota.

The map below shows the locations of all production facilities throughout Turkey. There are 33 sugar plants and 6 SBS plants in total. The plants marked in gray (25) are the public beet sugar production factories that belong to Türkşeker. The green plants (8) are private and cooperative owned beet sugar production factories and the yellow plants (6) are starch based sugar production plants that are all private.



From the green plants above, the Adapazarı factory belongs to the Turkish conglomerate Yıldız Holdings, the Aksaray factory belongs to Keskinkılıç Company, and the Kütahya Factory belongs to Kiler and Torun groups. The rest (5) of the factories belong to PANKOBIRLIK – the Turkish Sugar Beet Producers Cooperative.

Some of the Türkşeker factories are not operated every market year. These are the Kars, Ağrı, Çarsamba, Alpullu and Susurluk factories. Beets produced in these regions are delivered to other more efficient factories. Some of the factories of Türkşeker were opened in the earlier years of the republic to promote social welfare in certain regions of the country and because sugar production is labor intensive, facilities have been established in the east and in regions where the government hopes to reduce migration to urban centers.

Sugar Beet Production and Prices

In MY 2014/15, sugar beets were planted on 288,360 hectares and harvested from 286,402 hectares. Since the quotas announced for MY 2015/2016 are unchanged, Post expects the plantation area to remain the same as well. A high temperature difference between day and night favors the polarity rate, i.e. the amount of sugar obtained from a beet. However, in August 2014 the nights were warmer, which reduced the polarity rate 2 to 3 points. Even though the beet yields increased, there was less sugar to be obtained from them. A total of 16,632,256 MT sugar beets were harvested but only 2,055,170 MT of sugar was produced in MY 2014/15.

The production system is as follows:

1. The Sugar Board announces the quotas for the Market Year and allocates them to the existing producers.
2. Producers contract farmers in the vicinity of their factories per their allocated production quota.
3. Farmers plant their beets around April and harvest them in September/October. At the beginning of the harvest period the Sugar Board announces a base procurement price (for a polarity rate of 16) and the factories pay the farmers according to the polarity rate of their beets relative to the base price. For instance the base price announced for MY 2014/15 was 157.5 Turkish Lira (TL)/MT for 'A' quota (16 polarity sugar beets). This price decreases or increases 10 TL per each 1 point change in the polarity rate.
4. At the end of the production period, the factories market their allocated 'A' quota amount within Turkey at the price announced by the Sugar Board (2.7 TL/kg), and any excess amount is either exported or sold at international stock market prices ($ 360/MT => 0.9 TL/kg as of April 2015) to exporting companies to be used in their confectionary products, which is called the 'C' quota.

Annual sugar beet production and yields are provided in the table below, together with the base prices announced by the Sugar Board.

TURKEY SUGAR BEET PLANTATION, PRODUCTION & AVERAGE YIELDS AND BEET PRICES				
MY Years	**Planted Area (million hectares)**	**Beets Produced [Paid For] (Metric Tons)**	**Average Yield (*MT/*hectare*)***	**Beet Prices with 16% Sugar Content [Polarity] (TL/MT)**
2010/11	3.28	17,946,239	54.6	119
2011/12	2.9	16,126,489	54.9	126
2012/13	2.8	14,919,941	53.2	137
2013/14	2.9	16,505,998	56.7	146
2014/15	2.8	16,632,256	57,67	157.5

Sugar beet farmers gain an average of 45 TL profit per metric ton of sugar beets. This figure changes in different regions based on the yields. So, yields are very important in the farmers' incomes. Yields are increasing due to the use of higher quality, modern seeds and modern agricultural techniques - especially in irrigation. Post expects this increasing trend to continue in MY 2015/16 as well.

Centrifugal Sugar Prices

The Sugar Board announces a base price for sugar beets and an ex-factory sales price for sugar in consultation with Türkşeker. The factory sales price of sugar is announced depending on the average costs of Türkşeker. This eventually benefits the other (private and cooperative) producers as their costs are much lower and their profit margins become higher. In MY 2014/15 the ex-factory sales price of sugar is announced as 2.5 TL/kg which makes 2.7 TL after the 8 percent sales tax is applied. The retail price of sugar varies between 33 and 4 TL/kg in supermarkets.

Starch Based Sugar (SBS)

The Raw Material and Sugar Prices Decree (2009) requires the use of domestically grown corn for the production of SBS that is marketed domestically. There are currently 5 private SBS companies that are allocated a quota and their total production capacity is approximately 1 MMT/year. Apart from these, there are 4 other SBS companies that are not allocated quotas and are allowed to produce SBS only for export purposes. These have a total SBS production capacity of 269,000 MT/year.

The table below shows the allocation of the SBS quota for MY 2015/16 to the 5 producers.

