

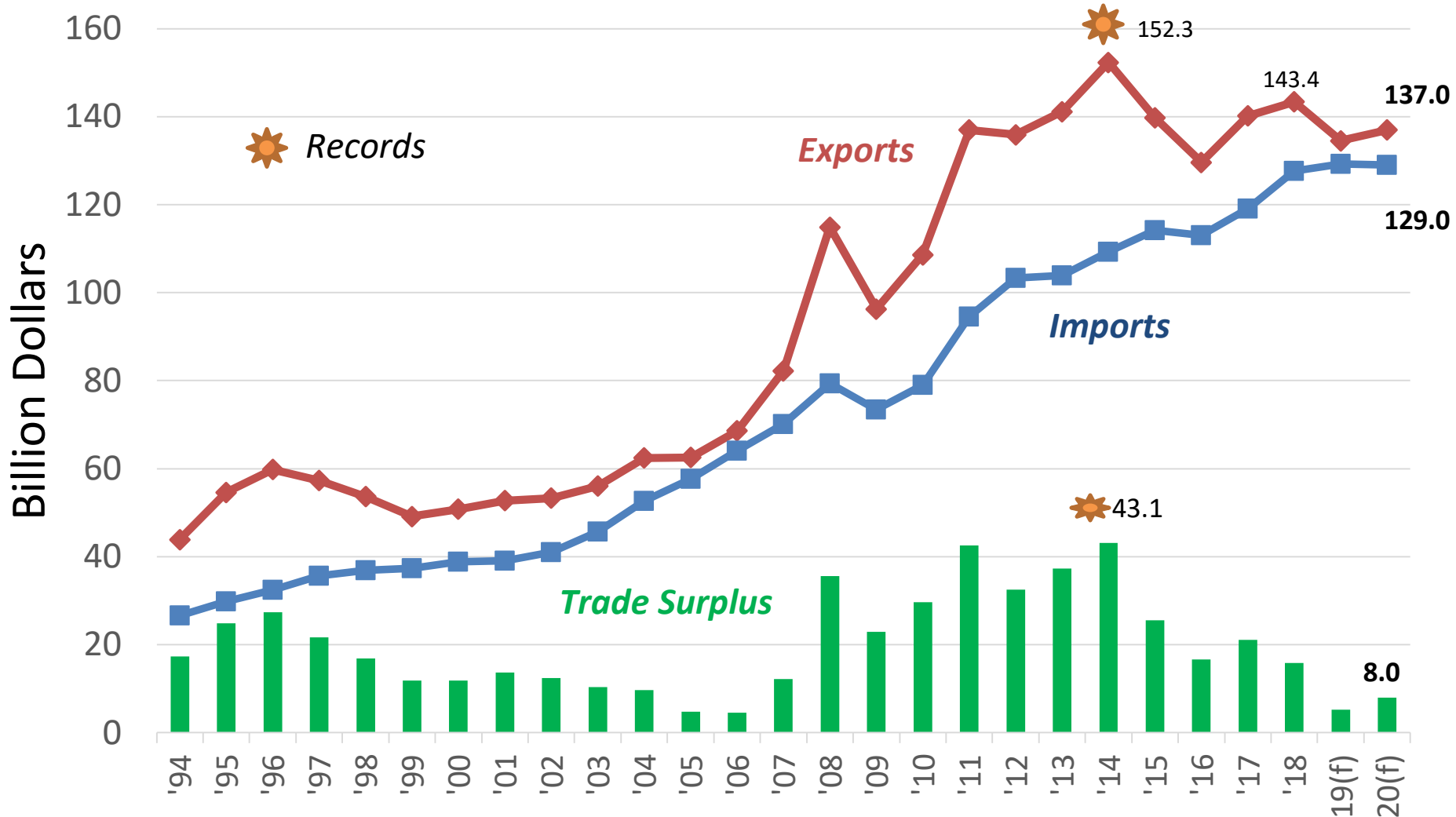


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Agricultural
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Key Data Points on Trade and Agriculture

