



COTTON BY-PRODUCTS: THE PERSPECTIVE OF THE BRAZILIAN PRIVATE SECTOR

NOVEMBER - 2018



WHO WE ARE

Founded in 1987, Aboissa is one of the greatest and most respected commodity brokers in Latin America

We count on specialized brokers and aftersales tem, who are focused on each product segment.

Source of information for the main market vehicles



Bloomberg

Strong Cotton-by products market in and out Brazil

Business Units

Soft Oils

Soybean Oil

Animal Profat

Palm & Lauric Oil

Feed Ingredients

Process Ingredients

Oleochemical Products

Industrial Equipment

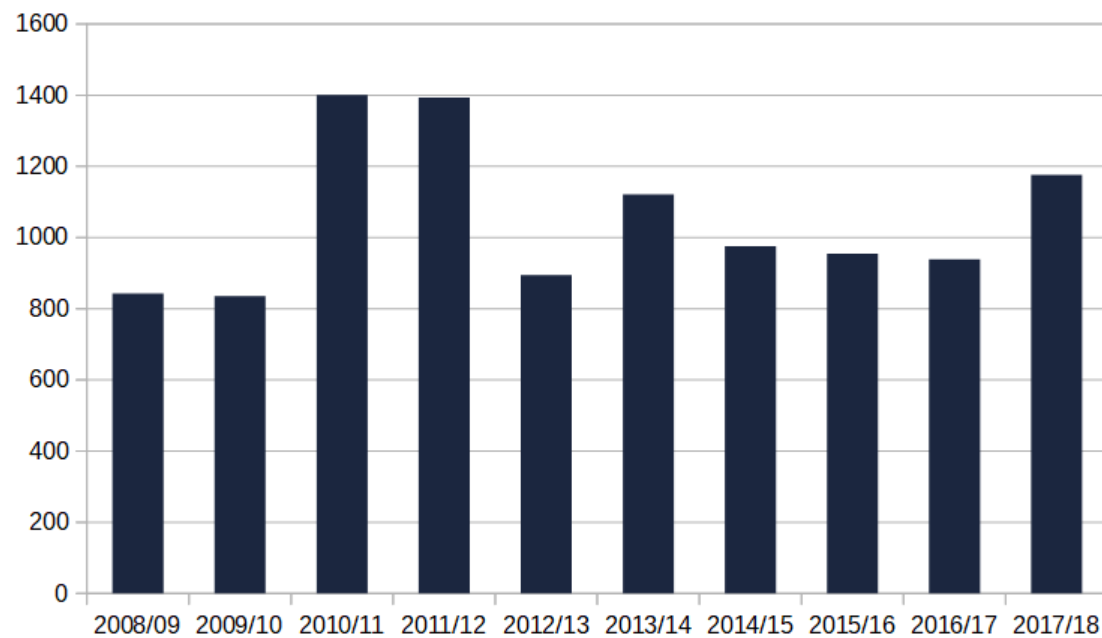
Retail Products



INTRODUCTION

Brazilian Cotton Area

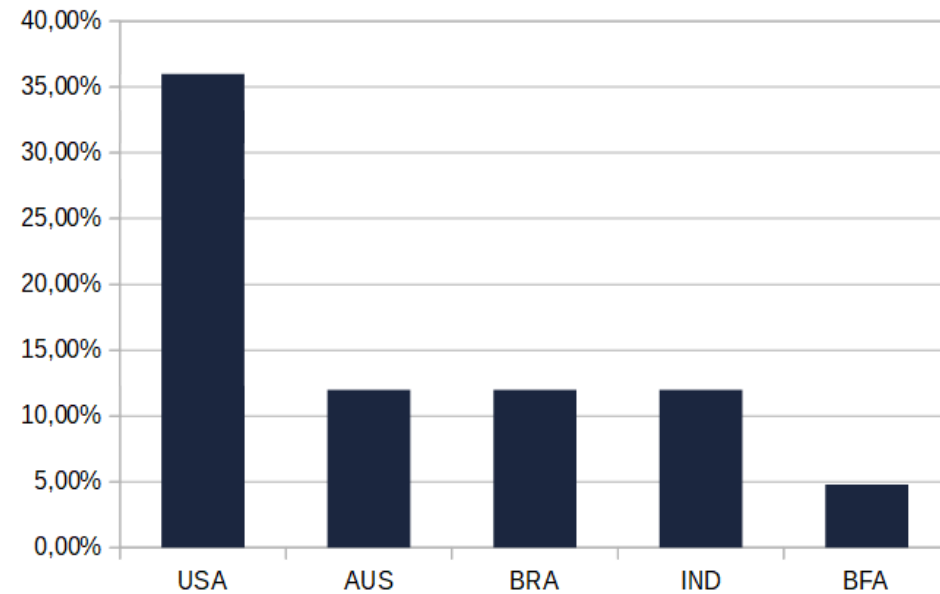
Planted Area*



Area in millions of hectares

Source: Conab

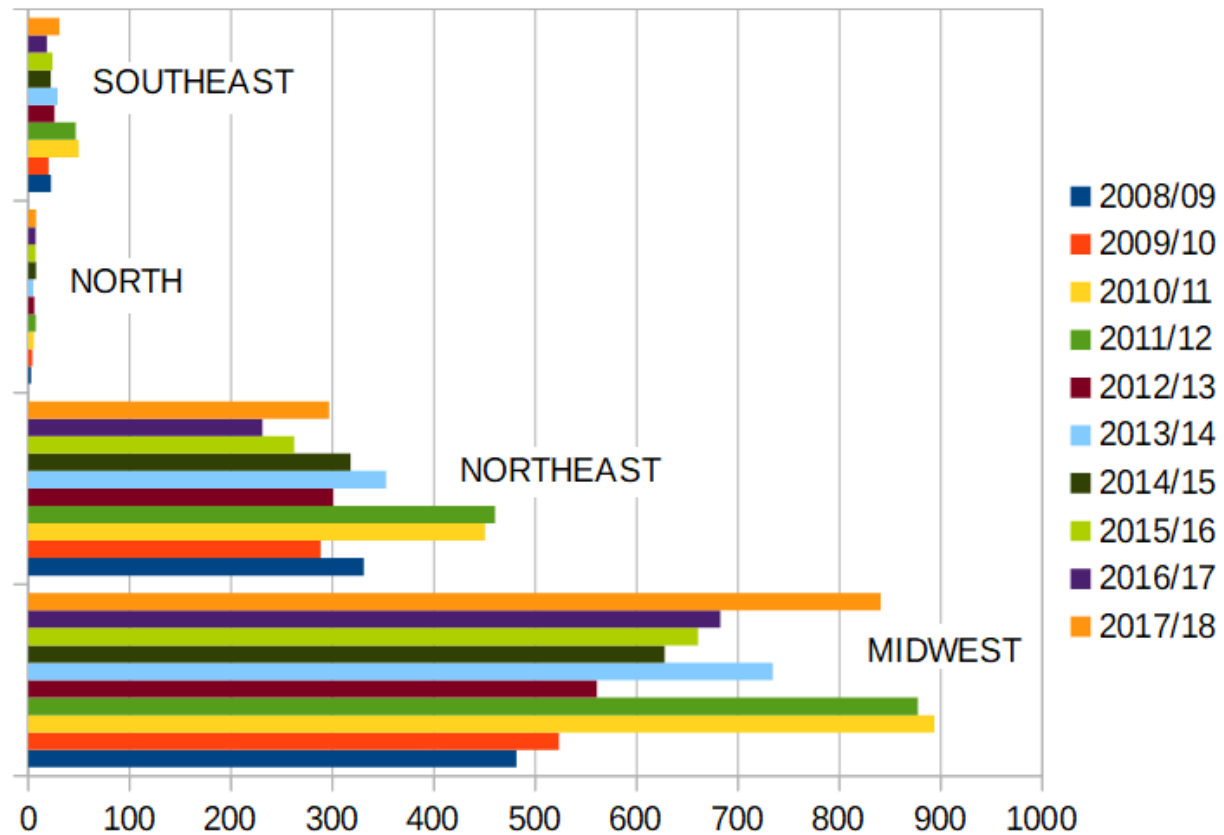
Exporters



Source: Atlas Media



PRODUCING REGIONS



Area in millions of hectares

Source: Conab





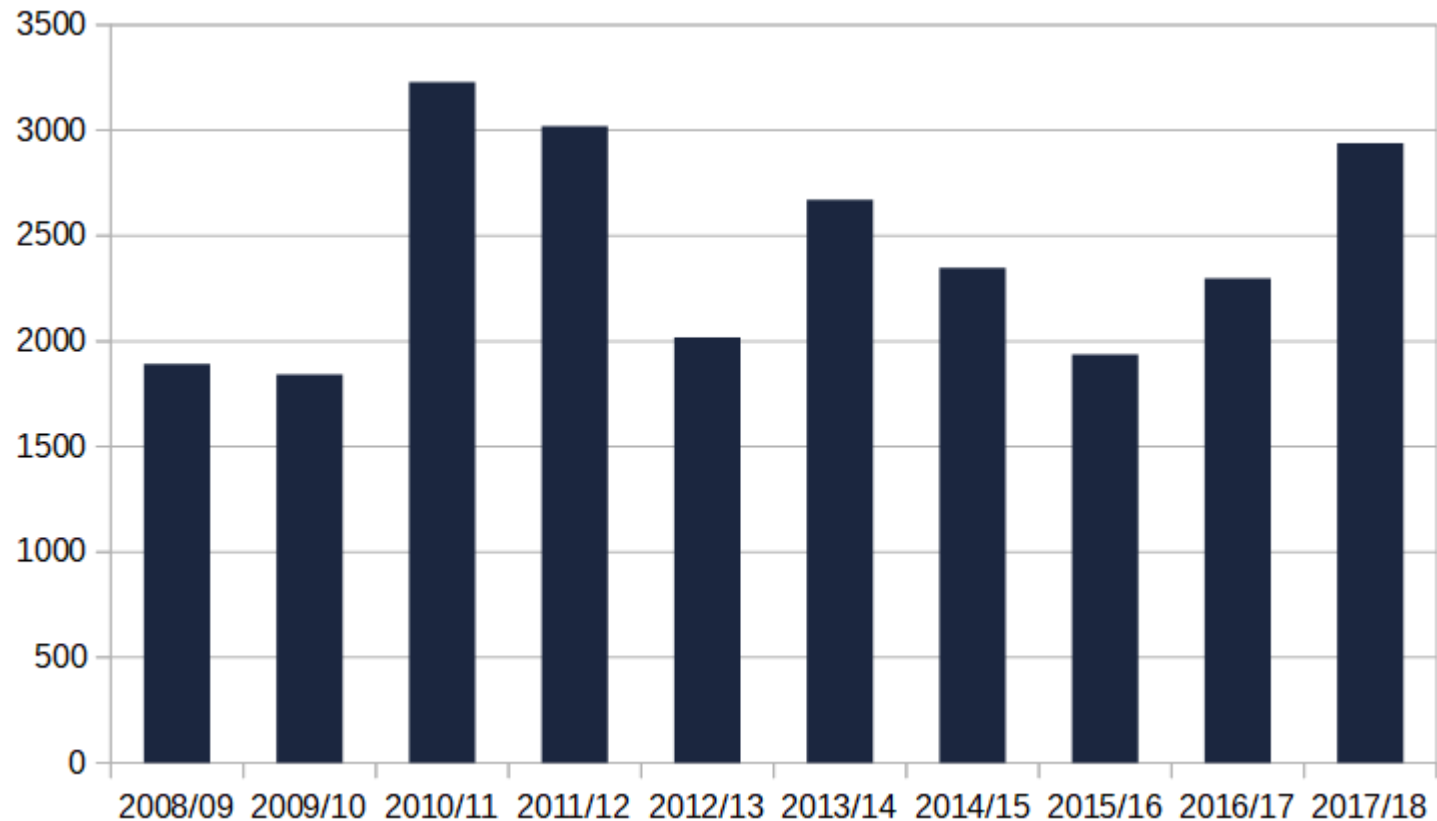
COTTONSEED

Production

- Top 4 on the global rank of cottonseed exporters

Commercialization

- Animal nutrition
- Sales for crushers
