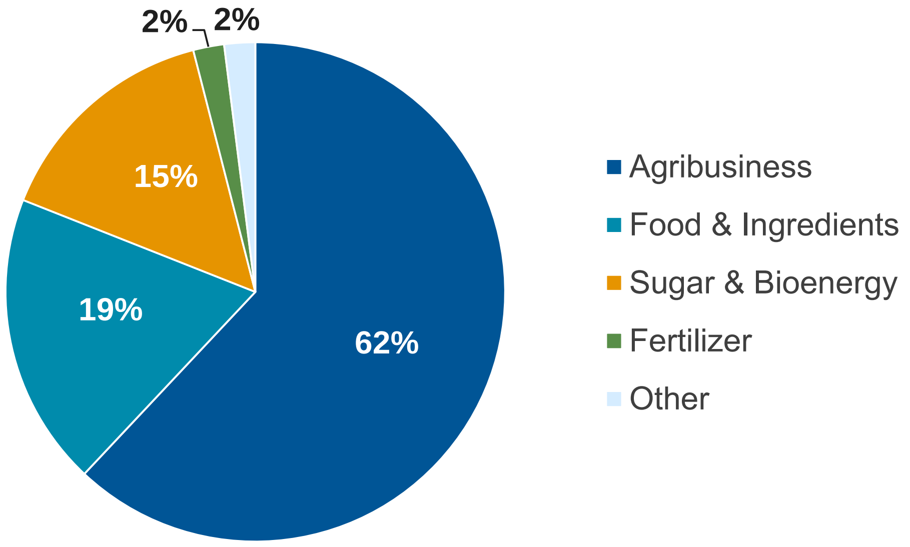
Mississippi Valley Trade & Transport Council

FEB 2019

Who We Are

Bunge Today

Average Invested Capital



NET SALES	EMPLOYEES
$46 B	~32,000

FACILITIES	COUNTRIES
~400	~40+

AGRIBUSINESS

- A global leader in oilseed processing
- A global leader in grain and oilseed origination and marketing

FOOD & INGREDIENTS

- Global B2B oils leader with full line of product solutions
- Leading corn and wheat miller in the Americas
- World-class innovation and applications capabilities

