

# AGRI IN DATA

JUNE 2020

**SEAPA**  
Secretaria de  
Estado de  
Agricultura,  
Pecuária e  
Abastecimento



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# PRESENTATION

The scenario before us is increasingly challenging. But that does not mean we are losing the battle. On the contrary, despite the negative forecasts for the Gross Domestic Product (GDP) in Brazil as well as in the world this year, due to this pandemic of the new coronavirus, the agriculture continues to grow. This is one of the topics you will find in this edition of the Agri in Data Bulletin, provided by the State Secretariat of Agriculture, Livestock and Supply (Seapa), an institution of the Government of Goiás. You will see, in fact, that this edition is a little different, bringing better arrangement and presenting the data along with the analysis elaborated by our teamwork.

The Bulletin highlights that the agribusiness GDP has supported our trade balance, creating jobs, generating income and also feeding the world. In the first quarter of this year, it is observed growth of 1.9% over the same period last year and 0.6% compared to the last three months of 2019. More than positive results, these data show the strength of the sector, and yet, the importance of the field and the work that the farmer does to guarantee the food supply, especially in such difficult times around the world. By the way, we want to reinforce our gratitude to our agribusiness producers and workers for providing us the food, and also for being the responsible ones for reducing the impact of this crisis in our state.

We take advantage of this opportunity to highlight that the great performance of the sector, reflected in the GDP of the Brazilian agribusiness, is also the results of agricultural and livestock productivity in Goiás. The grain crop has increased and Goiás reached the third position in the national ranking. The growth estimate for soybean is of 4.6%, in relation to the previous crop, while for corn - despite the delay in planting the off-season crop - it is estimated an increase of 10.9%, compared to the 2019/2020 crop, according to Conab. In Goiás, the agriculture has not stopped, because we are aware that the sector can safely continue to produce in order the food reaches the population.

Information and analysis of these important production chains are available in this edition of Agri in Data and we believe that they will help everyone to better understand the relevance of the agriculture for the development of the State of Goiás. Enjoy your reading!



**ANTÔNIO CARLOS DE SOUZA LIMA NETO**

STATE SECRETARY OF  
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#OAgroédeTodos #SomosTodosGoiás

# INTRODUCTION

On this publication, we bring the agribusiness statistics and analyzes on the effects of Covid19 on some agricultural production chains in Goiás. Before that, some macroeconomic indicators of the country are presented, which are important for understanding the current situation.

The retraction of the productive activity in the country has reflected negatively on the Gross Domestic Product<sup>1</sup> (GDP) results for the first quarter of 2020, which registered a decrease of 1.5% in relation to the last quarter of 2019. For the year, the projections of the Focus Bulletin<sup>2</sup> point out a drop of 6.25% for the Brazilian GDP in 2020. As a consequence of the crisis, unemployment rates continue to grow rapidly in the country, registering, in the first quarter of the year, 763,232 formal job losses<sup>3</sup>, with particularly worse consequences for the commerce and service sectors.

Another statistic result that reflects the beginning of the pandemic in Brazil, is the Indicator of Industrial Physical Production<sup>4</sup>, that reveals a decrease of 9.1% in March (in relation to February) in the country, and in which the clothing industry had the highest losses (-37.8%). The food industry was one of the least affected sectors, presenting a slight drop of 0.5%. According to the Extended Retail Sales Volume index<sup>5</sup>, the indicators are also low in March, compared to February. The markets of fabrics, clothing and footwear were strongly affected, dropping 42.2%. The hypermarkets and supermarkets, however, registered growth of 16.3%.

In this scenario, the agricultural activity is the least directly affected by the crisis caused by the pandemic. It will probably be the only major economic sector to grow in 2020. In the first quarter of 2020,



Brazilian agriculture recorded growth of 1.9% in added value to the economy, compared to the same period in 2019. The forecast for 2020, carried out by IPEA<sup>6</sup>, in the best-case scenario, is to reach growth of 2.5% and, in the worst scenario, an increase of 1.3% in the Brazilian agricultural sector. Considering the extraordinary aptitude of Goiás in agribusiness, it has not suffered the negative impacts of the pandemic on the economy as much as other states. In April, the State created 600 new formal job positions in the countryside. As we have a robust food industry, the Indicator of Industrial Physical Production in the state recorded a lower decrease than the one registered for the national average.

While the decline in internal demand has more strongly affected the activities aimed at the domestic market, the international market continues to grow, increasing the agribusiness exports, which has contributed to the positive results of the Brazilian and Goiás trade balance.

The Government has been working to open new markets and to extend financial credit lines in order the sector may develop even more. In Goiás, the work is aimed at reaching the largest number of farmers, promoting the diversification of production and strengthening the production chains. In the first four-month period of 2020, the FCO Rural resources have reached more than 1,500 farmers, exceeding the amount of R\$ 500 million in financial contracts.

The agricultural sector is expected to keep growing in Goiás, reflecting the good results of the crops, which confirms the importance of the agriculture in facing the current economic shock.

*1 Source: IBGE.*

*2 Source: Bacen – Boletim Focus, released on June 01, 2020.*

*3 Source: Ministry of Economy – Caged.*

*4 Source: IBGE – PIA.*

*5 Source: IBGE – PMC.*

*6 Source: IPEA – Carta de Conjuntura n. 47*

## BEEF/CATTLE

The Brazilian cattle herd is more than **200 million** head.

### GROSS VALUE OF BEEF PRODUCTION FOR 2020 (ESTIMATE):

**R\$ 102,268,253,714.86**

ACCOUNTING FOR **43.5%** OF THE NATIONAL GROSS VALUE OF LIVESTOCK PRODUCTION

According to the preliminary results of the Quarterly Survey of Animal Slaughter, in the 1st quarter of 2020, the cattle slaughtering numbers in the country are:

**7,201,000** HEADS

↓ 9.2% compared to the first quarter of 2019

**1,824,369** TONS OF CARCASS

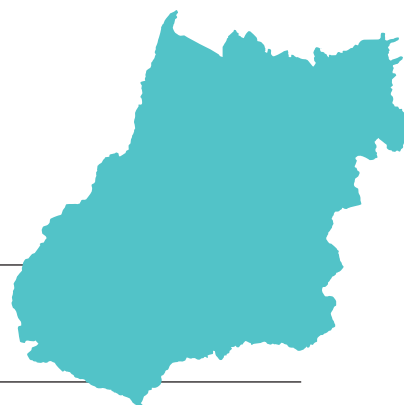
↓ 6.5% compared to the first quarter of 2019

**In Goiás,** the cattle herd is more than **22 million** head.

## GOIÁS

■ THE CATTLE HERD ACCOUNTS FOR **10.6%** OF THE HERD IN THE COUNTRY

■ NUMBER OF SLAUGHTERED CATTLE  
IN 2019: **3,008,205** HEADS



According to preliminary data from the Ministry of Agriculture, Livestock and Supply (MAPA), regarding the slaughter statistics for the first quarter of 2020, the number of animals slaughtered in Goiás **fell 17.9%** relative to the same period last year. The data points out a reduction in the supply of animals for slaughtering, just as it has happened in other Brazilian states. The decrease was also reflected in the domestic market, as the decline in household income contributes to the drop in the consumption of beef, since it is more expensive than other animal proteins, especially in a scenario in which the beef prices remains high, pressured by the international market that continues rising.

## GOIÁS

### GROSS VALUE OF BEEF PRODUCTION FOR 2020 (ESTIMATE):

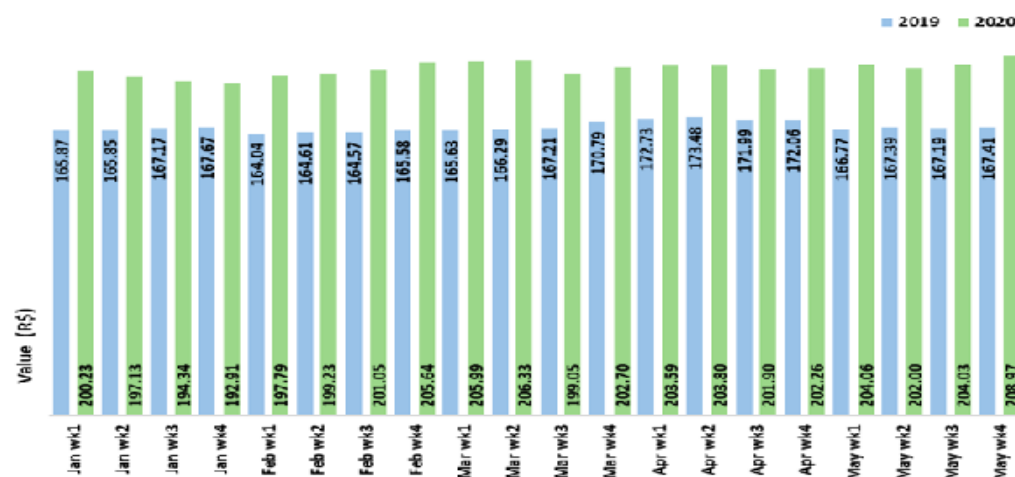
**R\$ 9,681,206,288.38**

■ **17.4% HIGHER** THAN THE PREVIOUS YEAR

■ ACCOUNTING FOR **50.1%** OF THE GROSS VALUE OF LIVESTOCK PRODUCTION

Despite the uncertainties brought by the pandemic, the prices for the beef cattle market remain steady, dropping only 0.38% for fed cattle (15 kg) in April (relative to March). Further, according to Cepea, the increase in real prices was almost **20%**, relative to April 2019. The high prices are the result of the international market demand, mainly to China, and yet due to a strong dollar which pressures the domestic prices.

### DEFLATED AVERAGED PRICE FOR FED CATTLE (15KG) - CEPEA/B3



Cepea, 2020.

# BEEF/CATTLE

In **Goiás**, the average price for fed cattle paid to the farmer, based on Conab prices, points out elevation from January to February 2020; however, a decrease was observed in the following months.

## GOIÁS - AVERAGE PRICE FOR THE FED CATTLE (15KG) PAID TO THE FARMER

Mês	Mín. Price	Max. Price	Ave Price.
January	181.08	182.50	181.88
February	183.08	192.67	188.54
March	177.45	192.96	185.10
April	176.96	182.34	180.12
May*	176.98	179.32	178.11

Conab, 2020

\* Observed data until May 22, 2020

## EXPORTS

### BRAZIL

#### BEEF EXPORTS

##### APRIL

■ **VALUE:** US\$ 576,290,137.00

ACCOUNTS FOR **44.9%** OF THE EXPORTS OF MEAT COMPLEX

■ **WEIGHT:** 135,215,875 KG

ACCOUNTS FOR **24.0%** OF THE EXPORTS OF MEAT COMPLEX

##### 1ST QUARTER OF 2020

■ **VALUE:** US\$ 2,407,279,130.00

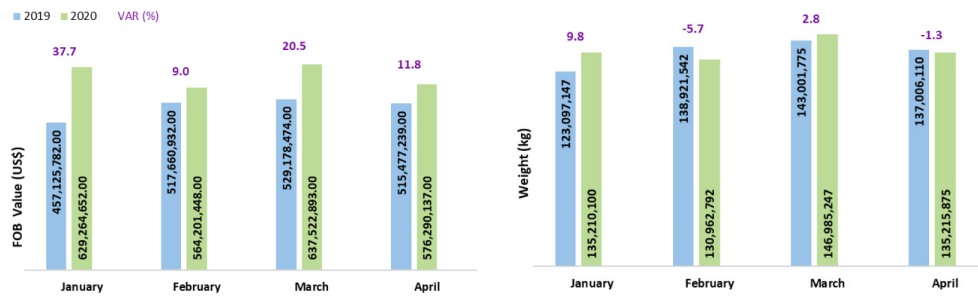
ACCOUNTS FOR **45.3%** OF THE EXPORTS OF MEAT COMPLEX

■ **WEIGHT:** 548,374,014 KG

ACCOUNTS FOR **24.5%** OF THE EXPORTS OF MEAT COMPLEX



## BRAZIL - BEEF EXPORTS



Agrostat / MAPA, 2020.  
Accessed on May 28, 2020

## GOIÁS

### BEEF EXPORTS

#### APRIL

■ **VALUE:** US\$ 70,861,419.00

ACCOUNTS FOR **73.5%** OF THE EXPORTS OF MEAT COMPLEX

■ **WEIGHT:** 16,437,671 KG

ACCOUNTS FOR **51.9%** OF THE EXPORTS OF MEAT COMPLEX

#### 1ST QUARTER OF 2020

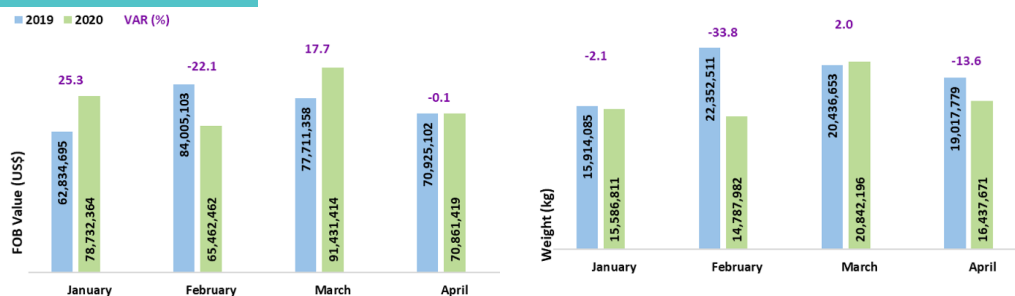
■ **VALUE:** US\$ 306,487,659.00

ACCOUNTS FOR **71.5%** OF THE EXPORTS OF MEAT COMPLEX

■ **WEIGHT:** 67,654,660 KG

ACCOUNTS FOR **49.8%** OF THE EXPORTS OF MEAT COMPLEX

## GOIÁS - BEEF EXPORTS



Agrostat / MAPA, 2020.  
Accessed on May 28, 2020.