Starch Based Sugar Producing Companies	**A Quota**
AMYLUM NİŞASTA SANAYİ VE TİCARET A.Ş.	77,953
CARGILL TARIM VE GIDA SANAYİ VE TİCARET A.Ş.	109,546
TAT NİŞASTA İNŞAAT SANAYİ VE TİCARET A.Ş.	16,067
SUNAR MISIR ENT. TES. SANAYİ VE TİCARET A.Ş.	10,948
PNS PENDİK NİŞASTA SANAYİ A.Ş.	35,486
Total	**250,000**

As per the Sugar Law, only 'A' quota is allocated for Starch Based sugar companies. However, the initial quotas specified for SBS can be increased up to 50 percent by a Cabinet decree, and the Cabinet exercises this right every year. The table below shows the production and sales of Starch Based Sugar in the last five marketing years. Since SBS is produced from corn, the marketing year ends in September. Therefore, the figures for the 2014/15 year are not available as the marketing year is ongoing.

Starch Based Sugar Production and Sales (thousand tons)	**2009/10**	**2010/11**	**2011/12**	**2012/13***	**2013/14***
Production	515	516	483	547	562
Domestic Sales (A Quota)	406	367	330	337	305
Export Sales (C Sugar)	112	150	151	205	257

*In MY2012/13 and 2013/14 data, production and export sales figures include non-quota companies as well, whereas the data before does not include those companies.

Domestic ex-factory sales prices of starch based sugar (weighted average) are given in the below table for the past five years.

Marketing Years	SBS Prices ($TL/kg)	% Change (TL)	SBS Prices ($/kg)
2009/10	1.17	1.74	$0.78
2010/11	1.26	7.69	$0.75
2011/12	1.37	8.73	$0.76
2012/13	1.47	7.30	$0.77
2013/14	1.57	6.80	$0.71

[Average annual exchange rates/$1: 2014 => 2.2 TL; 2013 => 1.9 TL; 2012 => 1.8 TL; 2011 => 1.68 TL; 2010 => 1.5 TL]

In 2014, Turkey imported 15.7 MT of SBS, and exported 167.2 MT, compared to 4.6 MT of beet sugar imports and 15.9 MT of beet sugar exports.

Molasses

Sugar beets are used not only as a raw material for the sugar industry, but are also an important feed ingredient for the livestock industry. Sugar factories produce molasses and sugar beet pulp as a side product and this pulp is used directly, or as a mixture with molasses in the feed sector. Production of these side products are increasing parallel to the amount of beets produced by the factories.

Other than feed, molasses is also used in a variety of sectors such as medicine, cosmetics, construction, alcoholic beverages and yeast. Annual molasses production does not vary vastly from year to year and is around 670,000 MT. However, in MY 2014/15 this amount reduced to 620,000 MT due to the unfavorable weather conditions.

Ethanol

Sugar beets are the main source of bio-ethanol production in Turkey, followed by corn and wheat.

Currently there is a 3 percent mixture rate of bio-ethanol into fuel as specified by the Energy Market Regulatory Authority (EPDK). The law requires this bio-ethanol to be obtained from only domestically grown agricultural products.

In Turkey 22 MMT of fuel is consumed annually, 1.9 MMT of which is gasoline. Currently there are 3 plants producing fuel-purpose bioethanol with an established total production capacity of 150 million liters. Some 84 million liters of this come from the Cumra plant in Konya where ethanol is produced from sugar beet molasses. The rest comes from two plants in the cities of Bursa and Adana where it is produced from locally grown corn.

In 2014, Turkey blended 57,000 MT of bio-ethanol into gasoline with the obligatory 3 percent, and this figure is expected to be the same in 2015 as the 3 percent blending rate is unchanged. No additional sugar beets are planted to produce this bio-ethanol as it is produced from molasses, which is a side product of sugar production from sugar beets, and means the utilization of a waste material.

Consumption:

Turkey is the world's fifth largest beet sugar producer, ranking behind France, Germany, the United States, and Russia. With a population of approximately 80 million, Turkey is also a significant consumer. Annual consumption is around 2.3 MMT. Increasing urbanization and the subsequent changes to lifestyles and eating habits play an important role in increasing sugar consumption. This is reflected in the increase of SBS imports.

Starch based sugar that is derived from corn is not consumed directly, but is rather used by the industry as an ingredient in the production of candies, baked products, traditional deserts, ice cream, halva, jams, and alcoholic and non-alcoholic beverages.