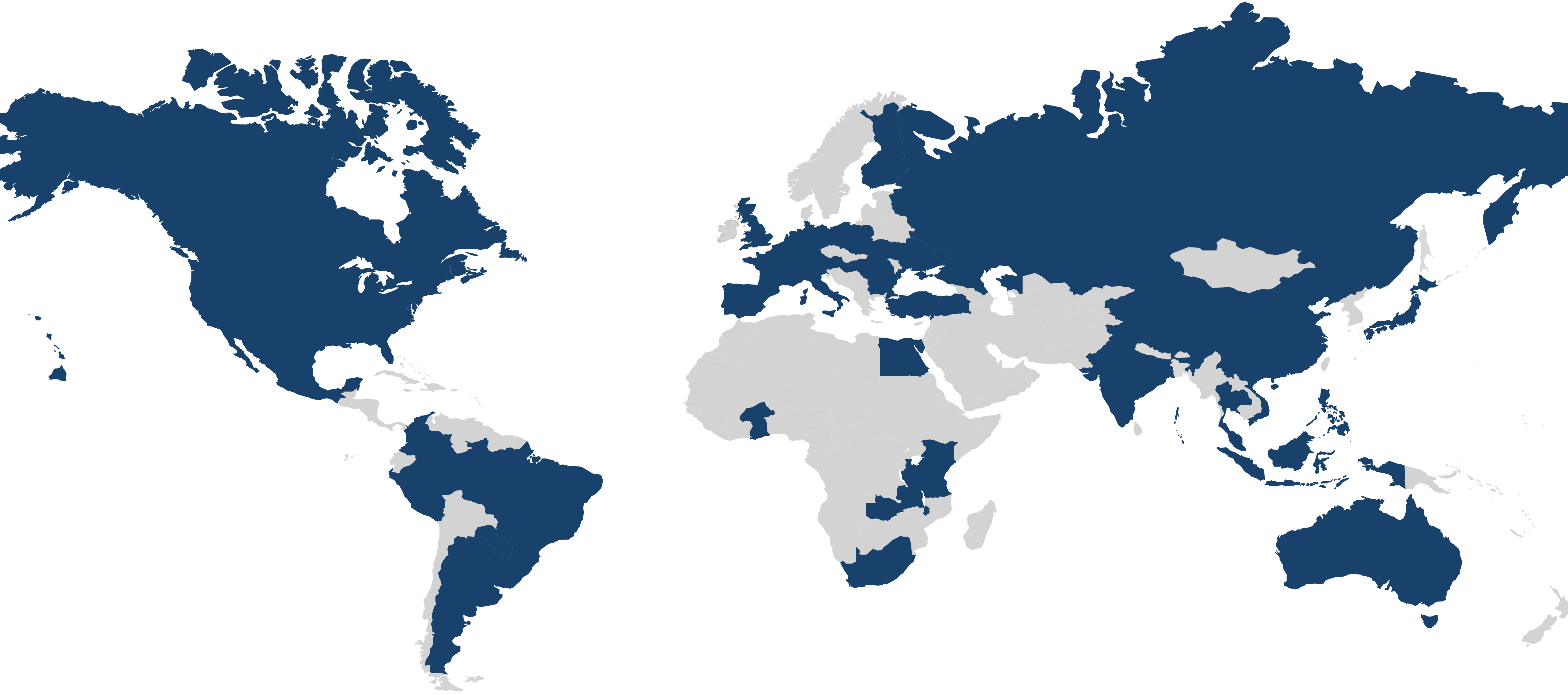
SUGAR & BIOENERGY

- 21 mmt sugarcane milling capacity producing sugar, ethanol and electricity
- Leader in global trade and distribution

FERTILIZER

- Fertilizer production and sales in Argentina
- Fertilizer port operations in Brazil

Balanced Global Presence



Bunge North America

EMPLOYEES	FACILITIES
~4,400	~100

COUNTRIES
Canada, Mexico, U.S.

AGRIBUSINESS

- Leading handler of soybeans, corn, wheat, sorghum, canola and rice
- Ports in New Orleans, Longview and Quebec City
- Leading integrated processor in N.A.