Source: Cepea/Conab/IBGE/MAPA/Ministry of Economy



# DAIRY

**The milk** production in Goiás is over **3 billion** liters per year. The average productivity of the state, however, is low, with 1,597.5 liters/cow/year, lower than the Brazilian average of 2,068.8 liters/cow /year.

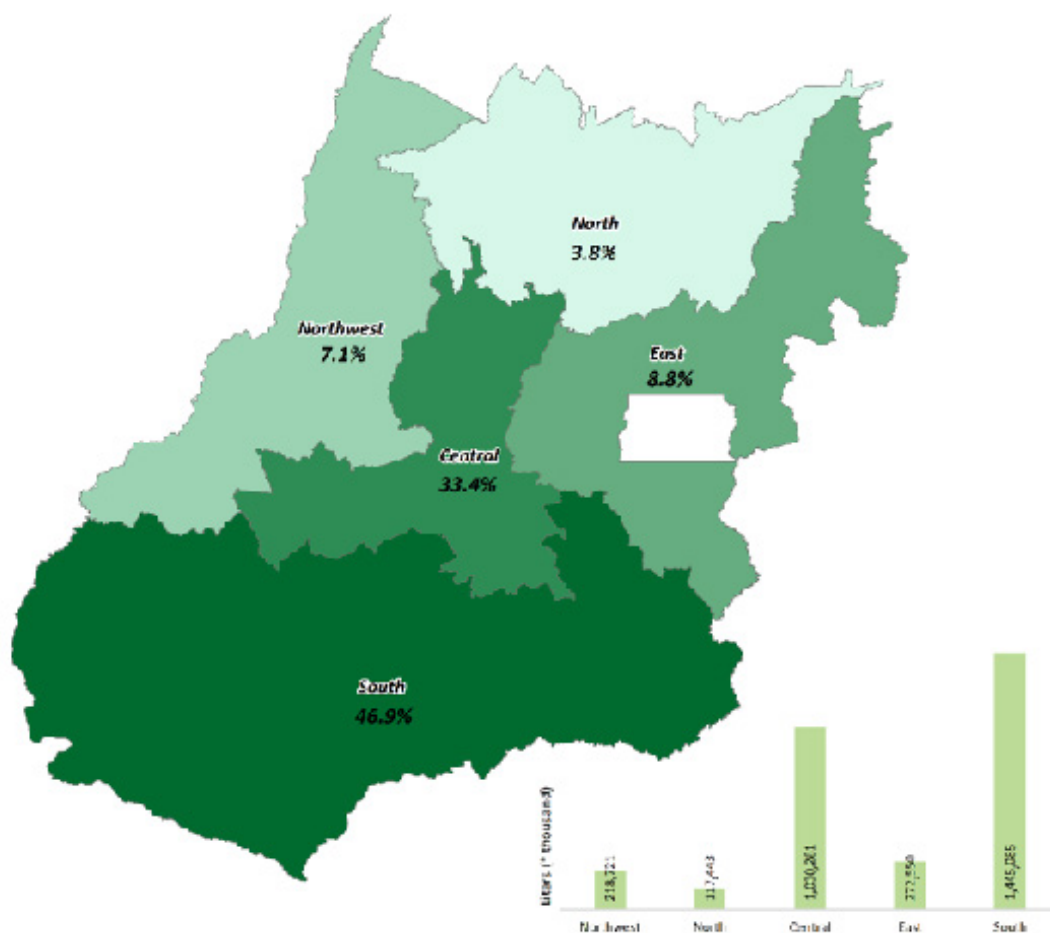
## GOIÁS

■ **4th LARGEST** DAIRY PRODUCER IN THE COUNTRY

■ **2nd LARGEST** HERD OF MILK COWS IN THE COUNTRY



### MILK PRODUCTION SHARE IN THE MESOREGIONS OF GOIÁS



IBGE.

1 IBGE, reference year 2018, released in 2019.

The milk production activity is developed in the 246 municipalities of Goiás State and it is strongly concentrated in the South and Central regions, with a share of 46.9% and 33.4%, respectively, of the total milk produced in Goiás. Also in these regions, it is found 82.1% of the dairy industries of the state, which are important sources of formal job creation.<sup>2</sup>

## THE INDUSTRIALIZED MILK PRODUCTION IN GOIÁS HOLDS **10.6%<sup>3</sup>** OF THE TOTAL MILK PRODUCED IN THE COUNTRY

The milk production chain is very vulnerable to external events, such as the economic crisis that we are going through, which requires greater articulation by the agents of this chain. Besides, considering the current scenario, the trade relation is unfavorable to the milk producers, as they face increases in the prices of inputs. According to Cepea, the dairy farm cost increased 3.5% in the first quarter of 2020, driven by the rise of mineral supplementation and concentrate feeding prices, especially the feed rations price that during this period registered an accumulated increase of 7.6%.

In Goiás, the share of dairy chain products in the international trade is small, but the moment is favorable to dairy goods exports. This is explained by the fact that, on the one hand, there is a demand retraction for these derivatives in the domestic market, and on the other hand, we face a situation of strong dollar, a favorable international demand and also the opening of new markets for this chain, such as to Thailand, recently announced by the Ministry of Agriculture. Therefore, there is an opportunity for strengthening the chain, based on value adding, raising competitiveness and production chain development.

### 1ST QUARTER OF 2020



## BRAZIL

DAIRY EXPORTS:

**US\$ 23,078,228.00**



## GOIÁS

DAIRY EXPORTS:

**US\$ 312,113.00**

<sup>2</sup> Ministry of Economy, RAIS and IBGE, reference year 2018, released in 2019.

<sup>3</sup> IBGE, reference year 2019, released in 2020.

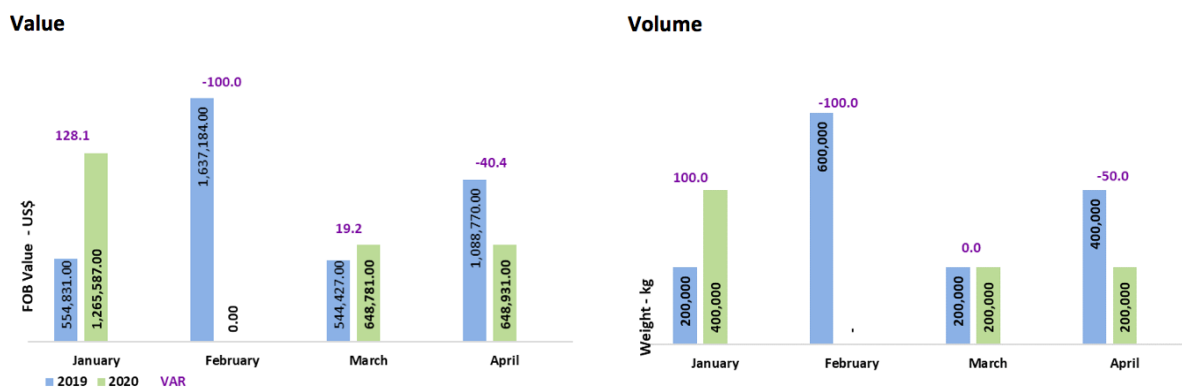
# DAIRY

## GOIÁS HAS **12 DAIRY** INDUSTRIES AUTHORIZED TO EXPORT, ACCORDING TO THE MINISTRY OF AGRICULTURE-MAPA

In Goiás, the share of powdered milk imports from other countries is small, and the depreciation of our national currency has contributed to reduce the import activities.

In the first four months of 2020, the imported volume was more than 40.0% below than the same period in 2019.

### GOIÁS - DAIRY IMPORTS



Ministry of Economy, Comexstat.  
Accessed on May 21, 2020.

**In relation to prices**, in March, according to Conab data, at retail level, the price for long-life whole milk increased by 26.4%, relative to February. This rising is mainly explained by the rush to supermarkets observed at the beginning of social isolation. In April, a 11.7% drop was noticed in the price, relative to March.

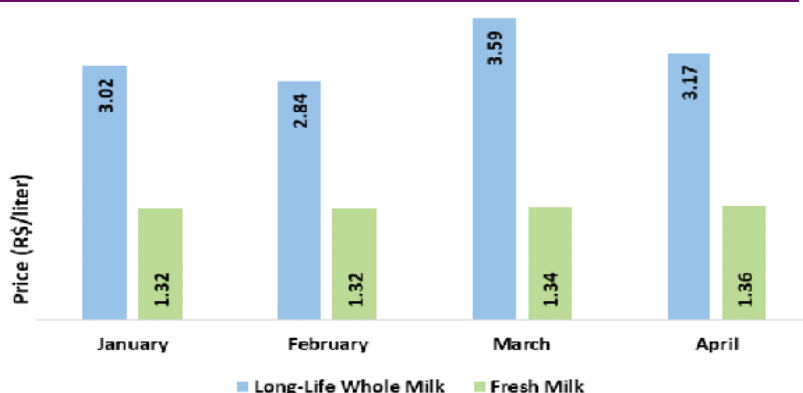
During the month of May, according to the **Market Report of the Dairy Sector in Goiás<sup>4</sup>**, the dairy industries suffered a reduction in the average prices for the dairy goods, compared to the previous month. The average price for UHT milk fell 13.2%, powdered milk 5.0%, mozzarella cheese 6.6%, sweetened condensed milk 6.6% and sour cream 1.3%.

The dairy industries are strongly affected by such situation, as the dairy products have more added value and, consequently, they would be more profitable. As a result, the negative impacts are passed on to the farmer who suffers the effects on the fresh milk production.

During this period of social isolation, the prices paid to farmers point out an increase of more than **2.0%<sup>5</sup>** in April relative to February 2020.

The expectation, in the medium term, is that prices and production costs will also rise, as a consequence of the supply decrease due to the drought period that is coming.

### GOIÁS - AVERAGE MONTHLY PRICE OF LONG-LIFE WHOLE MILK AND FRESH MILK



Conab, 2020.

Because of the demand decrease for dairy products, caused by the income decline during this pandemic period, it is estimated a reduction in the gross value of milk production for 2020 in Goiás.

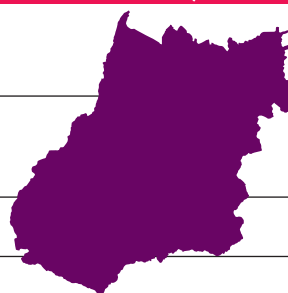
## GOIÁS

### GROSS VALUE OF MILK PRODUCTION 2020 (ESTIMATE):

**R\$ 3,558,990,261.68**

ACCOUNTS FOR **10.2%** OF THE NATIONAL  
GROSS VALUE OF MILK PRODUCTION

**1.7%** DROP RELATIVE TO 2019



**Credit Programs** are important tools for the processes of productive development. Considering that, the Government of Goiás has been working in order the FCO Rural resources be destined to this activity and that the financing funds reach the small farmers in Goiás.

**In Goiás**, in the first four months of 2020, an amount of more than R\$ 30 million from FCO Rural has already been released, having more than 50.0% of the financing contracts addressed to family farmers.

<sup>5</sup> Conab and Cepea.

Source: Cepea/Conab/IBGE/IMB/MAPA/Ministry of Economy.



# PORK/PIG PRODUCTION

Brazilian pig farming has developed significantly and conquered other markets throughout the globe. Brazil is, currently, the 4th largest pork producer in the world, only behind China, the European Union and the United States. According to IBGE, in the first quarter of this year, 11,867 thousand animals were slaughtered, producing 1,064,800 tons of pork meat, 7.5% more than the same period last year. According to the USDA, Brazilian production may reach 4.1 million tons of pork in 2020, and 25.0% must be traded to other countries.

## BRAZIL

### GROSS VALUE OF PIG PRODUCTION 2020 (ESTIMATE):

R\$ 20,058,926,943.54

■ **4th LARGEST** PORK EXPORTER IN THE WORLD

■ FIRST FOUR MONTHS OF 2020:

**276.9** THOUSAND TON OF PORK EXPORTED

■ ACCOUNTS FOR **12.2%** (IN VALUE) OF THE EXPORTS

OF MEAT COMPLEX



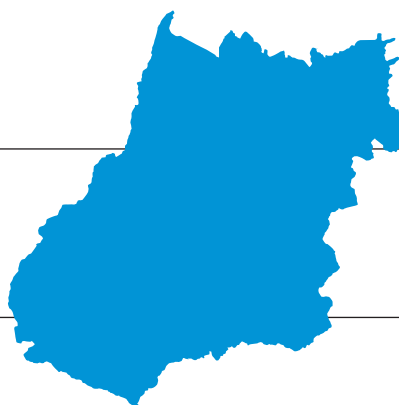


**In Goiás**, during this period of health crisis concern, the pork consumption was basically restricted to supermarkets, since the isolation measures impacted the restaurant and bar segments. In addition, the consequences of the pandemic on the economy caused a decline in household income. As the pork production chain in our state is more domestic market-oriented, with a little share in the international trade, the estimate is to have a decrease in the volume of trade. Preliminary statistics on the number of pigs slaughtered in the first four months of the year point to a decrease of -3.6%, compared to the same period in 2019, with a strong fall in April.

## GOIÁS

### EXPORTS

■ FIRST FOUR MONTHS OF 2020:  
SHARE OF PORK IN THE EXPORTS  
OF MEAT COMPLEX: **1.0%**



**In Goiás**, in the first four months of 2020, pork exports totaled only **3,244.9 tons**, with Hong Kong and Angola as their main destinations, reaching to **US\$ 4,302,331.00**.