December 7, 2019

U.S. Agricultural Trade Situation



Source: USDA FAS Global Agricultural Trade System, FATUS

Fiscal Year

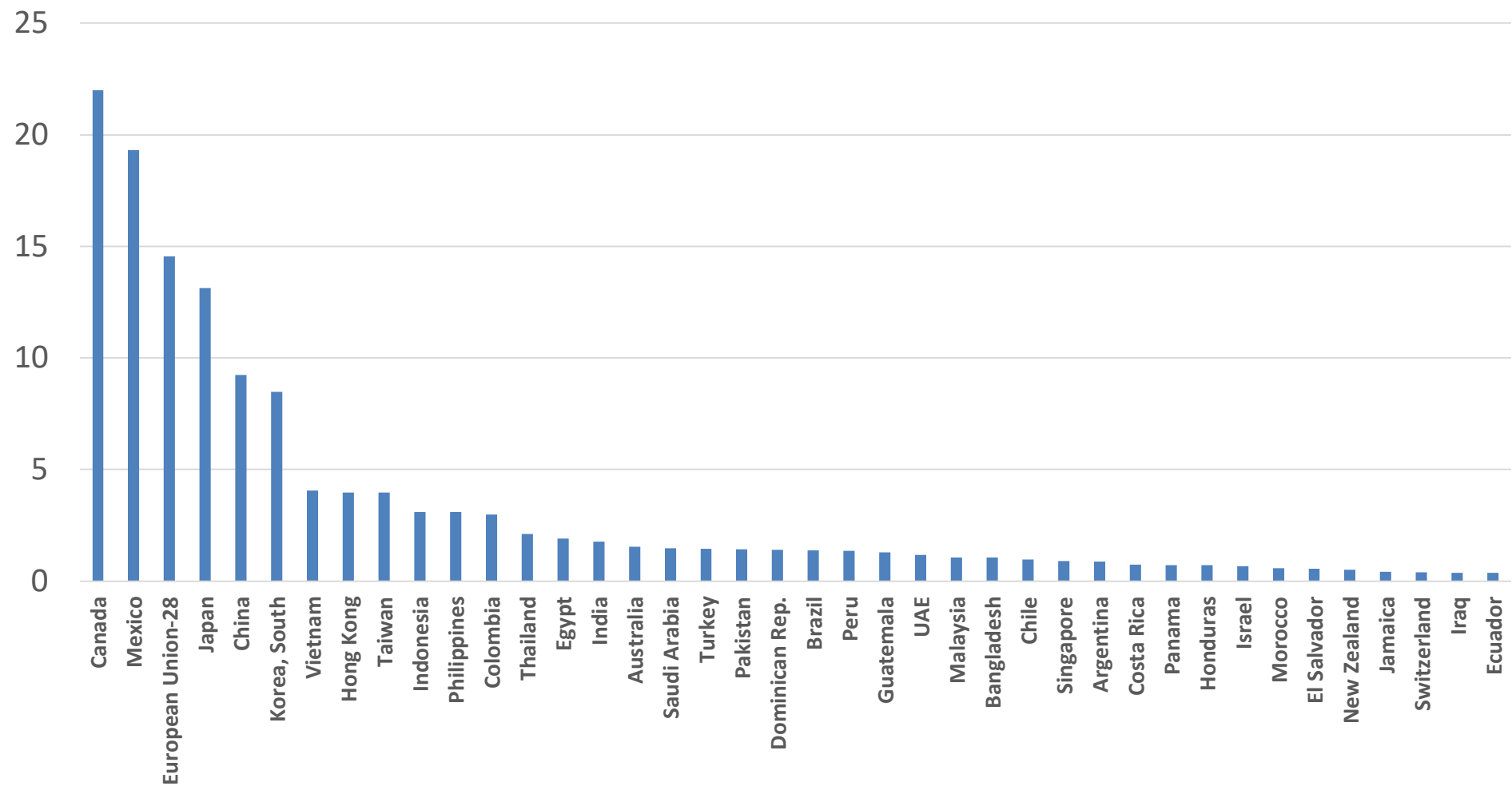
United States Department of Agriculture
Foreign Agricultural Service



A Classic “long tail distribution”