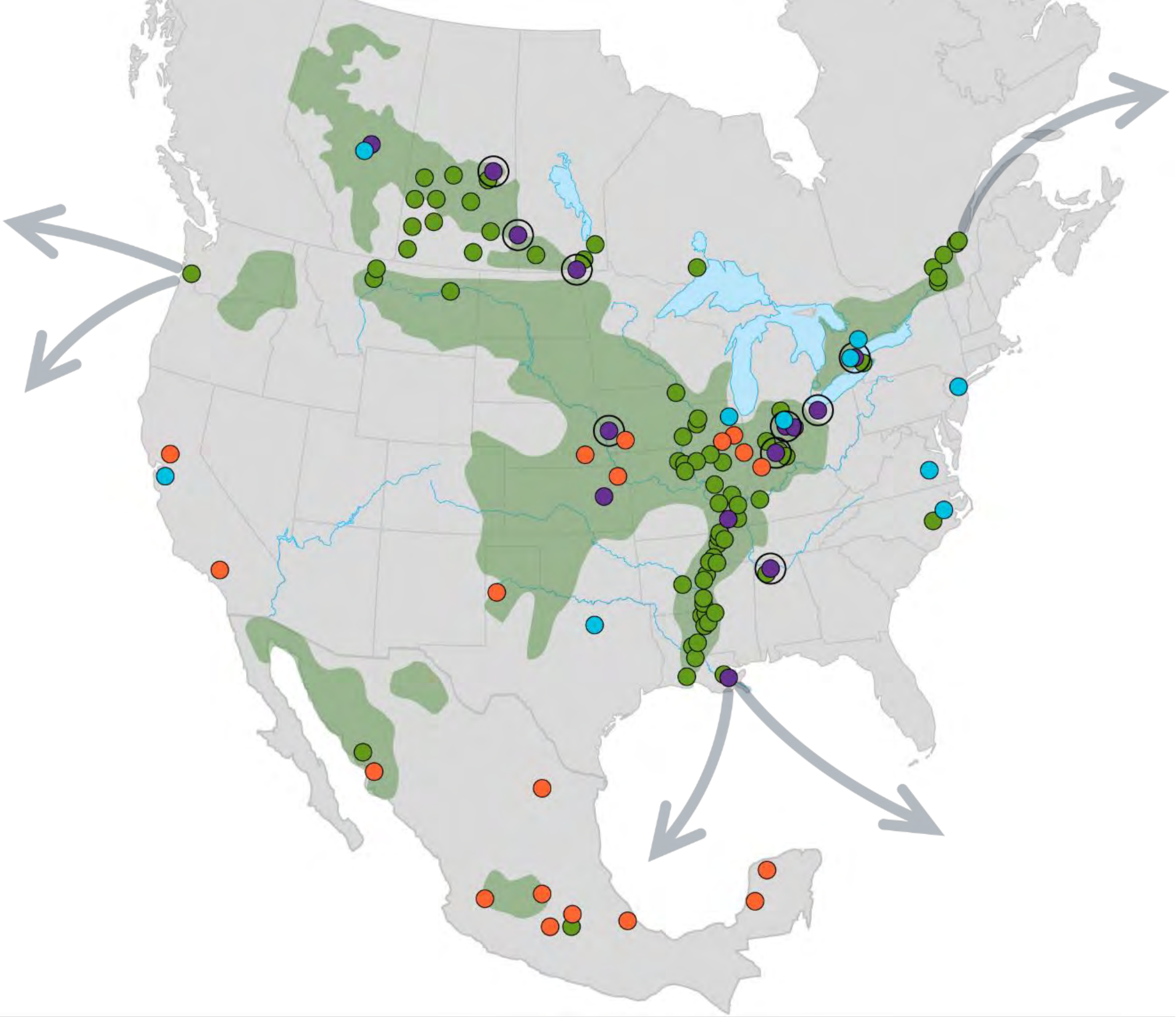
FOOD & INGREDIENTS

- Leading supplier of full line of oil and milled product solutions to foodservice & manufacturers
- Largest corn dry miller
- Mexico wheat miller
- Strong product innovation