### GROSS VALUE OF SWINE PRODUCTION 2020 (ESTIMATE):

**R\$ 865,309,420.45**

GROWTH OF **10.2%** COMPARED TO 2019

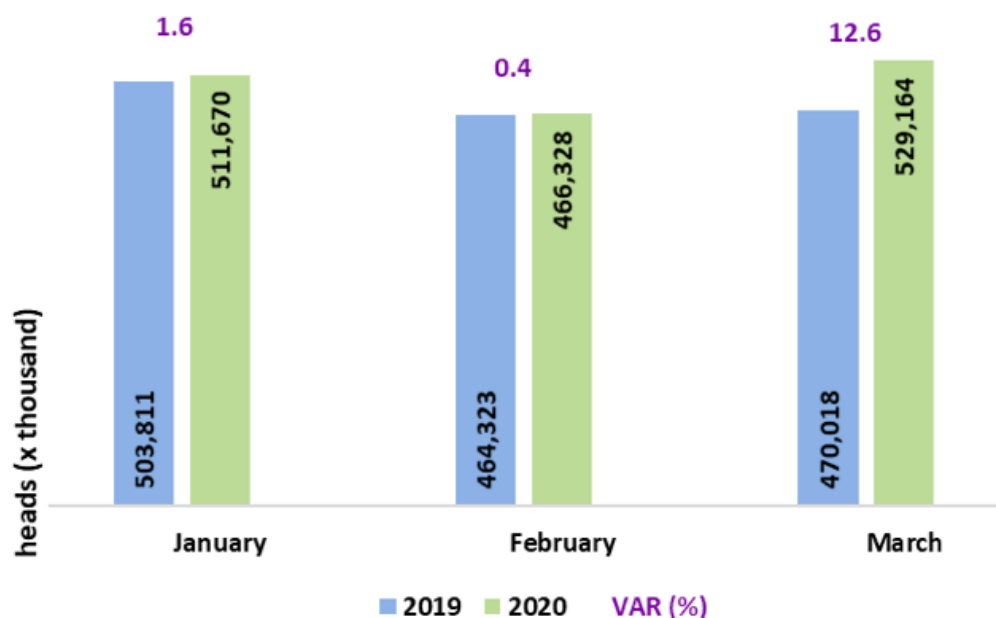
*MAPA – Accessed on May 26, 2020.*

This increase in gross value of production is driven by the higher prices. **In the domestic market**, pork prices remain heated within the gate. According to Conab, the amount paid to the producer per Kg of live pig was R\$ 4.20 in the last week of April, closing at R\$ 5.00 on May 22. Thus, the expectation is that the gross value of pig production will continue to grow in the State.

# POULTRY

In the country, the Quarterly Animal Slaughter Survey shows that in the first quarter of 2020, the number of broiler chickens slaughtered **grew 4.8%** in relation to the same period last year and 2.5%, compared to the previous quarter (4th/2019 ). In March, there was an increase of **12.6%** in the number of slaughters, compared to March 2019 in Brazil. This increase is in line with the strong demand resulting from the rush to supermarkets, at the beginning of the social isolation measures adopted in much of the country.

## BRAZIL – POULTRY SLAUGHTERING



Quarterly Survey of Animal Slaughter (IBGE, 2020).



## BRAZIL

**GROSS VALUE OF POULTRY  
PRODUCTION 2020 (ESTIMATE):**

**R\$ 63,996,489,143.00**



## GOIÁS

**GROSS VALUE OF POULTRY  
PRODUCTION 2020 (ESTIMATE):**

**R\$ 4,360,821,861.04**

■ ACCOUNTS FOR **6.8%** OF  
THE NATIONAL GROSS VALUE  
OF POULTRY PRODUCTION

■ DROP OF **4.9%**, COMPARED TO 2019

Regarding price dynamics, according to Cepea, the month of April registered decreases and was marked by difficulty in the production flow, both in live broiler chicken and in meat. One of the main causes of the drop in price is the reduction in consumption, caused by the closing of restaurants and bars in large centers, as well as the suspension of school classes, in order to avoid contagion with the new coronavirus.

In the state of São Paulo, the average monthly price paid for frozen broiler chicken fell **21.3%**, between January and May.

# POULTRY

## AVERAGE MONTHLY PRICE OF FROZEN BROILER CHICKEN IN SÃO PAULO

<u>Month</u>	<u>Average Price</u>
<u>January</u>	5.22
<u>February</u>	4.83
<u>March</u>	4.83
<u>April</u>	4.22
<b>May*</b>	4.10

Cepea/Esalq, 2020.

\* Price from January to May 21, 2020.

## AVERAGE MONTHLY PRICE OF LIVE BROILER CHICKEN IN GOIÁS

<u>Month</u>	<u>Average Price</u>
<u>January</u>	3.20
<u>February</u>	3.23
<u>March</u>	3.24
<u>April</u>	2.94
<b>May *</b>	2.95

■ IN GOIÁS, THE AVERAGE MONTHLY PRICE FELL  
**7.8%.** BETWEEN JANUARY AND MAY

Conab, 2020

\* Price from January to May 22, 2020.

In Brazil, poultry meat exports totaled US\$ 515,462,902.00, in April, accounting for **40.2%** of the meat complex and 5.0% of the Brazilian agribusiness exports.

In the first four months of the year, poultry meat exports totaled US\$ 2,154,598,272.00, reporting a growth of 0.9% (in value) and 5.4% (in volume), compared to the same period 2019.

## BRAZIL

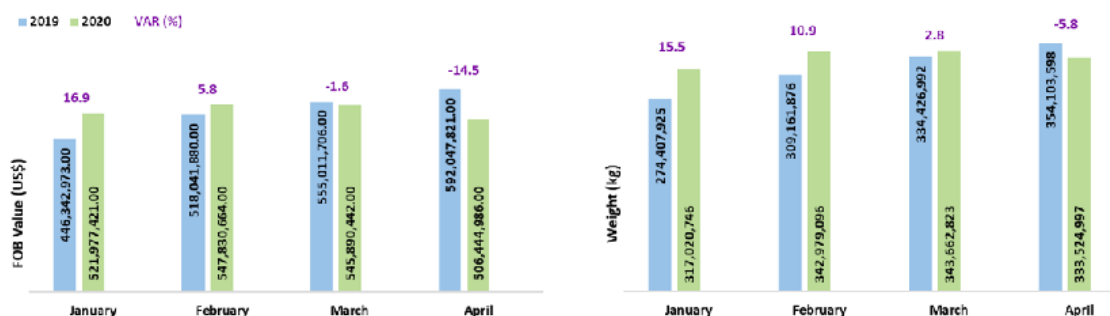
### EXPORT OF POULTRY MEAT

■ FIRST FOUR MONTHS OF 2020:

**US\$ 2,154,598,272.00 AND 1.3 MILLION TONS**



#### BRAZIL - BROILER CHICKEN MEAT EXPORTS



Agrostat / MAPA, 2020.  
Accessed on May 28, 2020.



# POULTRY

In April, in terms of value, the share of poultry meat was 24.5% of the exports of the meat complex and 4.6% of the agribusiness in Goiás.

## GOIÁS

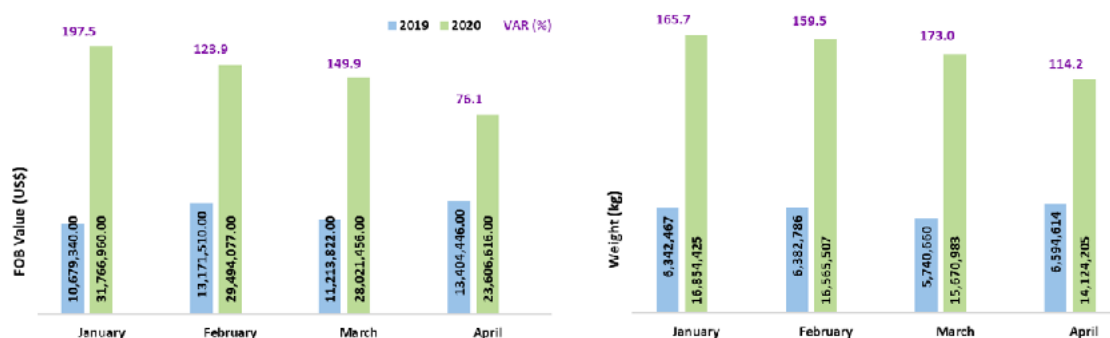
### EXPORT OF POULTRY MEAT

■ FIRST FOUR-MONTH OF 2020:  
**US\$ 112,889,109.00** AND 63.2 THOUSAND TONS

■ **GROWTH OF 132.9% IN VALUE AND 152.2% IN VOLUME**, COMPARED TO THE SAME PERIOD IN 2019



### GOIÁS – BROILER CHICKEN MEAT EXPORTS



Agrostat / MAPA, 2020.  
Accessed on May 28, 2020.

In relation to **Rural Credit**, almost R\$ 20 million has already been financed, with an average of R\$ 900 thousand, by means of the FCO Rural Credit line in Goiás, in the first quarter of 2020. The objective is to support the poultry farming in the state, which is an important source of income and job creation in the countryside.

Source: Cepea/Conab/IBGE/ MAPA/Ministry of Economy/SEAPA.

# EGGS

SEAPA  
Secretaria de  
Estado de  
Agricultura,  
Pecuária e  
Abastecimento



Due to the income reduction of the Brazilian people, as a consequence of the pandemic we are going through, the consumption of eggs has increased, since they are considered as a more economical alternative of animal protein source. In May, however, a supply reduction of this product was observed in the Brazilian market, according to Cepea, because of lower temperatures in the main producing regions, which strongly impact the egg production of layers.

## BRAZIL (ESTIMATE)

**960,609** THOUSAND DOZEN OF EGGS  
IN THE FIRST QUARTER OF 2020

GROWTH OF **3.4%** COMPARED  
TO THE SAME PERIOD IN 2019

### GROSS VALUE OF EGG PRODUCTION (ESTIMATE):

**R\$ 13,629,115,231.12**

ACCOUNTS FOR **5.8%** OF THE NATIONAL GROSS  
VALUE OF LIVESTOCK PRODUCTION



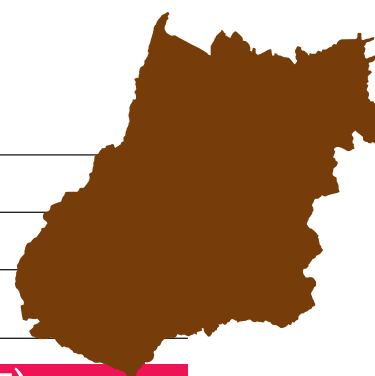
## GOIÁS

- **6th LARGEST** EGG PRODUCER IN THE COUNTRY
- **LARGEST** PRODUCER IN THE MIDWEST REGION
- **6th LARGEST** NUMBER OF LAYING HENS IN THE COUNTRY
- **PRODUCTION: 218,822** THOUSAND DOZEN EGGS/YEAR

### GROSS VALUE OF EGG PRODUCTION (ESTIMATE):

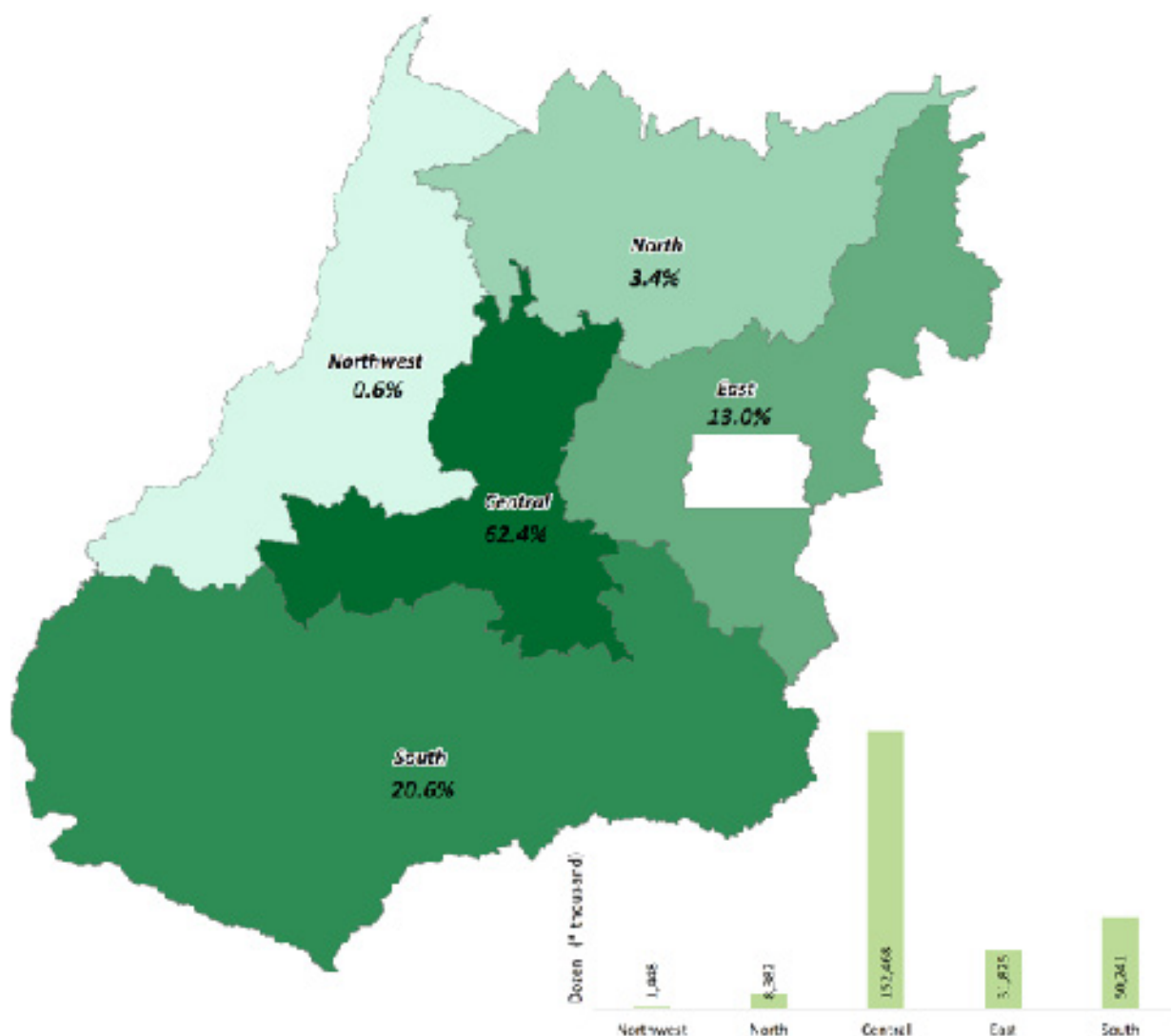
**R\$ 871,580,875.81**

ACCOUNTS FOR **4.5%** OF THE GROSS VALUE  
OF LIVESTOCK PRODUCTION IN GOIÁS



# EGGS

## MESOREGIONS IN GOIÁS – EGG PRODUCTION (%)



IBGE.

