# WRITING SAMPLES

# DATA STORYTELLING

# **Morgan Mansour**

www.morganmansour.com post@morganmansour.com

# **CONTEXT**

Industry reports covering statistical data, market forecasts, and trends for a mostly B2B audience. Written between September 2019 and July 2020 at Statista GmbH.

# NOTE:

\* I have included links to the web addresses where these four samples were originally published, as well as to the statistics referenced in each text.

Please note that the current content of these sites may differ from the texts below as they have been updated in the time since I wrote them.

U.S. crude oil prices: West Texas Intermediate 2014-2020

### 206764

# Archived from May 2020:

https://web.archive.org/web/20200509094240/https://www.statista.com/statistics/206764/forecast-for-west-texas-intermediate-crude-oil-prices/

### Introduction

In 2020, the price of West Texas Intermediate (WTI) crude oil is expected to reach 59.25 U.S. dollars per barrel, a slight increase from the year before. Also known as Texas light sweet, WTI has both low density ("light") and low sulfur content ("sweet"), especially compared to other benchmark crude oils.

#### What are benchmark crudes?

West Texas Intermediate is often used as a price reference point called a benchmark (or "marker") crude. This category includes <u>Brent crude</u> from the North Sea, Dubai Crude as well as blends in the OPEC Reference Basket. WTI, Brent, and the OPEC Basket have tended to trade closely, but since 2011, UK Brent has been selling at a <u>higher spot price</u> than WTI, largely due to increased oil production in the United States.

## What causes price volatility?

In 2008, the <u>average price of WTI</u> peaked during the global financial crisis before dropping significantly in the next year. The prices of WTI followed a similar pattern when they surged in the years leading up to 2014, and then abruptly fell again. Between 2008 and 2014, the U.S. oil industry developed more economically viable methods to extract <u>shale oil</u> domestically, creating an oversupply known as the 2010s oil glut

### OPEC reference basket - oil price 2016-2040

292424

#### October 2020

https://web.archive.org/web/20201007193824/https://www.statista.com/statistics/282785/opecs-oil-price-assumptions-via-reference-basket/

### Introduction

In 2040, the nominal price of the OPEC reference basket oil is expected to reach 155 U.S. dollars. The nominal price is an unadjusted number and does not take elements such as inflation, seasonality, loan fees, interest compounding into account.

# Prices rising and recovering

The "real price" (in 2015 U.S. dollars) of oils in the <u>OPEC reference basket</u> is projected to more than double from 2016 to 2040. While the <u>average annual OPEC crude oil price</u> was at the lowest point in over a decade in 2016 and had room to recover, real 2015 prices are not expected to reach the high levels of the early 2010s over the next twenty years.

## **Turbulence in the 2010s**

As oil prices fluctuated heavily during the 2008 financial crisis, the United States sought to decrease reliance on <u>imports from OPEC countries</u> and invested in domestic oil production to keep up with high demand at lower cost. The subsequent development of hydraulic fracturing enabled extraction of shale oil in the United States and brought a <u>surge in production</u>, causing a global oversupply by 2014, known as the 2010s oil glut.

### Chevron's revenue 2008-2018

269079

May 2020

https://web.archive.org/web/20200527050956/https://www.statista.com/statistics/269079/revenue-of-chevron/

### Introduction

In 2018, Chevron Corporation's revenue totaled 158.9 billion U.S. dollars. The California-based multinational company's revenue has been increasing since 2016 after a decade of heavy fluctuations.

# **Post-Recession price swings**

From 2011 to 2016, Chevron's revenue decreased by more than half. At its highest in 2008, revenue peaked before taking a significant drop the next year. The company has never fully recovered pre-recession revenue levels, despite what seemed like a strong rebound from 2009 to 2011. Prices reached the lowest point of the decade in 2016 in the wake of the 2010s oil glut, caused by the <u>rapid rise of the shale industry</u>.

## Oversupply & shale oil development

After the 2008 financial crisis, Chevron increased its <u>production of oil and natural gas</u> by implementing horizontal drilling and hydraulic fracturing to access shale and tight reserves both domestically in the United States, as well as abroad in Argentina. As production soared, a surplus of crude oil further destabilized the prices that had been rising since the recession and precipitated a decline in Chevron's revenue. In recent years, the company has sought to divest regional interests in Nigeria and South Africa to focus on its U.S. shale output.

# Soybean in Brazil

6401

#### December 2020

https://web.archive.org/web/20201229121930/https://www.statista.com/topics/6401/soybean-in-brazil/

Soybean is a globally recognized staple in Chinese food, the first country to ever cultivate this oilseed. In fact, evidence of soybean domestication in China dates to before the existence of written records. Centuries later, however, Brazil – the biggest Latin American country in both surface area and population – stands as the <u>largest soybean producer</u> in the world, surpassing former leader U.S. in the first months of 2020.

The oilseed is by far the most important crop cultivated in Brazil, accounting for more than one third of the national <u>agricultural production value</u> in 2018. In just under a decade, the <u>area planted with soybean</u> in the Latin American country increased by over 50 percent, recently reaching more than 35 million hectares. Production has been highest in the Central-West region. The expansion of Brazilian soybean production, however, comes with increasing environmental concerns, as the ever-growing need for arable land leads to <u>deforestation</u>, especially in the Amazon region.

In addition to its leading position in production, Brazil also ranked in recent years as the largest exporter of soybeans worldwide China is by far the most important country of destination for Brazilian soybean exports, accounting for nearly 80 percent of the country's export value in 2019. Exports of soybean from Brazil to China reached record values in 2018, as trade wars between the Asian country and the United States intensified, leading the Trump administration to impose a tariff on soybean exports that year. The higher cost of U.S. soybeans caused the Chinese market to raise its imports from Brazil.

Along with the foreign market, a rising domestic consumption has also contributed to the growth in soybean cultivation in Brazil. The <u>Brazilian industrial sector's consumption of soybean oil</u> has consistently increased in the past decade, primarily because of its use as the main feedstock for biodiesel production in the country. With the <u>mandated biodiesel blend rate</u> for commercialized diesel fuel in Brazil rising to 12 percent in 2020, the increasing demand for soybean oil in the Brazilian fuel sector can be expected to continue.