Almost 30 markets over \$1 billion in Ag Exports

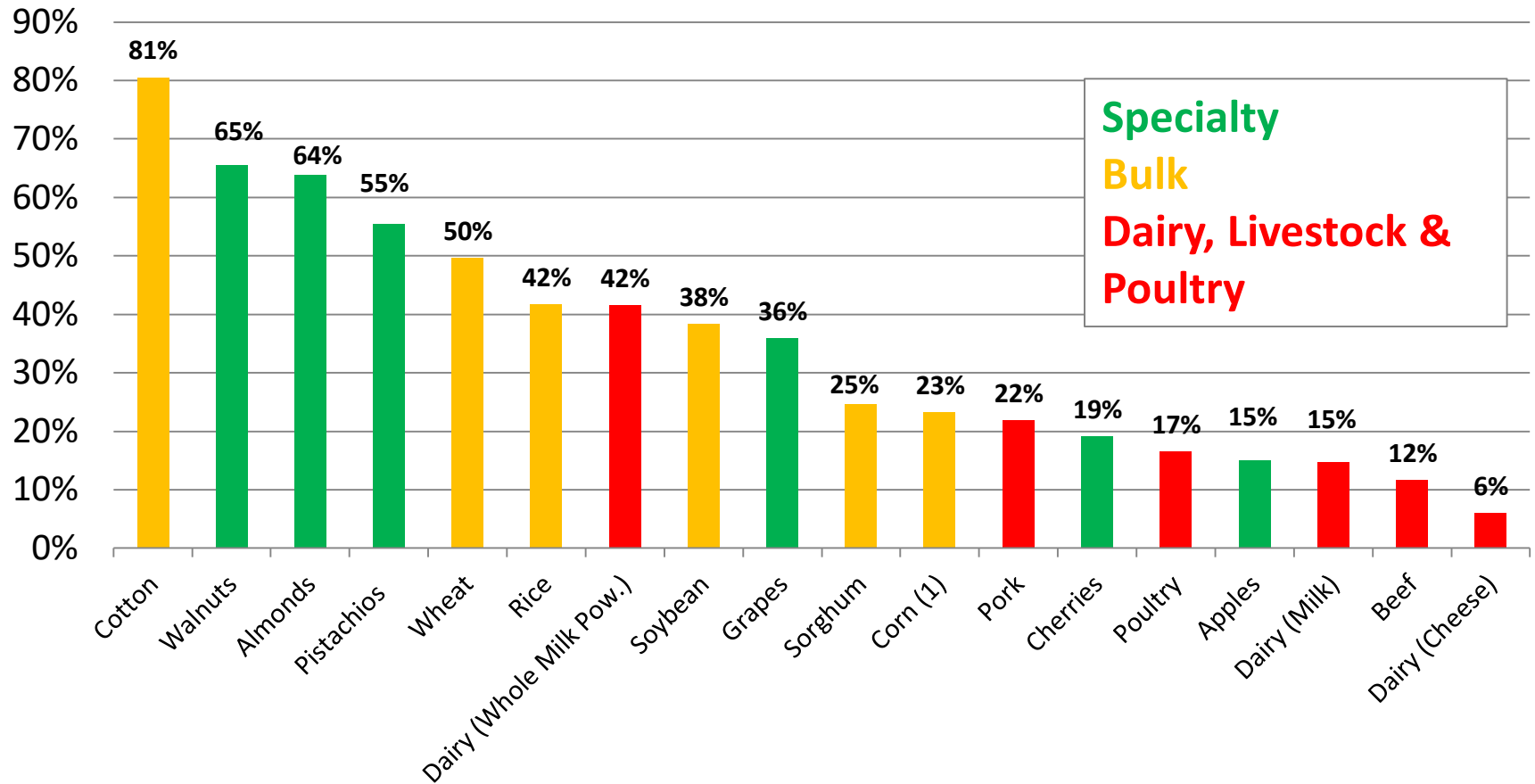
U.S. Ag Exports 2018, \$Billion



Export or Shrink