SUGAR & BIOENERGY

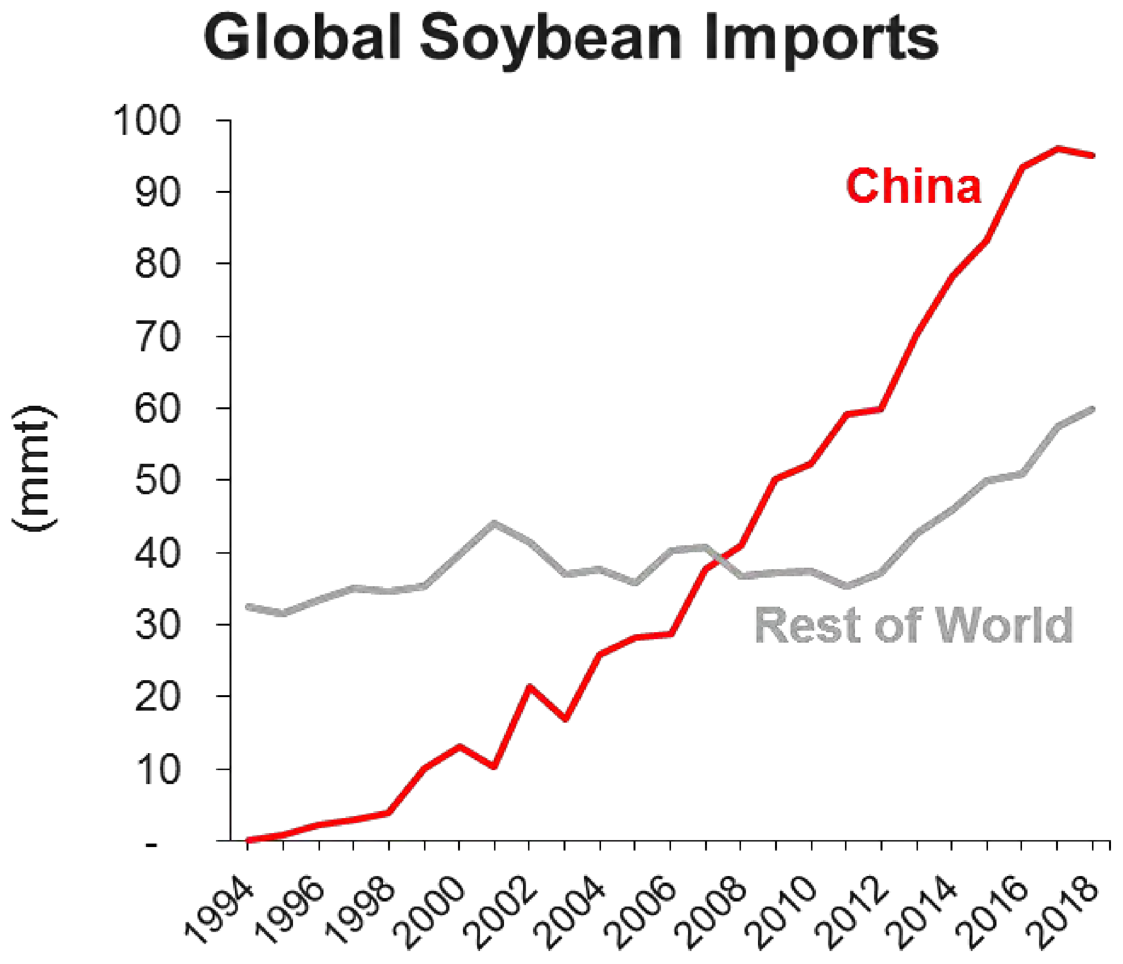
- Investor in an ethanol facility in Iowa
- Key merchant of ethanol/biodiesel
- Strong participant in U.S.-Brazil flows