- Direct Export or through



Area in millions of tons

Source: Conab



SUPPLIERS

Directly:



中糧
COFCO
自然之源 重塑你我



Largest tradings:





COTTONSEED CAKE/MEAL

Strong and consistent market in Brazil

Cake

- Family businesses

Meal

- Larger companies



Dairy cattle

Current challenge: DDGS Expansion

Main Packages





COTTONSEED OIL

40 to 50 cottonseed crushers in Brazil. Most of them are small and medium-sized family companies

The focus of these small and medium producers is not the oil itself but is the cake/meal





MAIN QUALITIES

The brazilian market works, usually with tree main qualities

- **Crude**
- **Semi-refined oil**
- **Refined oil**



Main Packages





MAIN SUPPLIERS

Crude

BUNGE

Semi Refined



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LDC.
Louis Dreyfus Company

ÓLEOS MENU

Refined (RBD)

Icofort

Cargill[®]



CONCLUSIONS

Aboissa sees that cotton by-products is a market still little explored nowadays and that needs more attention.

The Oil market for example, not just is a cheap raw material for biodiesel production but its one of the most usable oil in the food service industry:

- The performance is 4X more than the other oils (Corn, Soyben and Palm);
- The performance is least 20% more than vegetable fats;
- Enhances the taste of food;
- Contains Vitamin E and Omega 3 and 6
- The fritters are crunchy, golden and the taste of the food is preserved;
- Resistant to high temperatures

	°C
Cottonseed	225
Soyben	170
Canola	160
Sunflower	170
Corn	175



CONCLUSIONS

Cotton meal presents good acceptability for animals, is rich in phosphorus, vitamin D, pro-vitamin A and protein of 38%. Besides that, compared to other meals is usually 20% cheaper (compared to soybean meal)

Cottonseed have a large market, not only for animal nutrition, where it is a high source of protein and energy (10% -12% oil content) but also can be sold to crushers and also a hulls and linter source with a strong value on the market overseas.

Aboissa is already specialized in this operations for more than 30 years and all of the clients can count on us help on these future business.



QUESTIONS





THANK YOU!

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