More than 20% of U.S. Ag Production is Exported

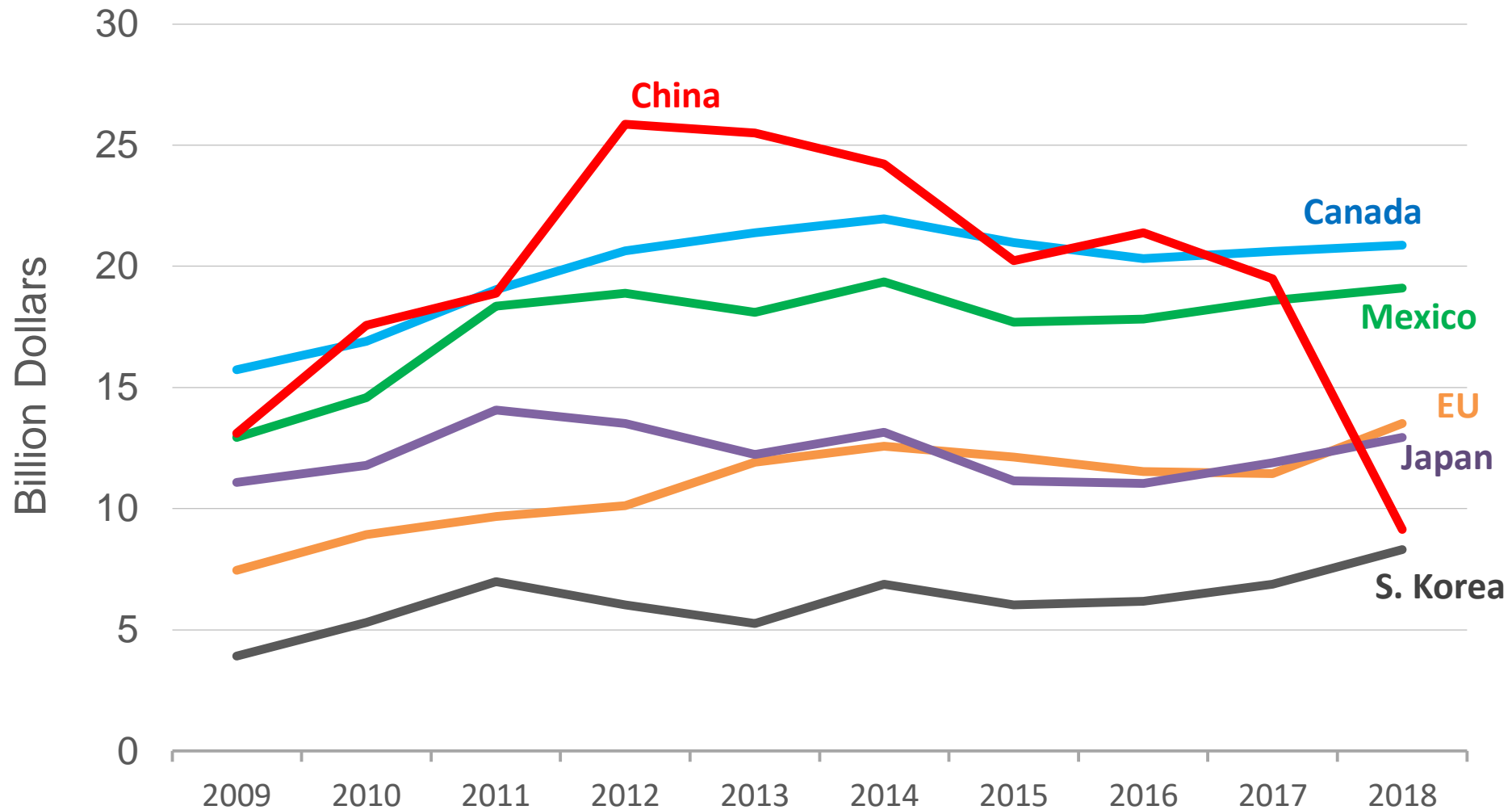
Exports are a critical source of income for a wide range of ag products (2018/19).