The consumption growth led to increases in **prices**. According to Conab data, at the wholesale market, the price of March relative to February rose 14.6%, and of April relative to March 7.3% in Goiás. The rising in prices is mainly reflecting the demand increase at this time of decline in family income, and that is expected to continue. On the supply side, however, it is estimated to have a decrease in the coming months, driven by the drop in production in some regions of the country, which indicates that the prices might remain high.

Source: Cepea/Conab/IBGE/ MAPA/Ministry of Economy

# SOYBEAN

SEAPA  
Secretaria de  
Estado de  
Agricultura,  
Pecuária e  
Abastecimento



The estimate for the current soybean crop (2019/20) is to have a growth of **4.6%** compared to the previous crop. This increase is not higher just because of the severe weather conditions faced by the State of Rio Grande do Sul, which is one of the main soybean producer in the country, that led to forecast a 40.4% drop in their crop.<sup>1</sup>

## BRAZIL (ESTIMATE)

**PRODUCTION:** 120,329,600 tons

**PLANTED AREA:** 36,843,500 hectares

**PRODUCTIVITY:** 3,266 kg/ha

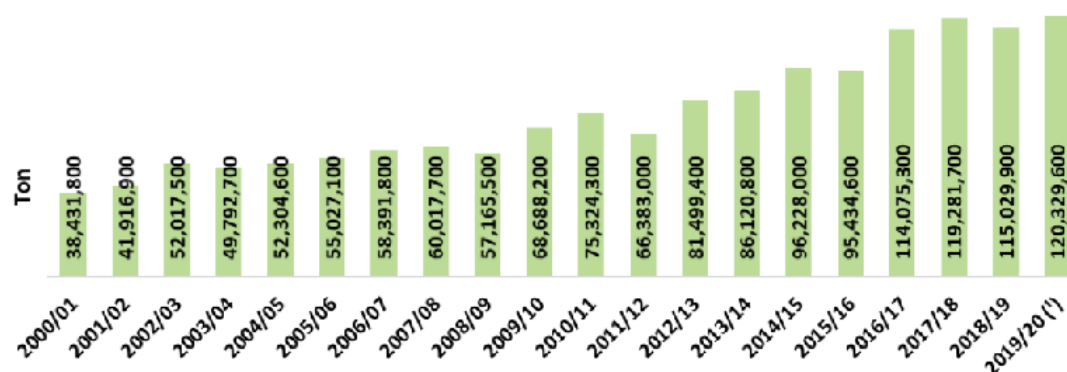
**GROSS VALUE OF SOYBEAN PRODUCTION:**

**R\$ 163,629,714,928.51**



Despite the drought problems in Rio Grande do Sul, it is expected the country to set a record, reaching the highest production since the 1970s, when the Soybean Survey began.

## BRAZIL - HISTORICAL SERIES OF SOYBEAN PRODUCTION



Conab, 2020.

<sup>(1)</sup> Estimate of May, 2020



# SOYBEAN

## GOIÁS (ESTIMATE)

**PRODUCTION:** 12,464,600 tons

(9,0% more than the previous crop)

**PLANTED AREA:** 3,545,100 hectares

**PRODUCTIVITY:** 3,516 kg/ha

**GROSS VALUE OF SOYBEAN PRODUCTION:**

16,381,147,014.15

<sup>1</sup> CONAB – 8th Survey of the Grain Crop

■ GOIÁS BECOMES THE  
**3rd** LARGEST SOYBEAN  
PRODUCER IN THE COUNTRY

■ AVERAGE SOYBEAN PRODUCTIVITY  
IN GOIÁS IS **7.7% HIGHER** THAN THE  
NATIONAL PRODUCTIVITY AVERAGE

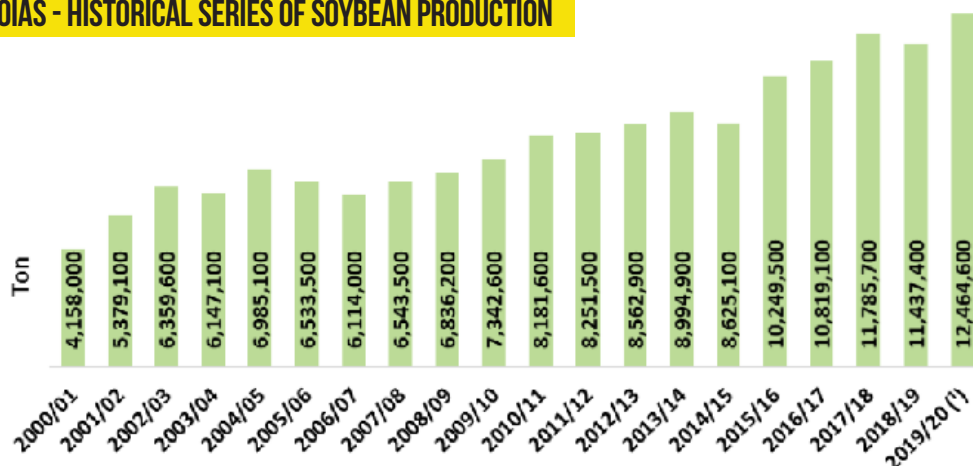
The high average soybean productivity of Goiás reveals our competitiveness in the national and international market, and although we had had late rains, which affected the planting beginning, the extension of the rainfall season contributed for this good result of the state.

**SHARE OF THE  
PRODUCTION**

**10.4%** OF THE  
COUNTRY

**21.5%** OF THE MIDWEST  
REGION

### GOIÁS - HISTORICAL SERIES OF SOYBEAN PRODUCTION



Conab, 2020.

<sup>(1)</sup> Estimate of May, 2020



In relation to PRICE, according to Conab, on the Chicago Stock Exchange, the international spot price of soybean fell about **2.0%** from March to April 2020. This drop in the international scenario is mainly explained by the Sino-American dispute (exports of North American soybean to China), the closing of slaughterhouses in the United States and also the retraction of the economy due to the pandemic.

**IN BRAZIL**, the daily price of the 60-kg bag of soybean in Paranaguá has been increasing over the months of 2020.

DAILY SOYBEAN PRICE IN 2020 (R\$) – PARANAGUÁ	Month	Min. Price	Max. Price	Ave. Price
	January	85.33	88.96	87.39
	February	84.73	89.86	87.61
	March	90.3	101.21	94.97
	April	100.07	106.61	102.30
	May*	105.66	116.27	111.71

Cepea/Esalq-BM&FBOVESPA/USP, 2020.

\* Priced until May 19, 2020.

**IN GOIÁS**, the 60-kg bag prices are lower than those of Cepea, as the price refers to the value paid to the farmer and they are available on the Conab platform as weekly average, however, they also register increases in prices throughout the months of 2020.

GOIÁS - SOYBEAN PRICE (R\$)	Month	Min. Price	Max. Price	Ave. Price
	January	74.6	75.04	74.63
	February	73.34	75.89	74.97
	March	77.71	80.07	78.97
	April	81.17	82.62	81.54
	May*	84.25	86.78	85.52

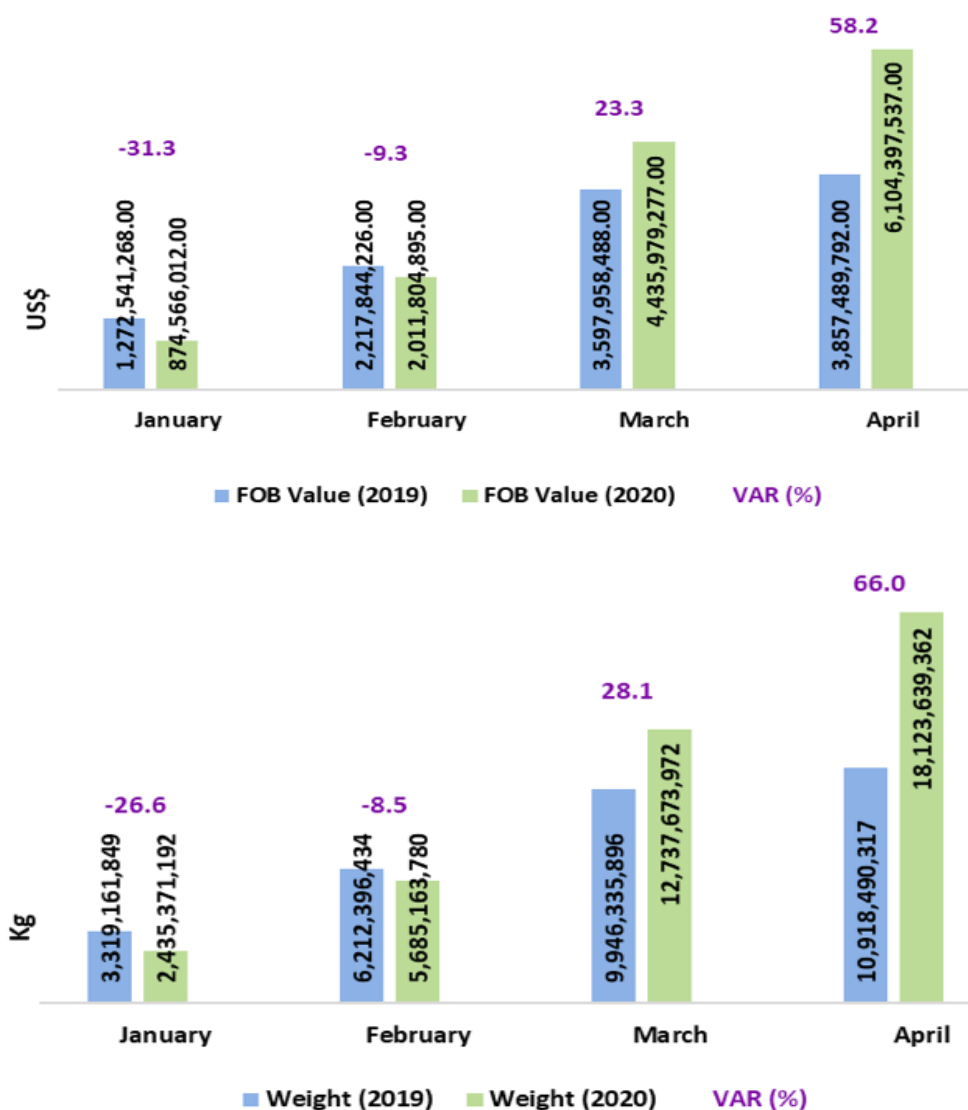
Conab, 2020.

\* Priced until May 15, 2020 (price paid to farmer)

# SOYBEAN

The **EXPORTS** of soybean complex have been increasing over the four first months of the year, reporting a higher volume in April. The main destination was China, with **62.9%** of the value exported in the year-to-date result. The exported amount has already totaled **US\$ 13,426,747,721.00**, reaching more than 38 million tons.

## BRAZILIAN EXPORTS OF SOYBEAN COMPLEX IN THE FIRST FOUR MONTHS OF 2019 AND 2020



# GOIÁS

## APRIL

THE SOYBEAN COMPLEX IS THE MAIN SECTOR,  
ACCOUNTING FOR **73.2%** OF THE AGRIBUSINESS EXPORTS

### VOLUME

**1,089,577,092 kg**

### VALUE

**US\$ 375,191,011.00** (FOB)

## \* JANUARY TO APRIL 2020

THE SOYBEAN COMPLEX ACCOUNTS FOR **60.2%** OF AGRIBUSINESS EXPORTS

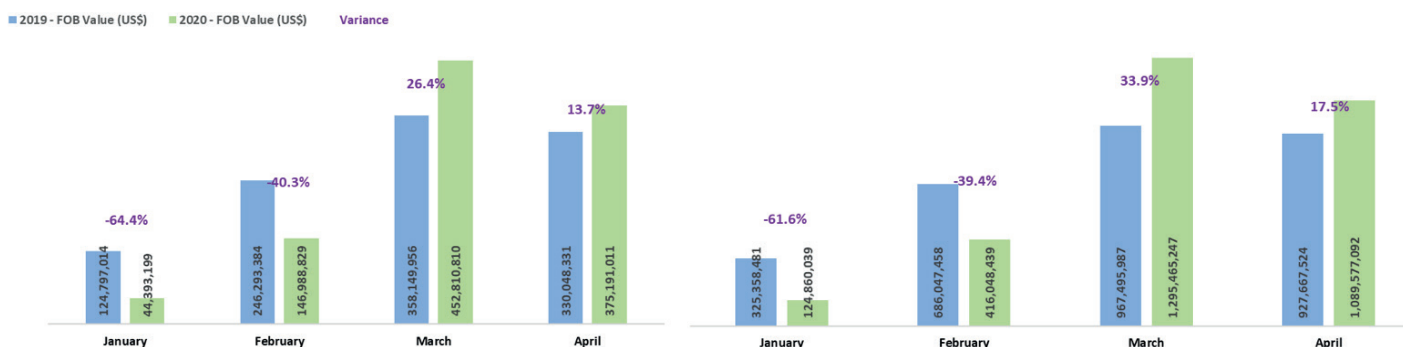
### VOLUME

**2,925,950,817 kg**

### VALUE

**US\$ 1,019,383,849.00** (FOB)

## GOIÁS - EXPORTS OF SOYBEAN COMPLEX





# CORN

Corn stands out in the grain chain for its broad diversity of usage, which can be destined for human consumption, animal feed, as energy source for poultry, pigs and cattle, and also for the production of ethanol. In addition, this commodity plays an important role in crop rotation, since it produces a large amount of straw that helps to protect the soil, in the nutrient recycling process and in the organic matter increasing.