Trade:

Export Trade Matrix		
	2013	**2014**
Exports to (MT)		
United States	63	18
Iraq	682	34
Azerbaijan	8,001	8,081
Syria	33,628	826
Niger	2,750	0
Senegal	2,000	0
Turkish Rep.of North Cyprus	2,581	485
Lebanon	1,153	87

Somalia	10,000	5,000
Others not listed	2,847	1,131
Grand Total	63,705	15,662
Import Trade Matrix		
	2013	**2014**
Imports from (MT)		
United States	0	10
United Kingdom	4,017	1,779
France	4,025	2,512
Germany	222	283
Brazil	456	0
Israel	272	0
Netherlands	48	6
Others	4	3
Grand Total	**9,044**	**4,593**

Source: Global Trade Atlas

Commodity: HS 170199- Beet Sugar and Chemically Pure Sucrose, Refined, In Solid Form, Not Containing Added Flavoring or Coloring Matter – Annual Quantity

Stocks:

Producers who are allocated quotas at the beginning of the marketing year sell their 'A' quota production in the domestic market. If a company cannot market its entire 'A' quota sugar, the remaining amount is transferred to the 'A'-quota of the following marketing year, which cuts into the company's quota allocation for the following year. Therefore, companies prefer to market this excess amount as 'C' sugar and either export it directly or sell it to confectionary companies at world prices to be used in their products for export. The companies are required to preserve their security reserves ('B' quota).

Any remaining stocks at the end of a marketing year mostly belong to Türkşeker and are kept in factory silos. In MY 2014/15, lower production caused a depletion of Türkşeker's stocks. It is mostly Türkşeker who provides 'C' sugar to exporting confectionary companies and the reduced production also resulted in the absence of 'C' sugar for exporters. The government therefore opened the door for sugar imports in March 2015 under the inward processing regime (i.e. the imported sugar can only be used in products that will be exported and not marketed domestically).

Starch Based sugar companies usually produce and sell their entire allocated quota and are left with no more than 10-15 thousand tons of stocks at the end of the marketing year.

Policy:

The sugar sector is regulated by a Sugar Board that was formed in 2001. It is composed of members from government offices and sugar producers. The government is now in the process of making a substantial change in its sugar policy. The government sent to Parliament a new Sugar Law on April 8, 2013 that will replace the current law (Nr. 4634). The proposed law would dissolve the Turkish Sugar Board and establish a Sugar Sector Regulation and Auditing Board. The new Board will be entitled to determine quotas, allocate these quotas, and regulate issues such as new factory establishments, and increases in capacity.

The law will change the definition of sugar to: "all sorts of sugar varieties including raw sugar, brown sugar, side white sugar, white sugar, refined sugar, sugar solution, invert sugar solution, invert sugar syrup, glucose syrup, glucose-fructose syrup, dried glucose syrup, dextrose, dextrose monohydrate, water-free dextrose, fructose syrup, fructose-glucose syrup, and crystal fructose, which include sucrose, glucose, fructose or their polymers such as starch or inulin as raw materials."

Another important change of the proposed legislation is the increase in SBS Quota from the current 10 percent to 15 percent of the 'A' quota domestic beet sugar. Currently, the Cabinet of Ministers has the right to increase or decrease this amount by 50 percent, but the new law sets the quota at a fixed 15 percent, the scope of which is expanded to include sucrose based sugars as well.

The draft law excludes sugar that will be used for non-food purposes from the announced quota regime. Therefore, sugar that will be used as a raw material in industries such as chemistry, medicine, fermentation, construction, paper, and bio-fuels will not be subject to a quota limit; however, production and sale of these sugars will require a license from the new Board. This is a specialized kind of sugar and its production and consumption is not in large amounts.

Privatization

Turkiye Şeker Fabrikaları A.S. (TÜRKŞEKER) is a government entity and is the biggest sugar producer with 25 sugar factories, 4 alcohol and 5 machine plants, 1 electromagnetic devices plant, 1 seed treatment plant and 1 Sugar Institute. TÜRKŞEKER was subjected to privatization by the Privatization Board in 2001.

In 2004 and 2005, three government-owned sugar refineries - Kutahya, Adapazarı and Aksaray plants were privatized by the Turkish government. Afterwards, privatization efforts for the rest of Türkşeker staggered on and off until August 2008. In 2008 the Privatization Administration decided to group the factories into portfolios as below:

Portfolio A: Kars, Erciş, Ağrı, Muş and Erzurum factories
Portfolio B: Elazığ, Malatya, Erzincan and Elbistan factories
Portfolio C: Kastamonu, Kırşehir, Turhal, Yozgat, Çorum and Çarşamba factories
Portfolio D: Bor, Ereğli and Ilgın factories
Portfolio E: Uşak, Alpullu, Burdur, Afyon and Susurluk factories
Portfolio F: Eskişehir and Ankara factories

The portfolios were offered for sale in several tenders throughout 2008 and 2009 but there were several complications with the process. For instance, Portfolio A factories (i.e. in the Eastern part of Turkey) which were offered for sale in 2008 did not receive any bids in the allotted period since they are lowcapacity factories which had originally been established to generate employment in the lesser-developed region, and are too inefficient to generate private sector interest. Afterwards, Portfolio C factories were offered for sale and received 9 bids yet the Sugar workers union objected to the process and the Council of State had to cancel the tender. Then Portfolio B factories were offered for sale in 2010 but it was again cancelled with a court order that grants a motion for stay of execution.