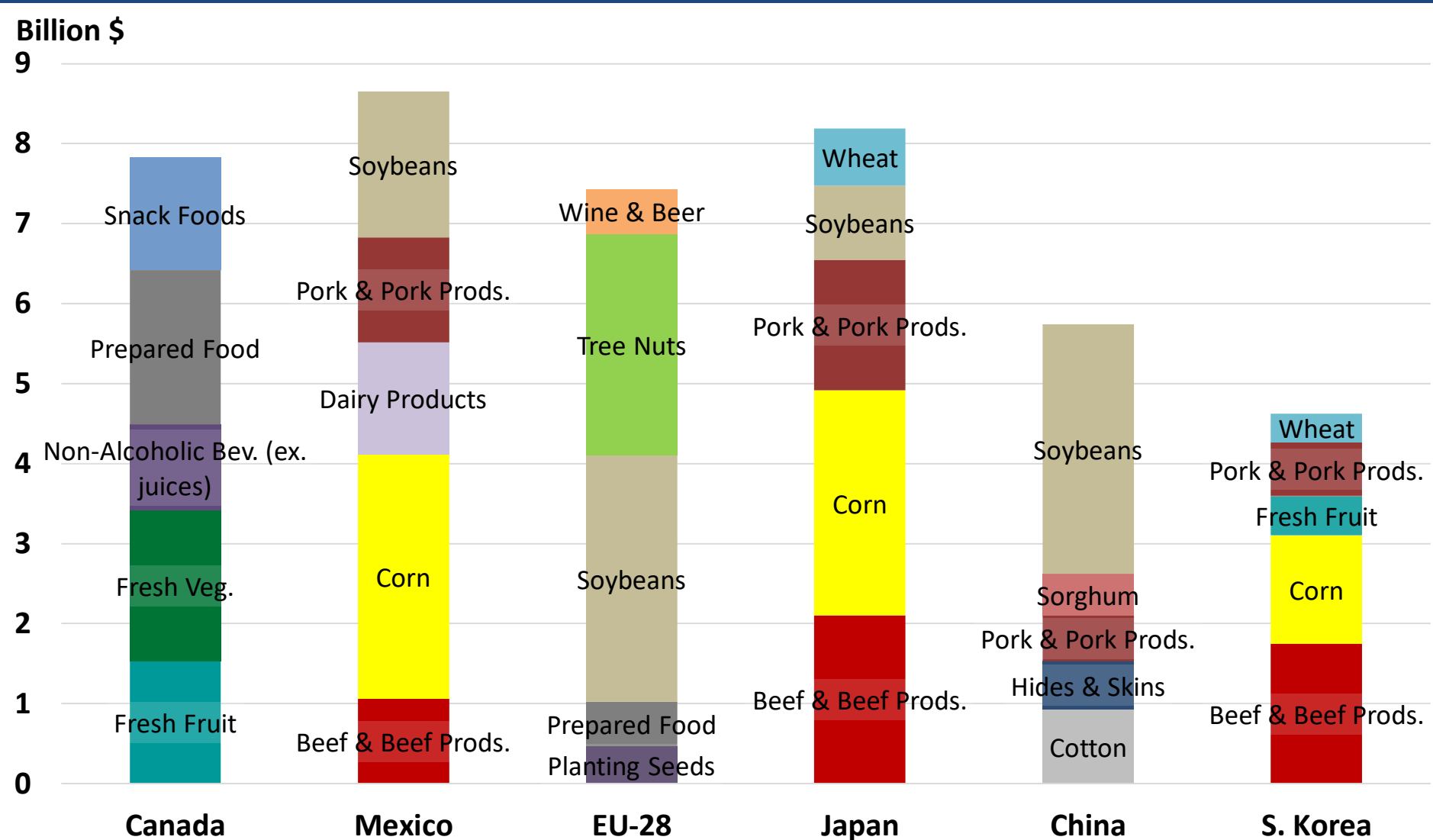
Source: USDA/FAS/PSD database, marketing year data; U.S. Dairy Export Council

(1) Corn & corn embedded in ethanol, DDGS, and HFCS exports

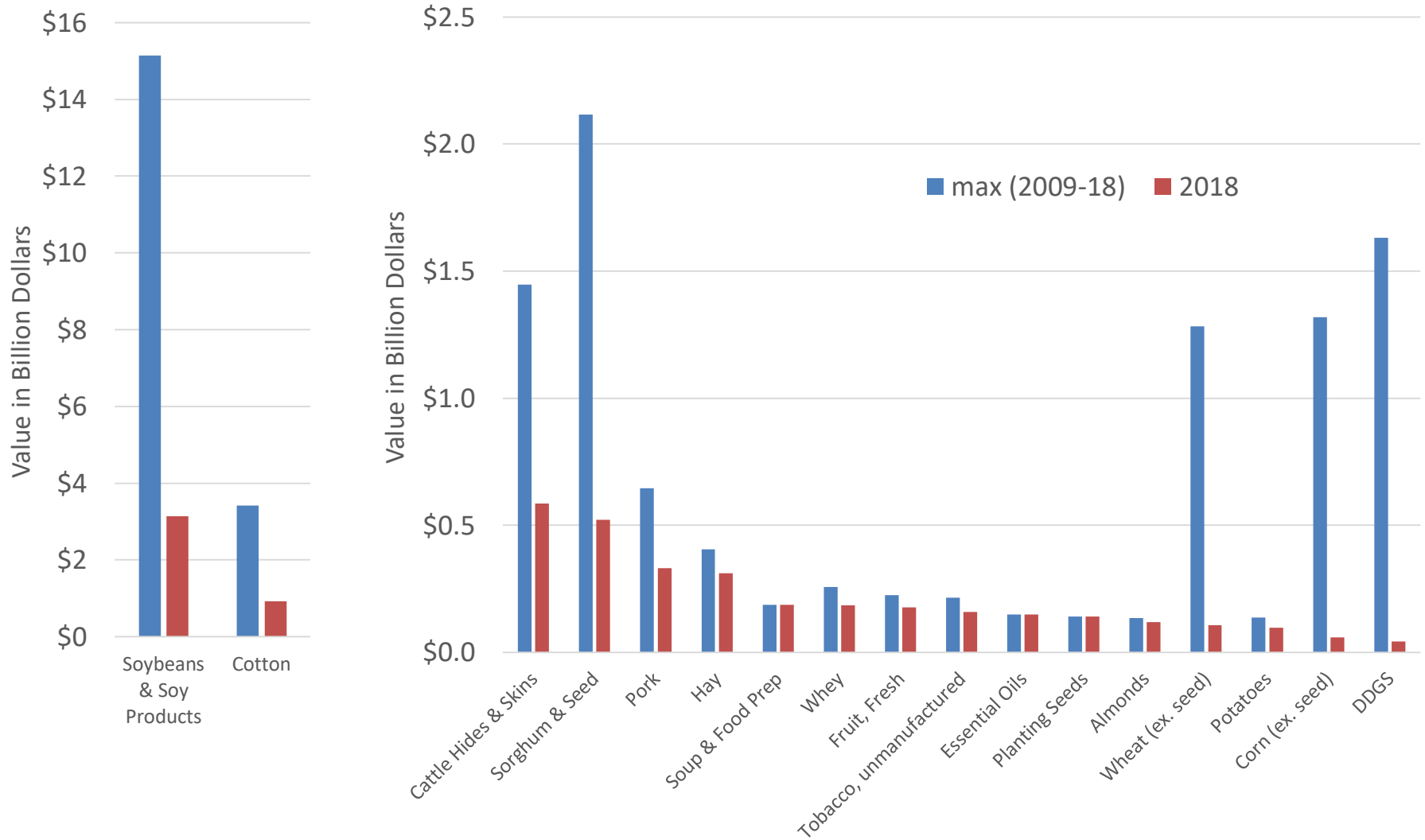
Top 6 Export Markets Account for 60% of Total US Ag Exports