North America



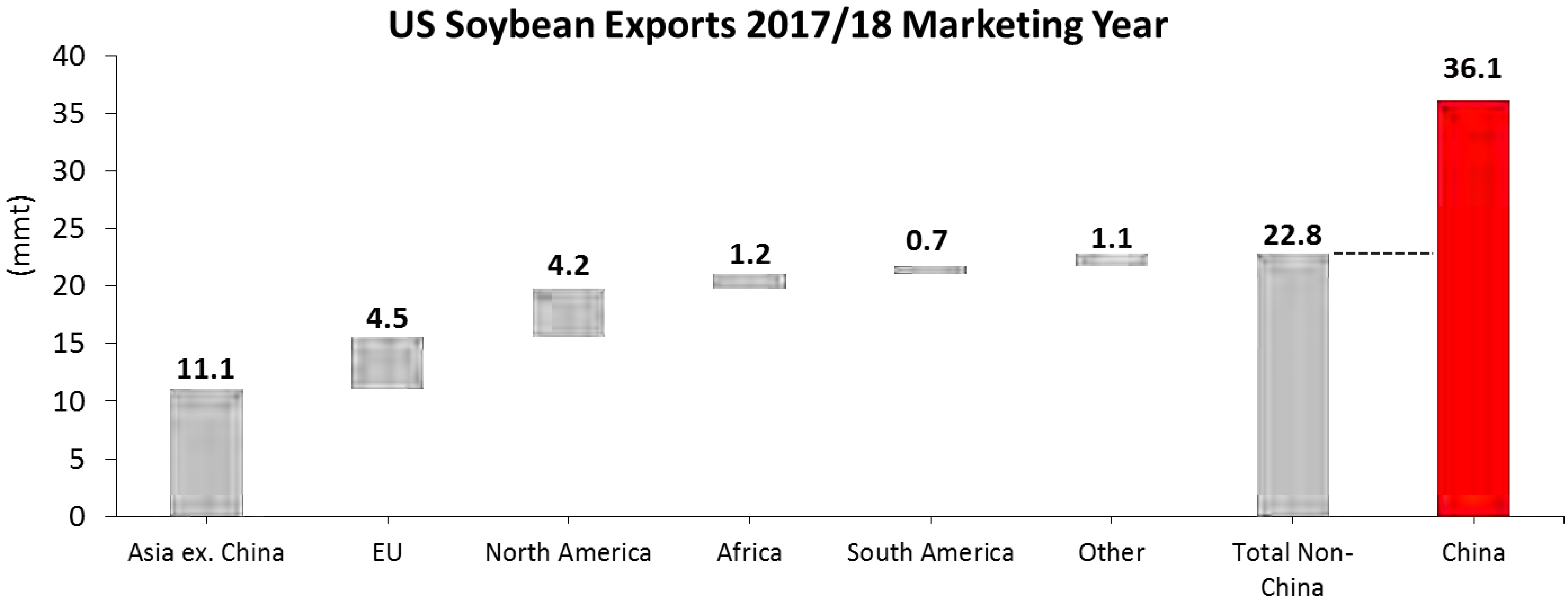
Trade War

China has been the engine of soybean growth over 25 years – now >60% of global trade



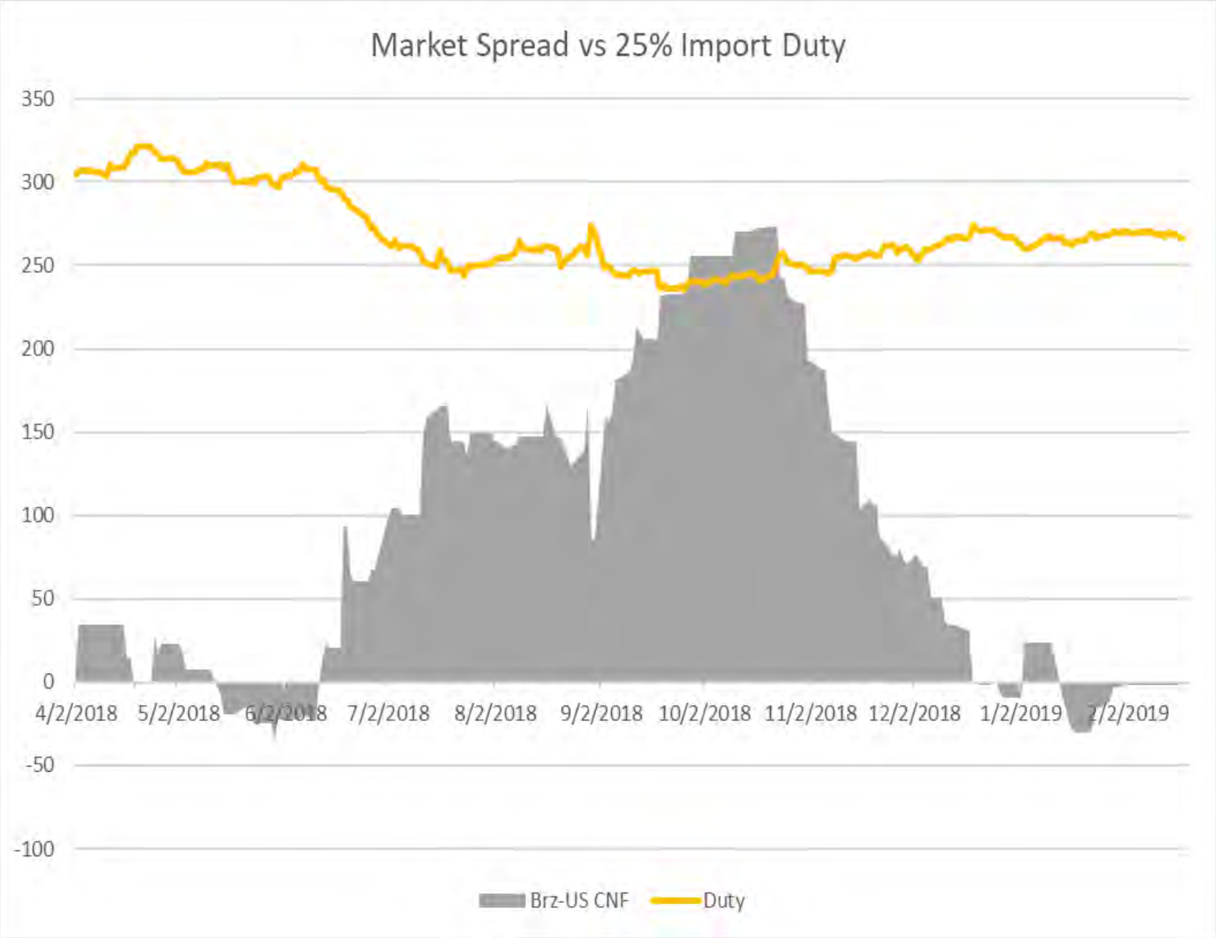
Source: USDA Production, Supply, and Distribution database