Turkish sugar beet producers used to be against privatization due to social and economic reasons. One of the main arguments of the anti-privatization group is that once these plants are privatized, only a few profitable refineries will survive and the rest will be shut down, causing a spike in unemployment. This fear was validated by the massive layoffs after transfer of the plants to the Privatization Administration. In December 2007, 650 people (20 percent of the white-collar work force of these companies) were laid off. Instead of privatization, the sector hoped for a change in the beet contracting methods and modernization of public plants. Now, that this option seems to be off the table, the sugar beet producers cooperative Pankobirlik has proposed two alternatives to the government: 1) To purchase them at a negotiated price 2) The land will be sold at a tender but Pankobirlik would have the operational rights.

The proposed law also calls for privatization efforts to continue, but the works are postponed until after the elections in June 2015. Privatization works were supposed to be completed by December 31, 2014, but the Privatization Board extended the deadline to December 31, 2016.

Marketing:

The market year begins after the harvest and lasts until next autumn (i.e. from September 1 to August 31 of the following year). Despite its 4-5 month production period that starts generally around September and ends in January, sugar is marketed for 12 months. The state-owned Türkşeker, private producers, wholesalers and retailers handle the marketing of sugar.

The sweets and confectionary sectors in Turkey are developing steadily. Production of chocolate and cacao products increased substantially compared to the traditional Turkish products such as *Turkish Delight* and *halva*. Exporters of these products can use ‘C’ sugar at world prices, but are charged a fine if their products are seen to be sold in the domestic market. The sector is also increasingly using SBS instead of beet-sugar due to cheaper prices.

Turkey levies a 135 percent import tax on sugar, but there is no such limitation for the imports of non-sugar sweeteners. In 2014, Turkey imported 256,000 MT of high density sweeteners, which equal to 373,000 MT of beet sugar. On the other hand, registered sugar imports are negligible (less than 5,000MT) and are limited to specialty sugar that is not domestically produced (aimed for medical, laboratory use, etc.). Turkey has reduced sugar smuggling in recent years with the help of increased controls and preventive measures taken by the Sugar Board. Registered beet sugar and SBS imports for the past five years are compared below.

ALL SUGAR IMPORTS (Thousand MT)		
Years	**Beet Sugar**	**Starch Based Sugar**
2010	4.2	8.8

2011	4.7	11
2012	5.5	11.2
2013	9	13.2
2014	4.6	15.7

Source: TUIK (Turkish Statistics Institute)

Production, Supply and Demand Data Statistics:

Sugar Beets	**2013/2014**		**2014/2015**		**2015/2016**	
Market Begin Year	**Sep-14**		**Sep-15**		**Sep-16**	
Turkey	**USDA Official**	**New post**	**USDA Official**	**New post**	**USDA Official**	**New post**
Area Planted	291	291	295	288	0	290
Area Harvested	280	290	285	286	0	288
Production	16,506	16,506	16,750	16,632	0	16,600
Total Supply	16,506	16,506	16,750	16,632	0	16,600
Utilization for Sugar	16,506	16,506	16,750	16,632	0	16,600
Utilization for Alcohol	0	0	0	0	0	0
Total Distribution	16,506	16,506	16,750	16,632	0	16,600
1000 HA, 1000 MT						

Sugar, Centrifugal	2013/2014		2014/2015		2015/2016	
Market Begin Year	Oct 2013		Oct 2014		Oct 2016	
Turkey	USDA Official	New post	USDA Official	New post	USDA Official	New post
Beginning Stocks	157	157	131	103	0	3
Beet Sugar Production	2,300	2,300	2,400	2,055	0	2,300
Cane Sugar Production	0	0	0	0	0	0
Total Sugar Production	2,300	2,300	2,400	2,055	0	2,300
Raw Imports	0	0	0	0	0	0
Refined Imp. (Raw Val)	9	9	7	160	0	20
Total Imports	9	9	7	160	0	20
Total Supply	2,466	2,466	2,538	2,318	0	2,323
Raw Exports	0	0	0	0	0	0
Refined Exp. (Raw Val)	15	63	40	15	0	10
Total Exports	15	63	40	15	0	10
Human Dom. Consumption	2,320	2,300	2,350	2,300	0	2,300
Other Disappearance	0	0	0	0	0	0
Total Use	2,320	2,300	2,350	2,300	0	2,300
Ending Stocks	131	103	148	3	0	13
Total Distribution	2,466	2,466	2,538	2,318	0	2,323
1000 MT						