Brazil holds the third position in the world corn production, with an estimated increase of **2.3%** for the current harvest, compared to the previous one.

## BRAZIL (ESTIMATE)

**PRODUCTION:** 102,336,600 tons

**PLANTED AREA:** 18,515,900 hectares

**PRODUCTIVITY:** 5,527 kg/ha

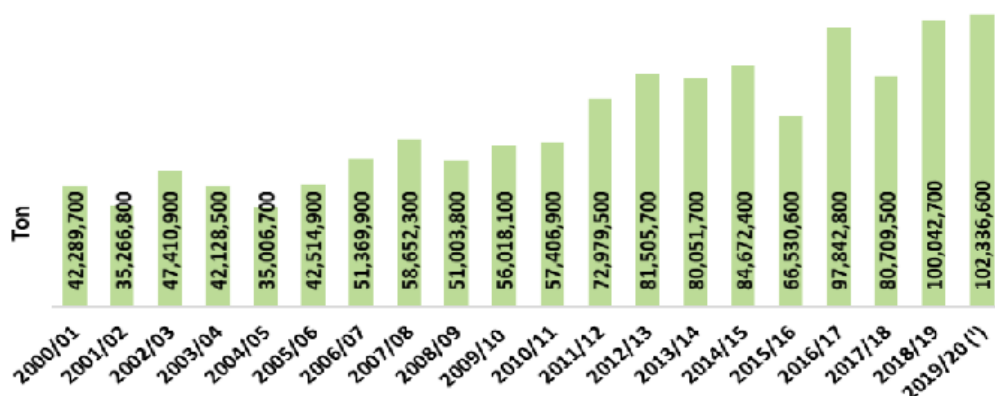
**GROSS VALUE OF CORN PRODUCTION:**

R\$ 76,616,484,339.52



THE CURRENT HARVEST MAY SET A **NEW PRODUCTION RECORD.**

## BRAZIL - HISTORICAL SERIES OF CORN PRODUCTION



Conab, 2020

(<sup>\*)</sup> estimate of May, 2020

**In Goiás**, despite the delay in planting the off-season corn, which is responsible for the greatest share of the production in the state, it is estimated an increase of 10.9% for the next crop, compared to the 2019/2020, according to Conab. However, the forecast for the productivity results shows a slight fall of -0.7%.

## GOIÁS (ESTIMATE)

**PRODUCTION:** 12,749,400 tons

**PLANTED AREA:** 1,873,600 hectares

**PRODUCTIVITY:** 6,805 kg/ha

**GROSS VALUE OF CORN PRODUCTION:**

R\$ 8,085,598,413.90



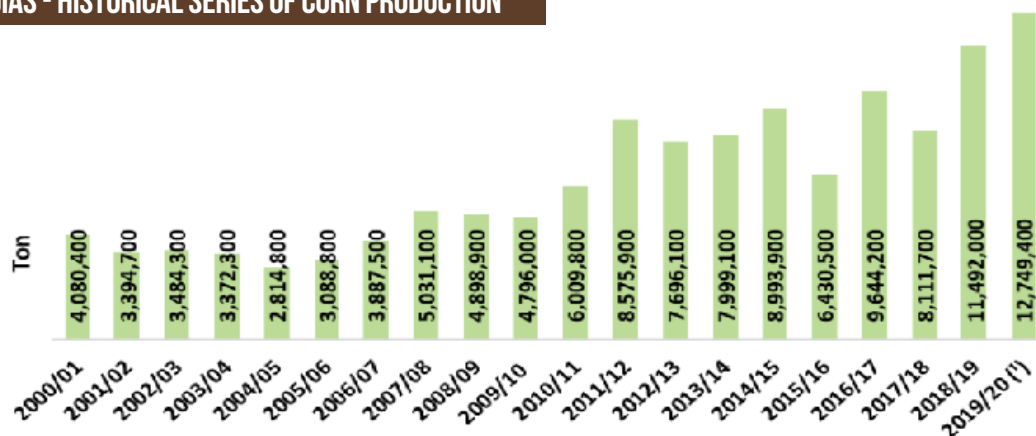
■ ACCOUNTING FOR  
**12.5%** OF THE NATIONAL  
CORN PRODUCTION

■ **3rd** LARGEST  
PRODUCER IN  
THE COUNTRY

■ PRODUCTIVITY:  
**23.1%** HIGHER THAN THE  
NATIONAL AVERAGE

IN ACCORDANCE TO THE NOTORIOUS VOCATION OF THE COUNTRY FOR CORN FARMING AND FAVORED BY THE WEATHER CONDITIONS, GOIÁS MUST CONFIRM A **RECORD CROP**.

### GOIÁS - HISTORICAL SERIES OF CORN PRODUCTION



Conab, 2020

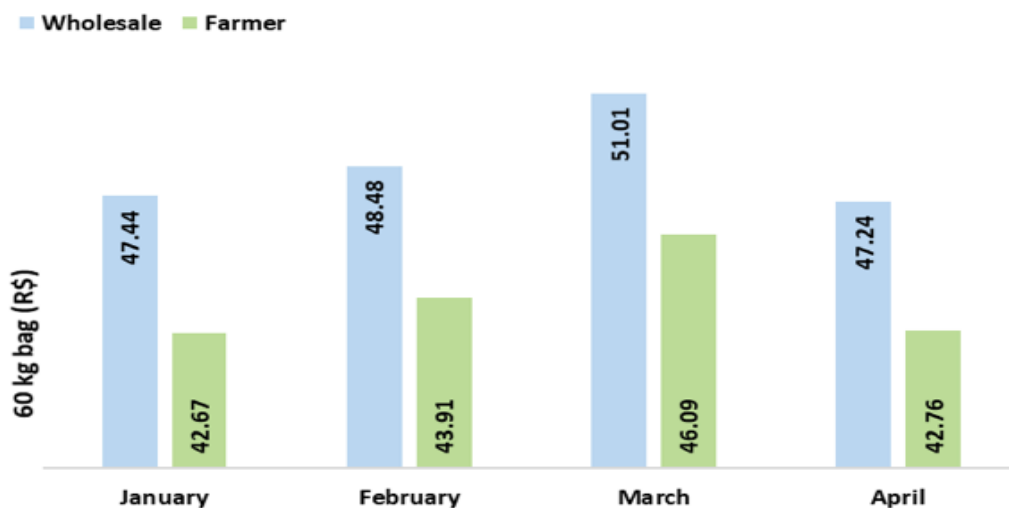
(1) estimate of May, 2020

# CORN

Regarding the rising prices and ascending production, the estimate of Gross Value of Corn Production for 2020 is a growth of 31.0%, compared to the previous year, which accounts for 21.2% of the Gross Value of Crop Production in Goiás. The price dynamics, in turn, indicated a decrease in the corn supply side in the first half of May, according to Cepea, but the demand remained steady, which elevated the cereal prices in the country. In addition, the strong dollar also raised prices in the ports of Paranaguá (PR) and Santos (SP) for the second half of the year, reaching R\$ 51.00/60-kg bag. In this scenario, the corn price was observed in most areas followed by Cepea. In the average, the price paid to the farmer raised 5.4%.

**In Goiás**, the average monthly price of the 60-kg bag has fluctuated in the first four months of 2020. In April, compared to March, there was a decrease, both in the prices paid to the farmer ( **↓ 7.2%** ), and in wholesale ( **↓ 7.4%** ).

## GOIÁS - AVERAGE MONTHLY PRICE OF 60-KG BAG



Conab, 2020.



In the commercial relations with the rest of the world, due to the oil crisis and also the pandemic, the corn exports in the country had a decreased of 54.2% in the exported values, in the first four months of the year (compared to the same period in 2019). In Goiás, a decline was also observed, but the reduction was less significant, with 15.4%.

■ THE MAIN DESTINATION FOR THE CORN  
PRODUCED IN GOIÁS REMAINS **TAIWAN**,  
WITH 33.7% OF THE TOTAL EXPORTS OF THIS  
COMMODITY, IN THE FIRST FOUR MONTHS.

## CORN ETHANOL

In Brazil, the production of ethanol from corn is growing more and more. After a 107.4% variation in the 2019/20 crop compared to the 2018/19 crop, a 61.1% increase is expected in the 2020/21 crop compared to the 2019/20 crop, reaching 2,699,808,000 liters.

■ THE CORN ETHANOL PRODUCED IN GOIÁS ACCOUNTS  
FOR **8.4%** OF THE TOTAL PRODUCTION IN BRAZIL

**In Goiás**, after a 54.9% variation in the 2019/20 crop compared to the previous one, it is estimated growth of 73.0% for the current crop.

# CORN

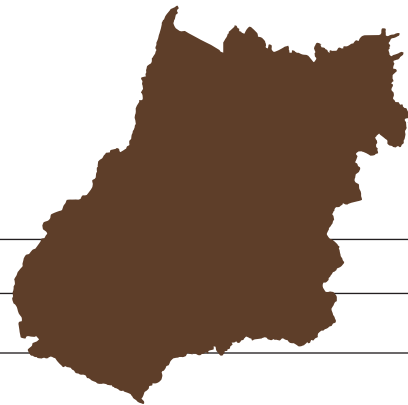
## GOIÁS

■ ESTIMATED CORN ETHANOL PRODUCTION:

**511,470,000 LITERS**

■ **2nd LARGEST** PRODUCTION IN THE COUNTRY

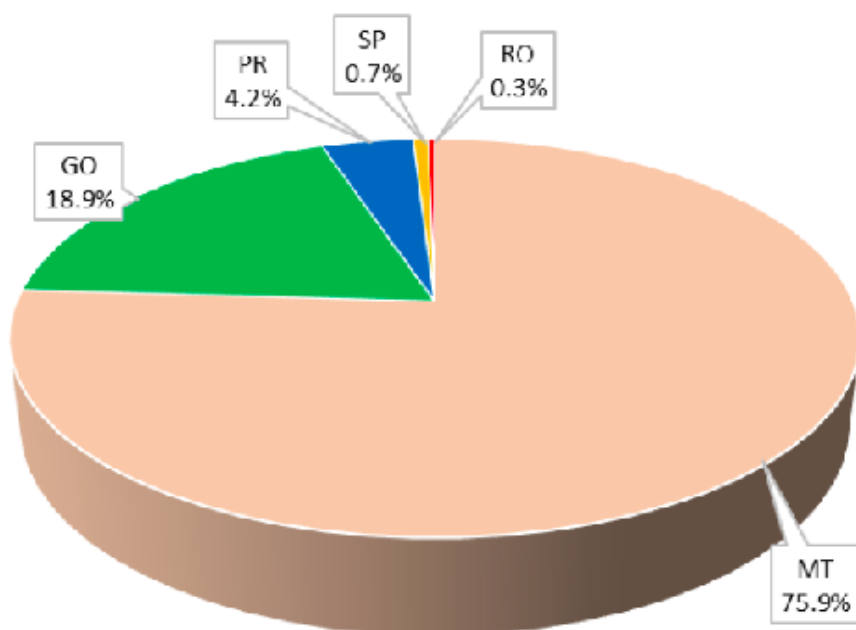
■ **18.9%** OF THE NATIONAL PRODUCTION



At the current context, the oil crisis and the demand decline strongly affected the performance of this activity. In the medium and long term, however, it is expected increases in the production of ethanol from corn and the consolidation of new projects aimed at this market.

Mato Grosso, the largest corn ethanol producer, holds a production that is equivalent to twice the volume of its ethanol production from sugar cane. In Goiás, however, the ethanol production is still predominantly from sugar cane, while the corn ethanol accounts for only 9.6% of the total ethanol produced in the state.

### SHARE OF THE BRAZILIAN STATES IN CORN ETHANOL PRODUCTION - 2020/21 CROP



Conab, 2020.

Source: Cepea/Conab/IBGE/ MAPA/Ministry of Economy.

# SUGARCANE

SEAPA  
Secretaria de  
Estado de  
Agricultura,  
Pecuária e  
Abastecimento



The Brazilian production chain of sugarcane stands out for being well structured and for the diversity of tradable products, in addition to sugar and ethanol, it is also produced cachaça, rapadura besides being a co-generator of electric energy from the burning of sugarcane bagasse.

The 1st Survey of Sugarcane Crop 2020/2021 points to a retraction of **1.9%** in the production of the country.

## BRAZIL

### PRODUCTION (ESTIMATE):

630,710,940 tons 2020/2021 CROP

### PRODUCTION:

642,717,772 tons 2019/2020 CROP

### GROSS VALUE OF SUGARCANE PRODUCTION 2020 (ESTIMATE):

R\$ 61,919,920,914.66



In the last crop (2019/2020), the Brazilian sugarcane production set a record. For the current crop, the attention is addressed to the sugar production, in response to the positive scenario in the market, especially for exports.