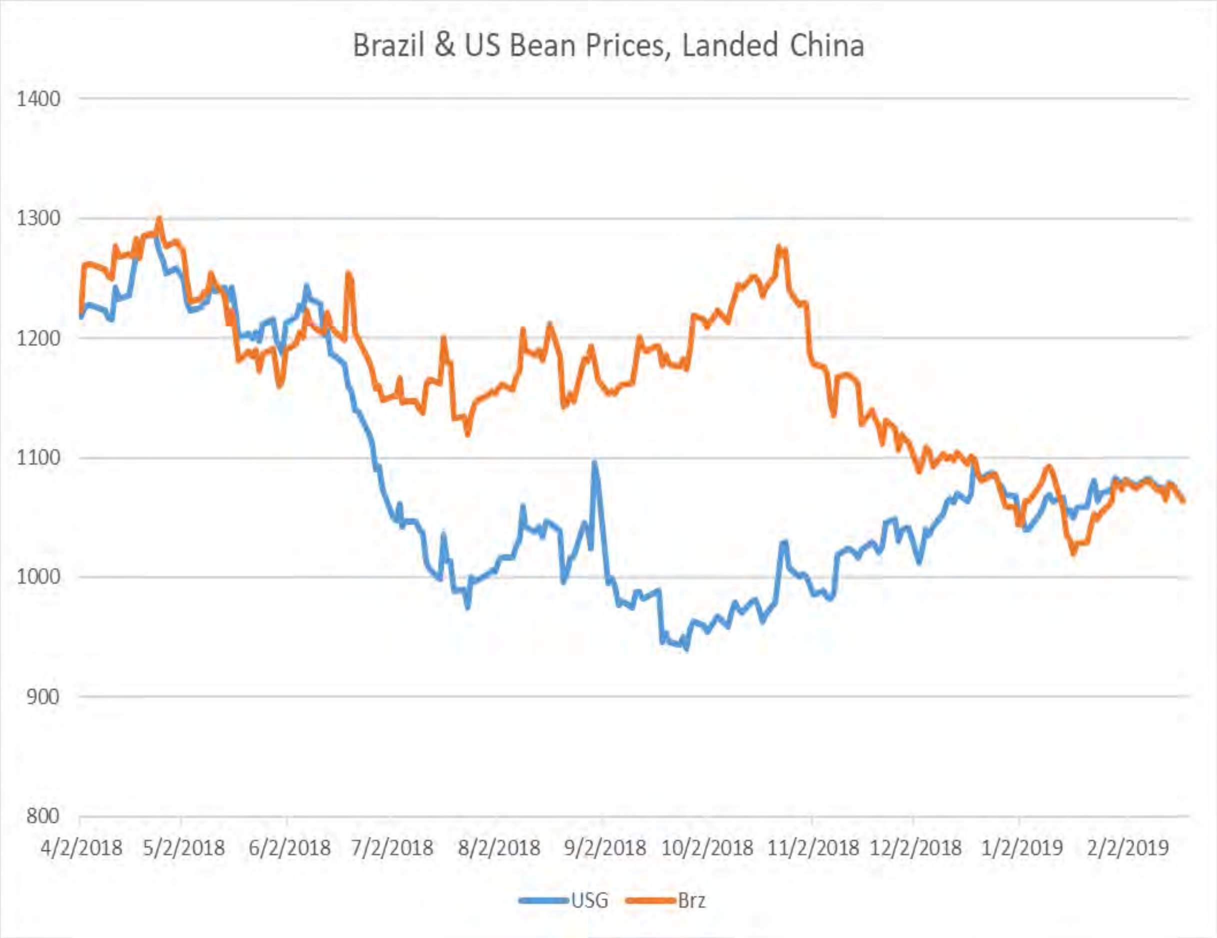
China has accounted for a steady 60% of US exports the past 5 years