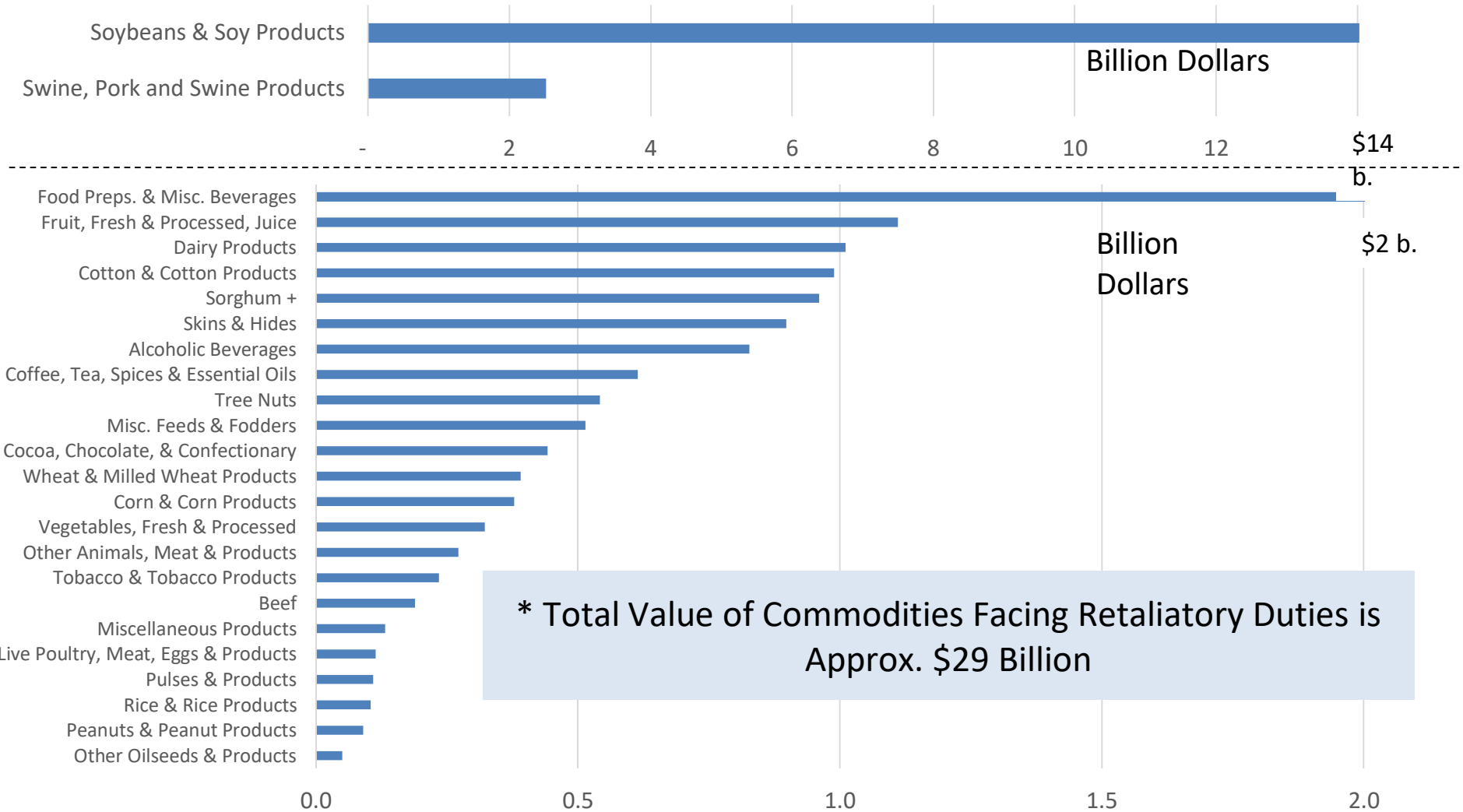
Top 5 Agricultural Exports to our Top 6 Export Markets, 2018