In the first four months of the year, Brazilian exports of Sugar and Alcohol Complex reached the amount of US\$ 1,976,548,053.00 and 6,176,963.8 tons, an increase of 32.9% and 30.2%, respectively, in relation to the same period of the previous year. The major product in this complex is sugar. In Goiás, during the same period, exports of Sugar and Alcohol Complex were US\$ 61,791,632.00 and 181,464,462 kg, with an increase of 9.5% in value and 22.1% in volume.

IN APRIL, THE **TRADE OF SUGAR AND ALCOHOL COMPLEX TO OTHER COUNTRIES WAS OF US\$ 522,172,720.00, ACCOUNTING FOR 5.1% OF THE VALUE IN THE BRAZILIAN AGRIBUSINESS EXPORTS.**

# SUGARCANE

**IN GOIÁS**, THE SUGAR AND ALCOHOL COMPLEX **ACCOUNTS FOR 2.1% OF THE AGRIBUSINESS EXPORTS**, REGISTERING US\$ 10,978,652.00 AND 27,823,464 kg, IN APRIL 2020.

**Goiás** is the second largest producer in the country, behind only São Paulo. Among the largest producers, we were the only one to register an increase in production in relation to the previous crop. Despite the uncertainties caused by the pandemic and the oil crisis that affects ethanol competitiveness, the forecast for Goiás is to set a new record for sugarcane production, **with an estimated increase of 0.7%**

## GOIÁS

### PRODUCTION (ESTIMATE):

75,785,841 tons CROP 2020/2021

### PRODUCTION:

75,273,710 tons CROP 2019/2020

### GROSS VALUE OF SUGARCANE PRODUCTION 2020 (ESTIMATE):

R\$ 7,084,358,488.80

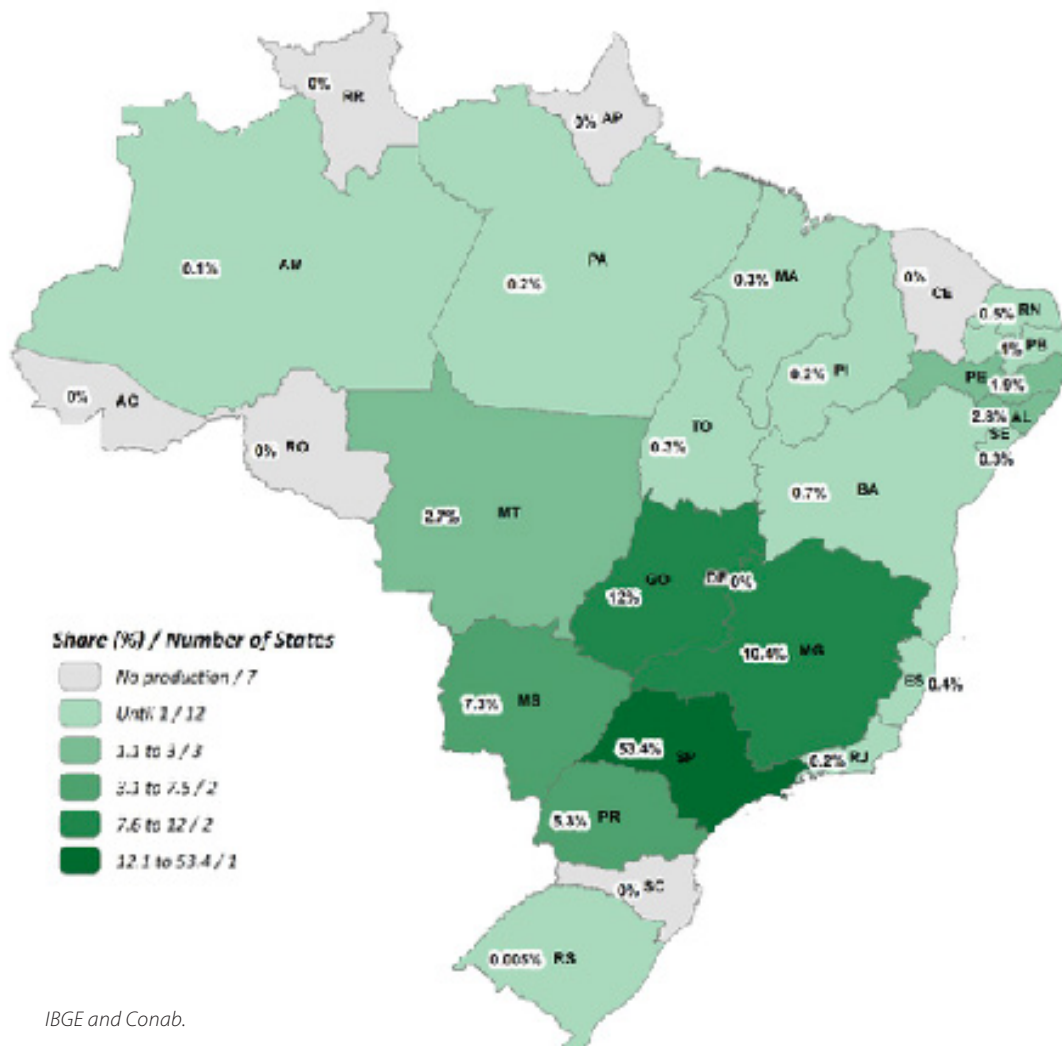


■ SHARE IN THE MIDWEST REGION PRODUCTION: **54.6%**

■ SHARE IN THE NATIONAL PRODUCTION: **12.0%**



## BRAZILIAN STATES – SUGARCANE PRODUCTION (%)

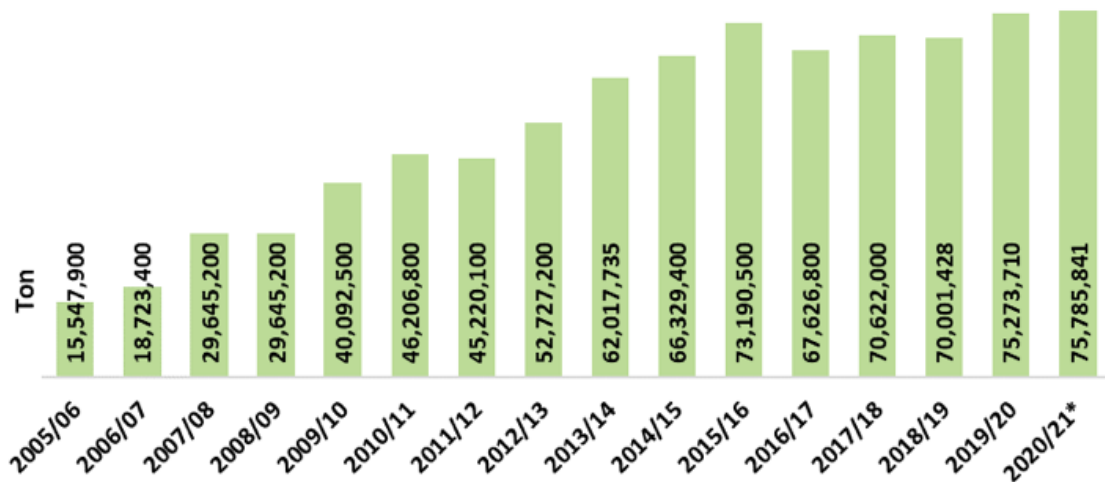


■ IN GOIÁS, THE PLANTED AREA IS **2.2%** GREATER THAN THE ONE IN THE LAST CROP, WITH **964,340** HECTARES. HOWEVER, THE PRODUCTIVITY RESULTS MAY HAVE A RETRACTION OF **1.5%**, WITH **78,588 KG/HA**.



# SUGARCANE

## GOIÁS — HISTORICAL SERIES OF SUGARCANE PRODUCTION



\* Estimate.  
Source: Conab, 2020.

## ETHANOL

**In Brazil**, the estimate for the ethanol production from sugarcane – Crop 2020/21 is to reach 29,290,375,026 liters, which means a decrease of 13.9%, destining approximately 362,823,508 tons of sugarcane. In relation to the previous crop, it is expected a fall in response to the crisis that the sector is experiencing, especially due to the decline in consumption.

## BRAZIL

### SUGARCANE DESTINATION FOR ETHANOL PRODUCTION (ESTIMATE)

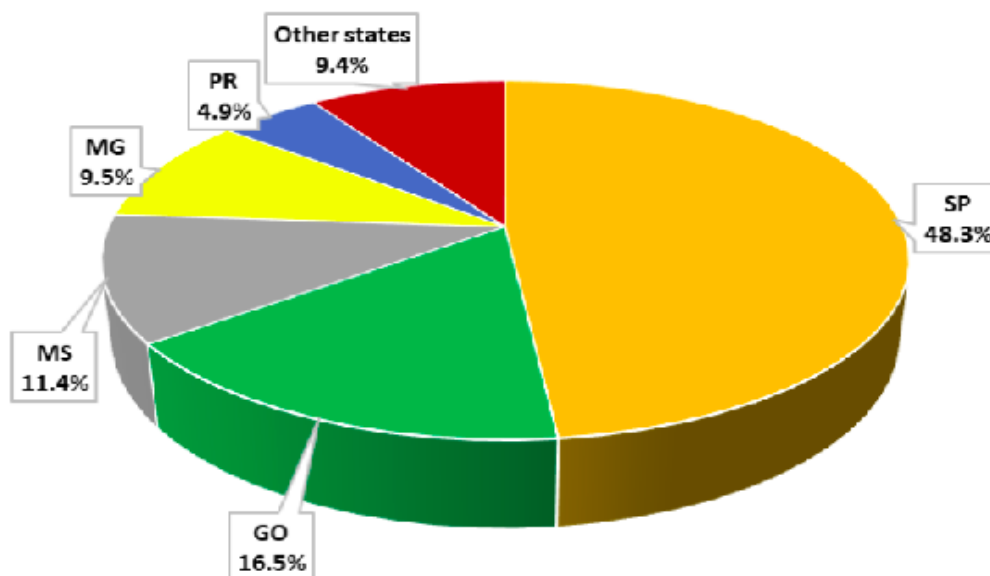
57.6% CROP 2020/21

### SUGARCANE DESTINATION FOR ETHANOL PRODUCTION:

65.1% CROP 2019/20



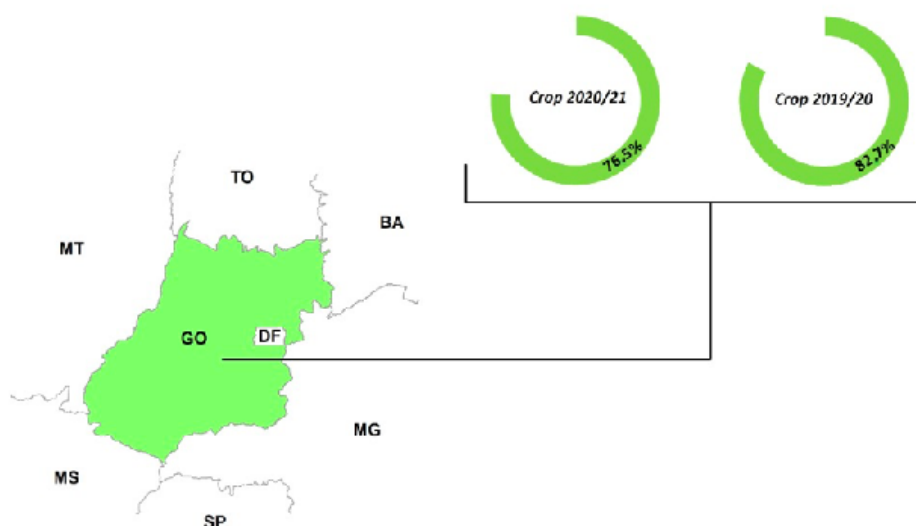
## BRAZILIAN STATES – SHARE OF SUGARCANE ETHANOL PRODUCTION - CROP 2020/21 (ESTIMATE)



Conab, 2020.

In Goiás, it is expected a 8.2% drop in ethanol production from sugarcane, with an estimated volume of 4,819,582,613 liters, provided from 57,991,326 tons of sugarcane. The forecast is to use around 54.5% of the production of Goiás Midwest Region.

## GOIÁS - DESTINATION OF SUGARCANE FOR ETHANOL PRODUCTION



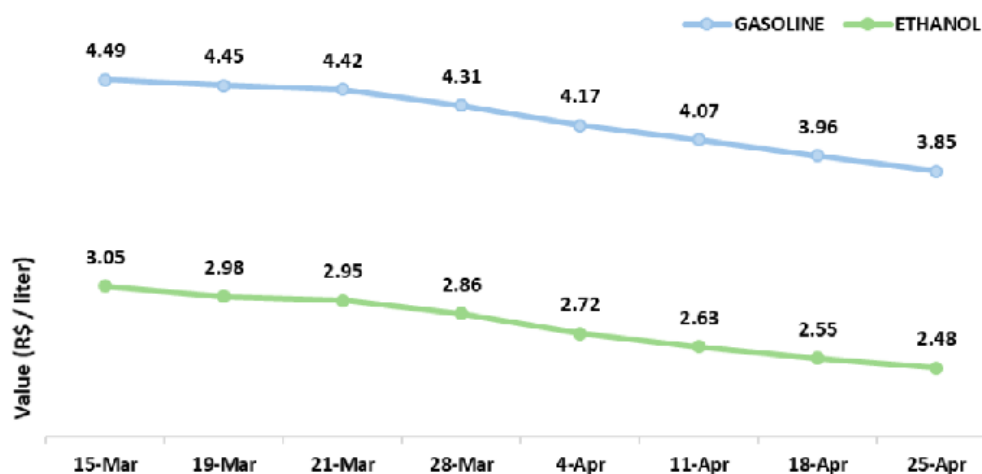
Conab, 2020.