Source: Global Agricultural Trade System

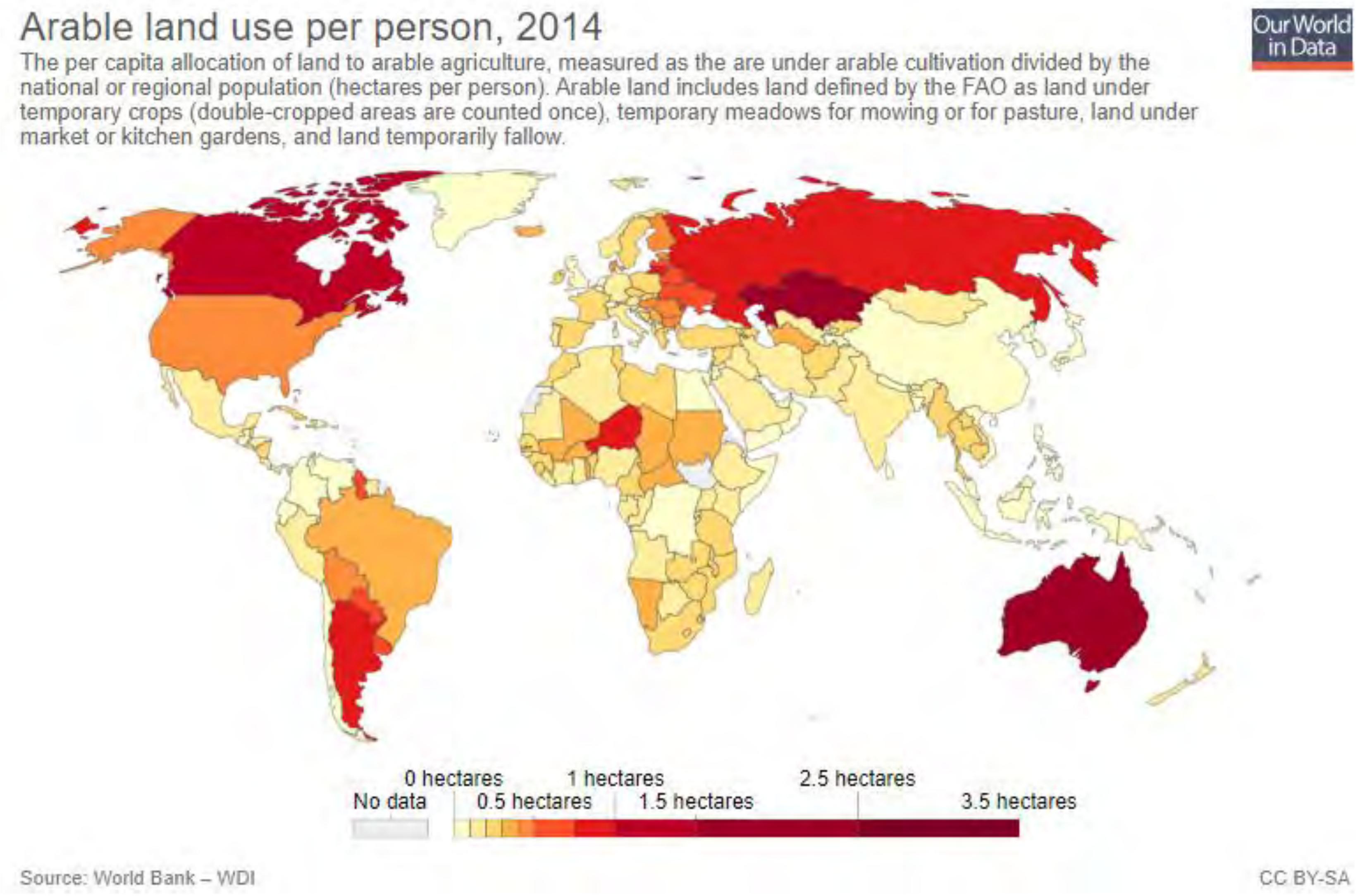
Market Prices Have Been In Turmoil