U.S. Ag Exports to China



U.S. Agricultural Commodities Facing Retaliation

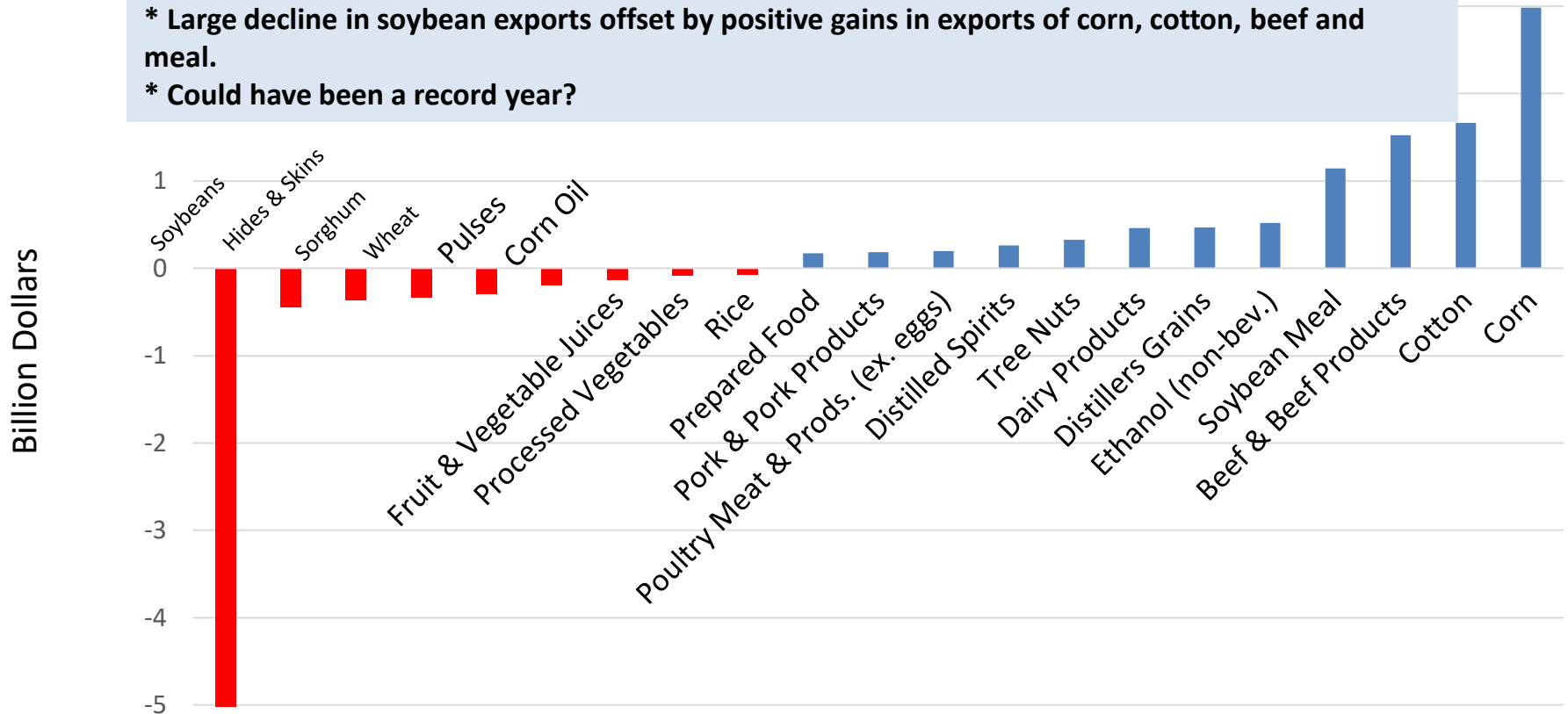


Change In U.S. Exports

2018 vs. 2016-2017 Average

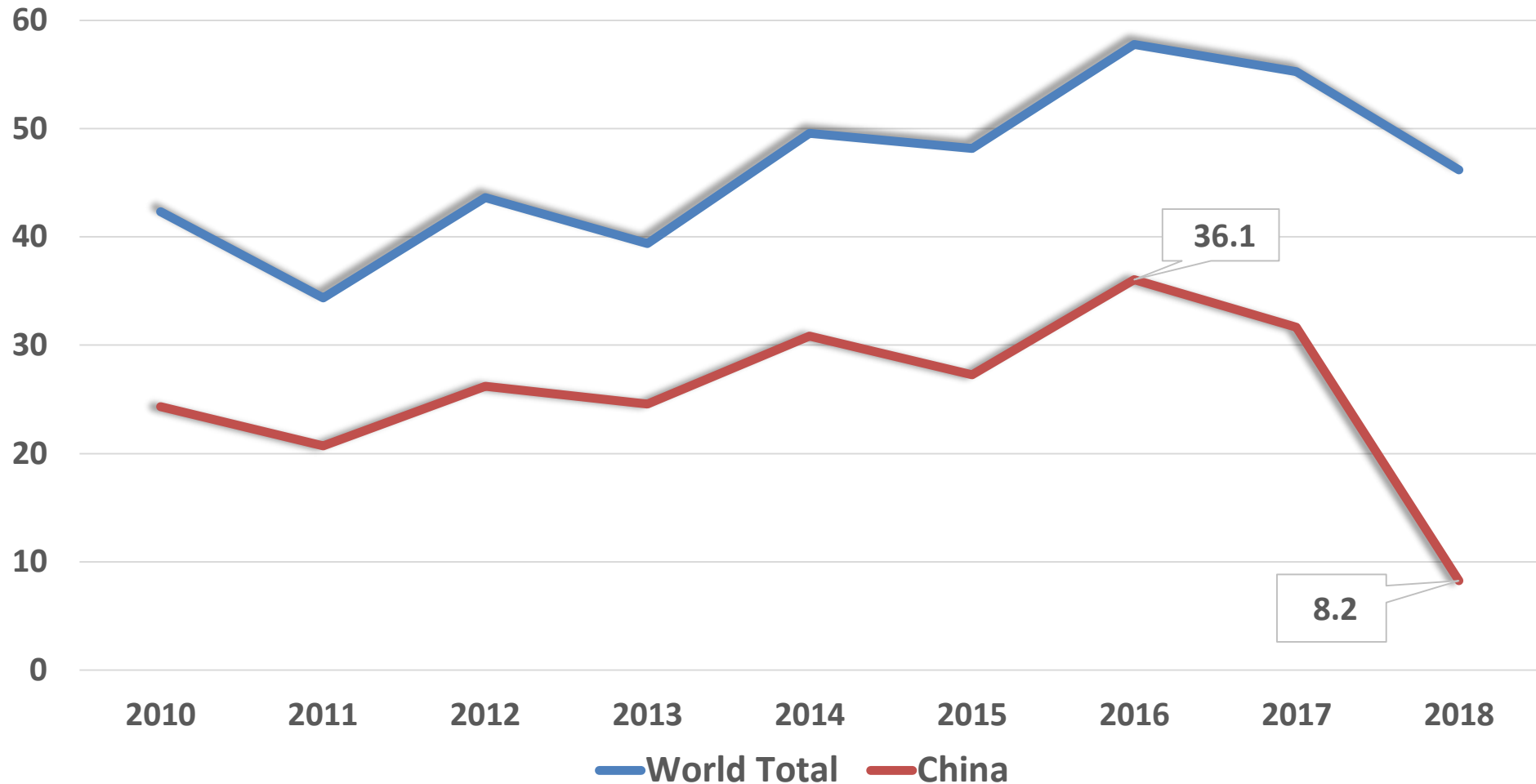
* Large decline in soybean exports offset by positive gains in exports of corn, cotton, beef and meal.

* Could have been a record year?



U.S. Soybean Exports to China Plunge, Partially Offset by Increased Shipments to Alternate Markets

Million Metric Tons



Current Engagements Around the World

- China
- USMCA
- Japan
- Europe
- UK