# SUGARCANE

In 2020, the ethanol prices have been increased since the first week of January, registering **variation of 22.7%** in relation to the same period in 2019. They continued elevated until the confirmation of Covid-19 in Brazil. Then, the isolation measures were established and, considering the low circulation of people, the demand for ethanol suffered a sharp drop. The situation got even worse due to the oil crisis, which negatively impacted the gasoline price, and because they are considered as substitute goods, it pushed the ethanol price down, recording historical lows.

According to the State Secretariat of Economy in Goiás, between March 15 and April 25, the average price of ethanol fell from R\$ 3.05 to R\$ 2.48 and gasoline price fell from R\$ 4.49 to R\$ 3.85. The decline in demand due to the social isolation measures and the oil crisis pushed the ethanol prices down. However, in the medium term, it is expected that the easing measures will adjust both prices and demand.

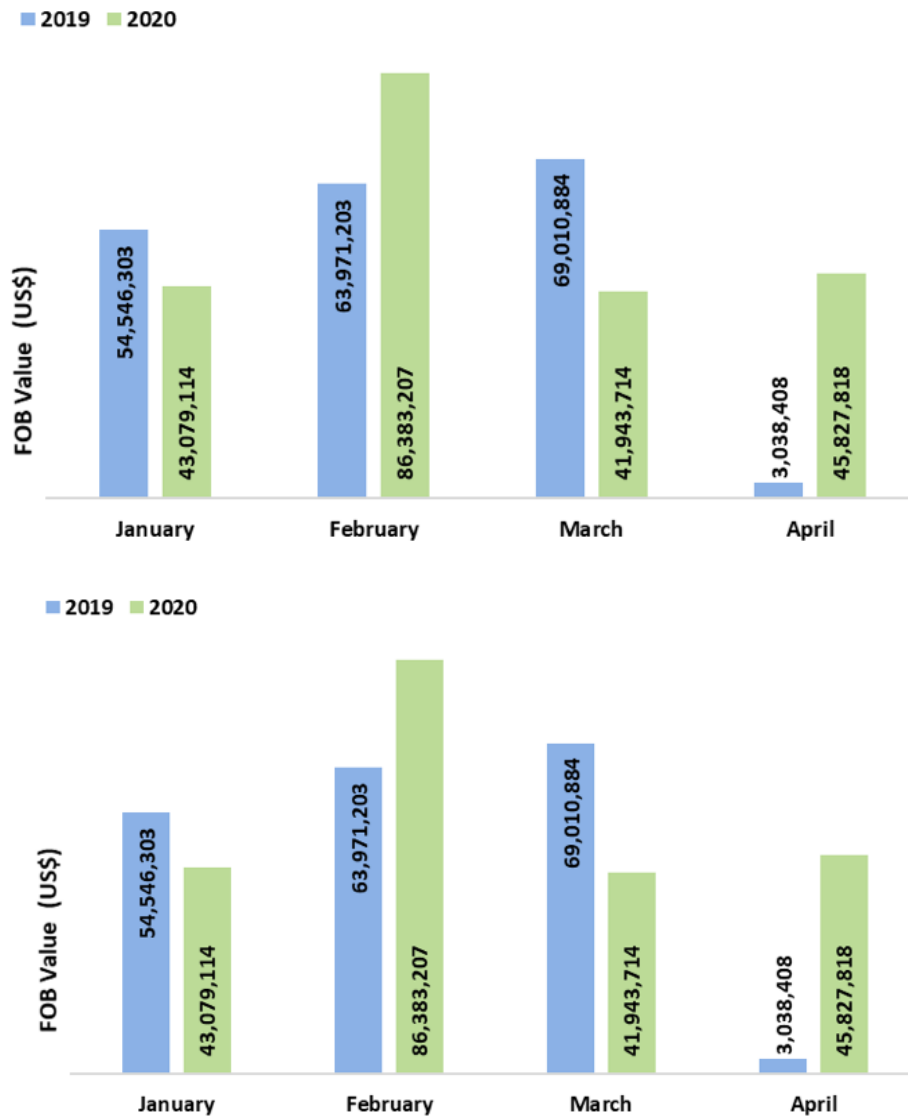
## GOIÁS - AVERAGE PRICES OF ETHANOL AND GASOLINE ISSUED IN ELECTRONIC CONSUMER INVOICE (NFC-E)



*Electronic Consumer Invoice / State Secretariat of Economy, 2020.*

In Brazil, the share of ethyl alcohol is 8.8% of the Sugar and Alcohol Complex exported to other countries, in April 2020.

## BRAZIL - BRAZILIAN EXPORTS OF ETHYL ALCOHOL IN THE FIRST MONTHS OF 2019 AND 2020



Ministry of Economy, Agrostat. Accessed on May 21, 2020.

■ IN APRIL, ETHYL ALCOHOL ACCOUNTED FOR 4.4% OF THE EXPORTED VALUE OF THE SUGAR AND ALCOHOL COMPLEX IN GOIÁS, REACHING US\$ 479,292.00, AND 1.3% OF THE WEIGHT, WITH 356,601 KG.

# SUGARCANE

## GOIÁS

### FIRST FOUR MONTHS OF 2020

#### ■ ETHYL ALCOHOL EXPORTS:

**US \$ 1,217,636.00**

GROWTH OF **142.4%**, COMPARED TO THE SAME PERIOD IN 2019

#### ■ VOLUME:

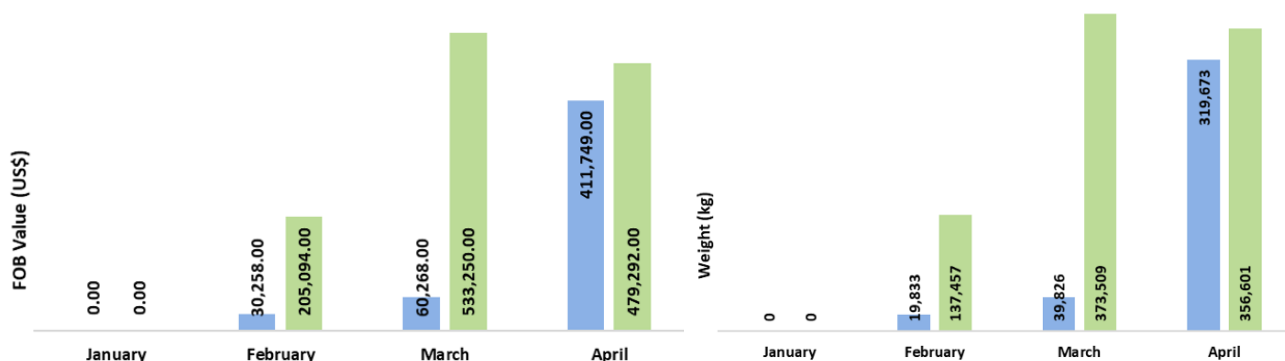
**867,567 KG**

GROWTH OF **128.7%**, COMPARED TO THE SAME PERIOD IN 2019



The Ethyl alcohol produced in Goiás is aimed at the domestic consumption, with a small share in the international market, however, some growing has been observed. This growth was driven by the American demand that traded 95.4% of the volume exported by Goiás this year. Nonetheless, it is likely that, due to the oil crisis and low fuel consumption, the ethanol exports will not keep this rate and may even face some decreases.

### GOIÁS - EXPORTS OF ETHYL ALCOHOL



Ministry of Economy, Agrostat. Accessed on May 21, 2020.




## SUGAR

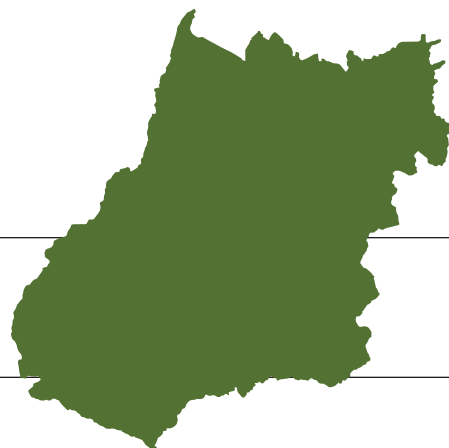
For the Crop 2020/21 in Brazil, the sugar production is forecast to increase 18.5% in relation to the previous crop, reaching 35,294,734 tons. The forecast production will be higher due to the adjustments in the supply of ethanol, because of the low demand and the difficulty in storing ethanol. Thus, it is expected that 42.4% of the sugarcane is destined for the production of sugar, while in the previous crop it was 34.9%.

**Goiás** follows on the same way as the country. For the current crop, it is expected that 23.5% of the sugarcane is destined for sugar production, while in the previous crop it was 17.3%.

## GOIÁS

■  **34.9%** IN THE SUGAR PRODUCTION,  
COMPARED TO THE PREVIOUS CROP

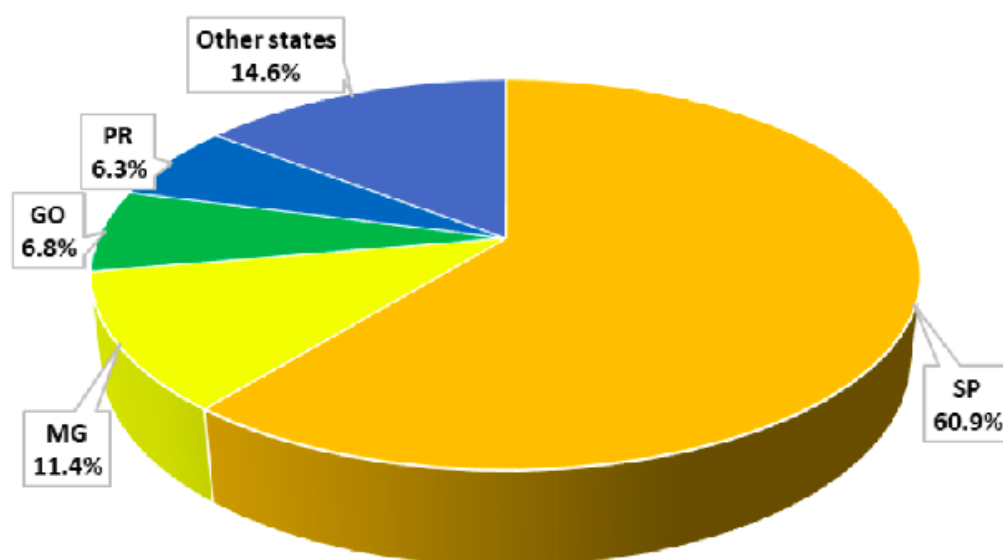
■ ACCOUNTS FOR **6.8%** OF THE TOTAL  
SUGAR PRODUCTION IN THE COUNTRY



■ OUT OF THE 20 BRAZILIAN SUGARCANE  
PRODUCING STATES, **18 PRODUCE SUGAR**

# SUGARCANE

## TOP SUGAR PRODUCING STATES IN THE 2020/21 CROP



Conab, 2020.

According to Cepea prices for crystal sugar (Esalq / BVMF - Santos), the values in 2020 are all higher than in the same period of 2019, registering the lowest price in the first week of January (R\$ 71.78) and the highest value in first week of March (R\$ 81.05)

The raised prices for crystal sugar in 2020 reflect the demand increasing as consequence of the social isolation measures, that led people to stock to avoid supply shortages, and also to the decrease of the production in India, opening up the market to Brazil to expand the exports.

## EXPORTS

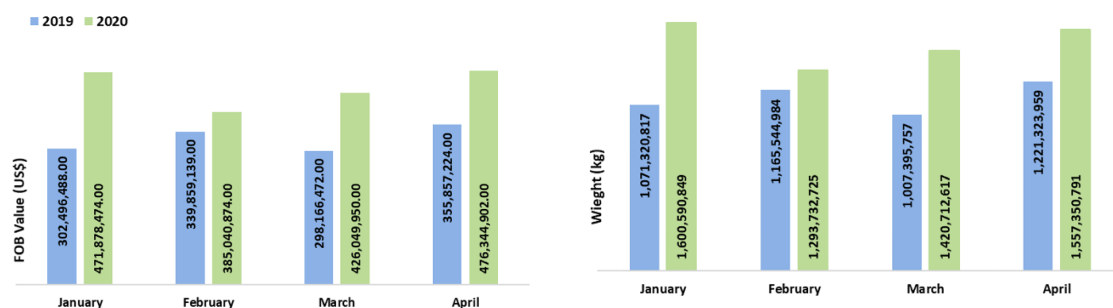
### BRAZIL

#### FIRST FOUR MONTHS OF 2020

■ SUGAR EXPORTS: GROWTH OF **35.7% IN VALUE** AND **31.5% IN VOLUME**, COMPARED TO THE SAME PERIOD OF 2019



## BRAZIL - SUGAR EXPORTS

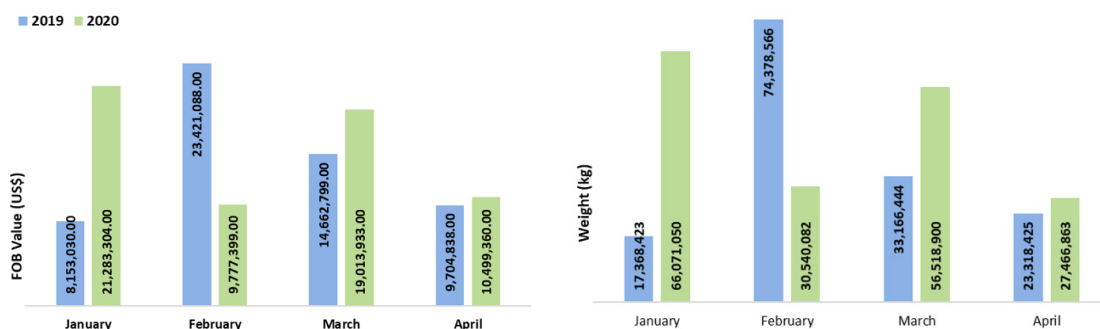


Ministry of Economy, Agrostat. Accessed on May 21, 2020.

**In Goiás**, in the first four-month period of 2020, there was an increase of 8.3% in value and 21.8% in volume in sugar exports, in relation to the same period of the previous year.

In the state, sugar accounted for 95.6% of the exported value of the sugar and alcohol complex, registering US\$ 10,499,360.00, in April.

## GOIÁS - SUGAR EXPORTS



Ministry of Economy, Agrostat. Accessed on May 21, 2020.

In Goiás, the sugarcane production chain is one of the most affected by the current economic crisis, mainly because it has a large part destined to ethanol production and also due to our poor storage capacity. This economic activity is expected to recover only in the medium term.

Source: Cepea/Conab/IBGE/ MAPA/Ministério da Economia/Secretaria da Economia do Estado de Goiás.

The return of farmers markets has contributed for the trading flow at Ceasa and also for making the consumers to reach fruits, vegetables and leafy greens in Goiás.

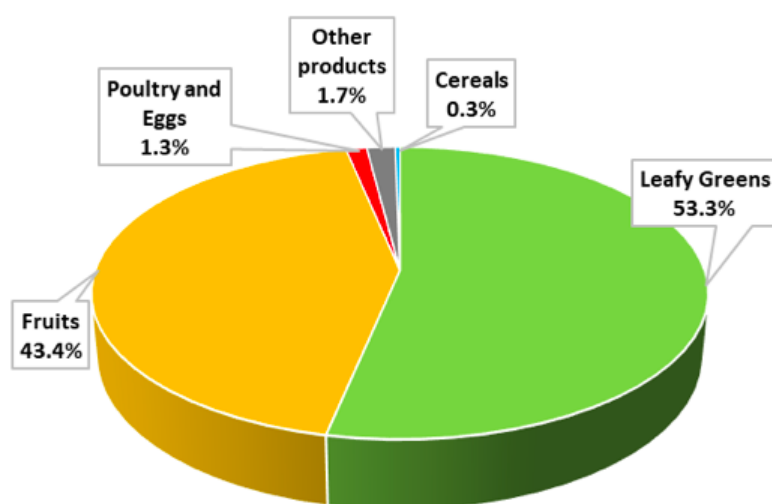
## APRIL

**TRADED VALUE:** R\$ 241,544,224.62

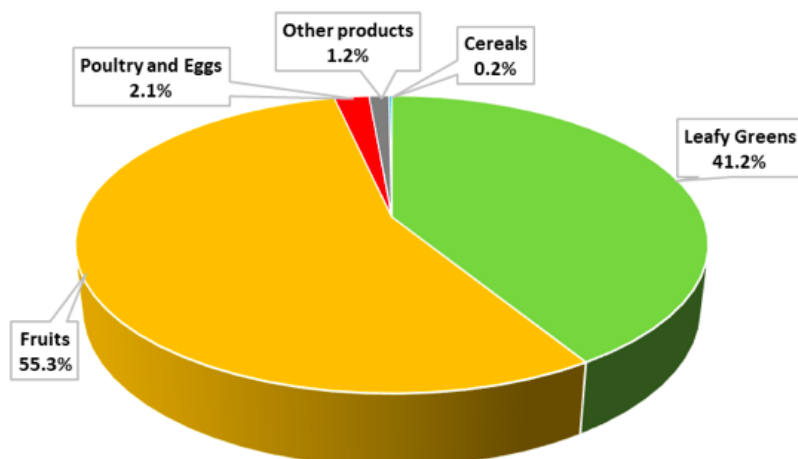
**TRADED VOLUME:** 70,602 tons

### PRODUCTS TRADING AT CEASA - APRIL 2020

TRADED  
VOLUME (%)



TRADED  
VALUE (%)















The group of leafy greens, due to its high perishability and because it is not possible to delay the harvest, was the one that suffered the greatest reductions in sales in April, registering a drop of 15.8% (7,085.37 tons) in relation to April 2019. Comparing with the previous month, the decrease was of 12.4% (5,335.82 tons).

THE **TOP 10** TRADED PRODUCTS IN VOLUME  
TOTALED **32,171.7 TONS** AND ACCOUNT  
FOR **45.6%**, HIGHLIGHT FOR TOMATOES.

#### HIGHER VOLUME PRODUCTS TRADED IN APRIL 2020

	PRODUCT	VOLUME (T)	SHARE (%)
	TOMATO	8,668.4	12.3
	APPLE	4,627.7	6.6
	PAPAYA	3,763.6	5.3
	CABBAGE	3,647.0	5.2
	ORANGE	3,151.7	4.5
	BANANA	1,938.5	2.7
	LEMON	1,824.1	2.6
	PINEAPPLE	1,808.0	2.6
	WATERMELON	1,603.4	2.3
	AVOCADO	1,139.3	1.6
	OTHERS	38,431.1	54.4

Source: Ceasa, 2020.

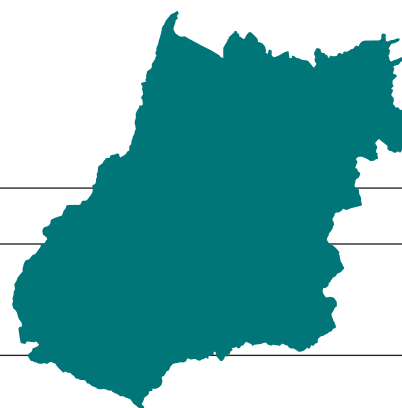


In times of health crisis, the **Brazilian Traceability Service for Bovine Production Chain (Sisbov)** proves to be even more important. This service aims to track the cattle and buffalo herd in the national territory, making it possible to monitor the animal from birth to slaughter. The system provides reports that can support decision making regarding the quality of the herd.

**IN BRAZIL,** ONLY EIGHT STATES HAVE RURAL  
PROPERTIES APPROVED BY SISBOV

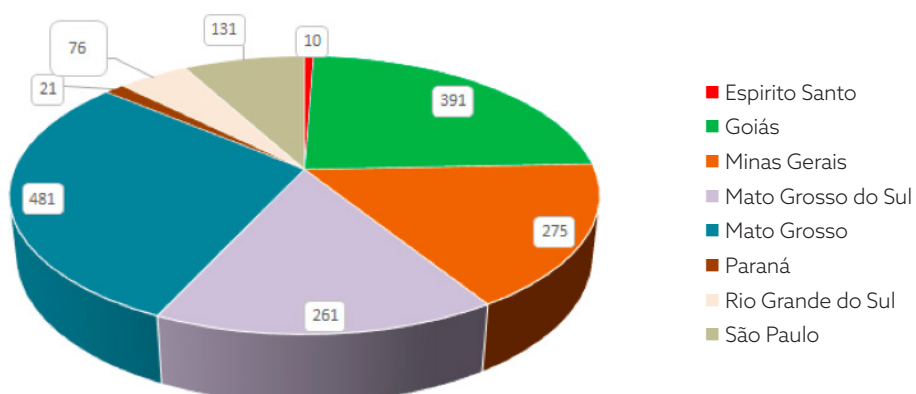
## GOIÁS

- **2nd POSITION** IN THIS RANKING
- **391** FARMS APPROVED BY SISBOV
- ACCOUNTS FOR **23.7%** OF THE NATIONAL TOTAL



**AGRODEFESA** currently has 31 Sisbov auditors, all of which are State Agricultural Inspectors with a degree in Agricultural Engineering, Veterinary Medicine or Zootechnics.

### NUMBER OF FARMERS APPROVED BY SISBOV PER STATE



Goiás also stands out for the number of cattle and buffalo registered in the National Data Base-BND/SISBOV, holding the **2nd place among the Brazilian states in number of tracked animals (live or dead), with 16,820,334 heads**, which represents 24.0% of the total in the country.

REGARDING INTERNATIONAL TRADE, THERE  
**ARE 117 MUNICIPALITIES IN GOIÁS** WITH SUITABLE FARMS FOR  
EXPORTING BEEF AND BUFFALO MEAT TO THE EUROPEAN UNION.

#### HIGHLIGHTS IN GOIÁS:

- **NOVA CRIXÁS:** 51 CERTIFIED FARMS
- **SÃO MIGUEL DO ARAGUAIA:** 22 CERTIFIED FARMS
- **MUNDO NOVO:** 18 SUITABLE FARMS
- **MOZARLÂNDIA:** 15 SUITABLE FARMS
- **RIO VERDE:** 15 SUITABLE FARMS

ACCOUNT FOR **30,9%** OF THE  
TRACKED FARMS IN GOIÁS

The municipality of **Nova Crixás**, which has the largest certified herd in Goiás, holds the **13th** place in Brazil, ratifying, along with **São Miguel do Araguaia, Mundo Novo and Mozarlândia**, the vocation and competence for beef cattle farming in the northwest of Goiás, contributing to the social and economic development of the region.

JANUARY TO MAY<sup>1</sup> - 2020**22,816**

ASSISTANCE SERVICES

**7,127**

ASSISTED FARMERS

**136**

EVENTS

**1,848**

PARTICIPANTS

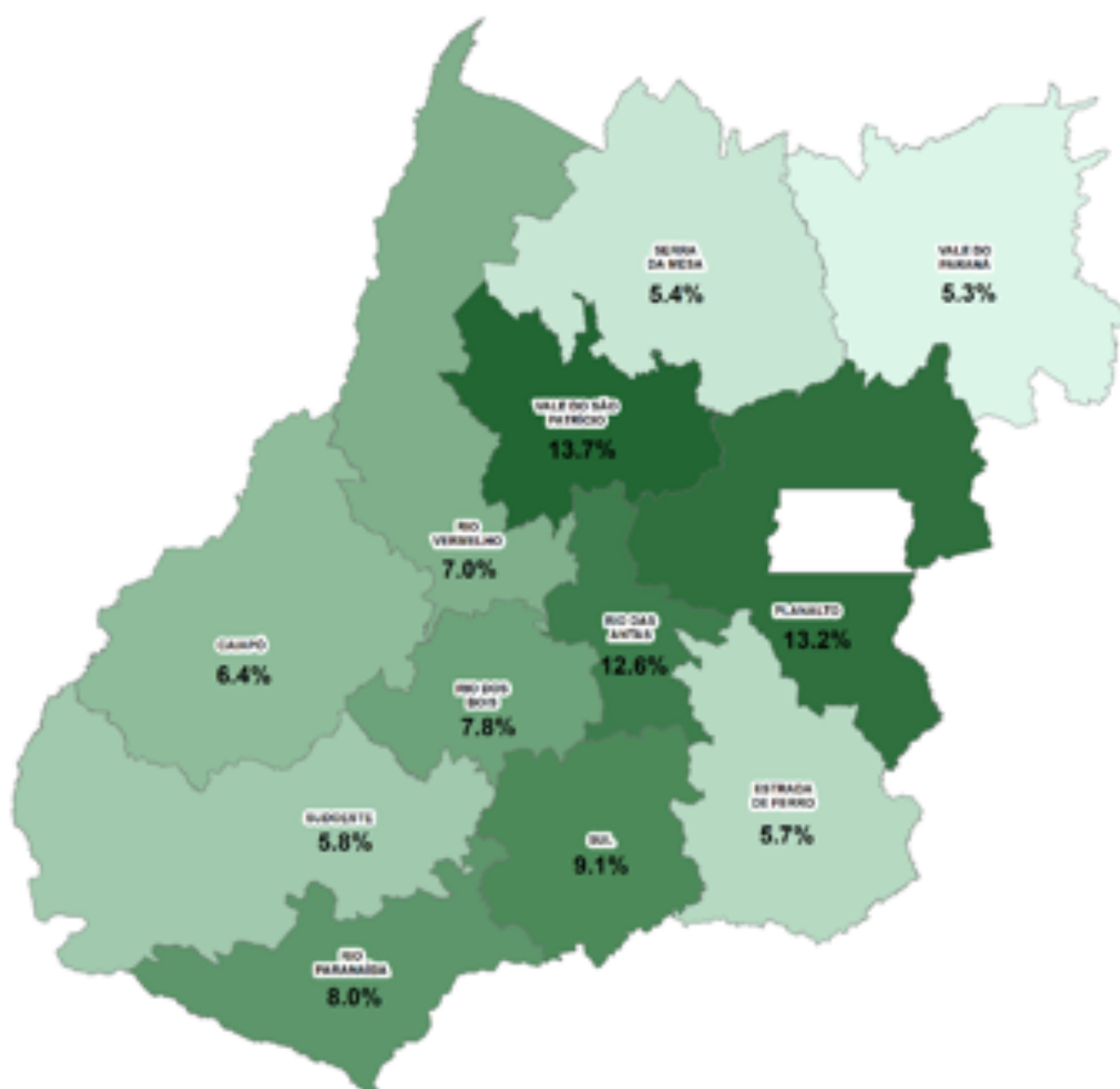
**723**

CONTRACTS

**R\$ 75,043,768.12**

IN CONTRACTS

## GOIÁS: EMATER PLANNING REGION — ASSISTANCE SERVICES (%)





**SEAPA**  
Secretaria de  
Estado de  
Agricultura,  
Pecuária e  
Abastecimento



**AGRO  
DEFESA**

Agência Goiana de Defesa Agropecuária



**EMATER**

AGÊNCIA GOIANA DE ASSISTÊNCIA TÉCNICA,  
EXTENSÃO RURAL E PESQUISA AGROPECUÁRIA



**CEASA-GO**

Centrais de Abastecimento de Goiás S/A

W W W . A G R I C U L T U R A . G O . G O V . B R

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