BUNGE 200

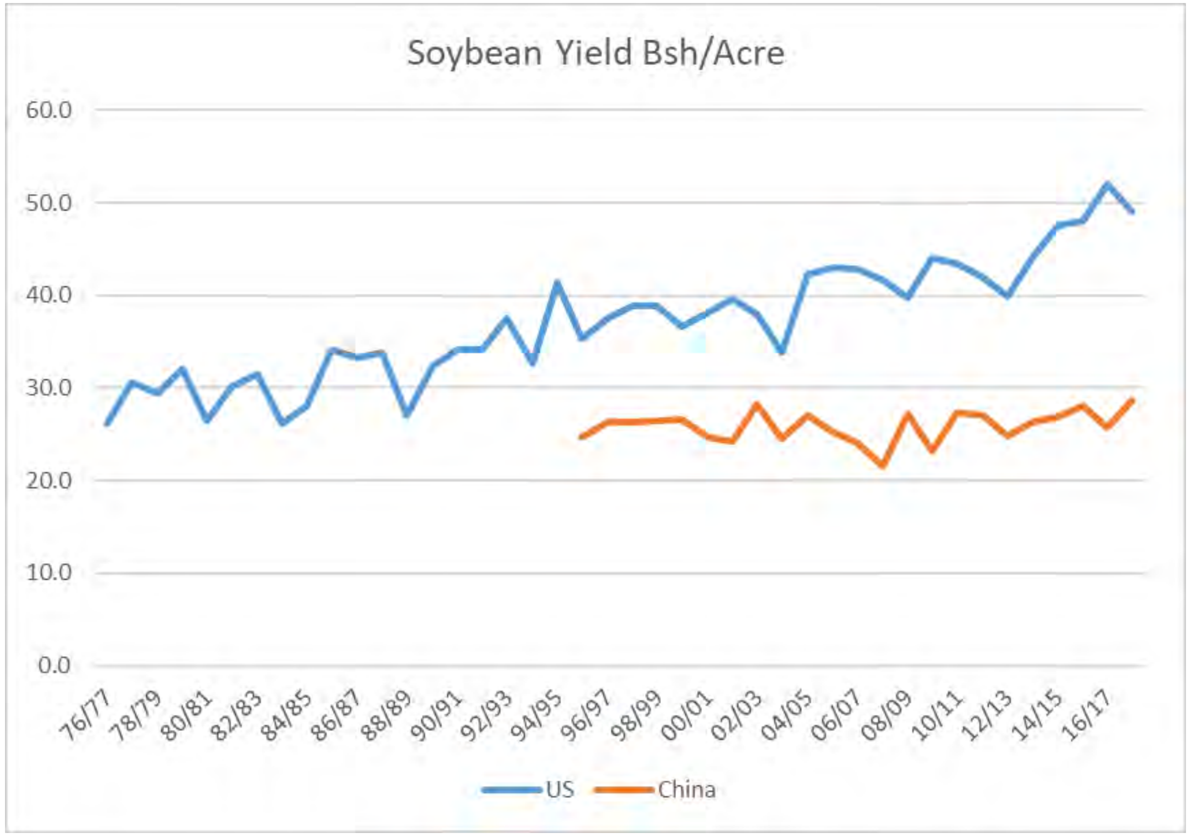
China Likely Still Needs to Rely On Others

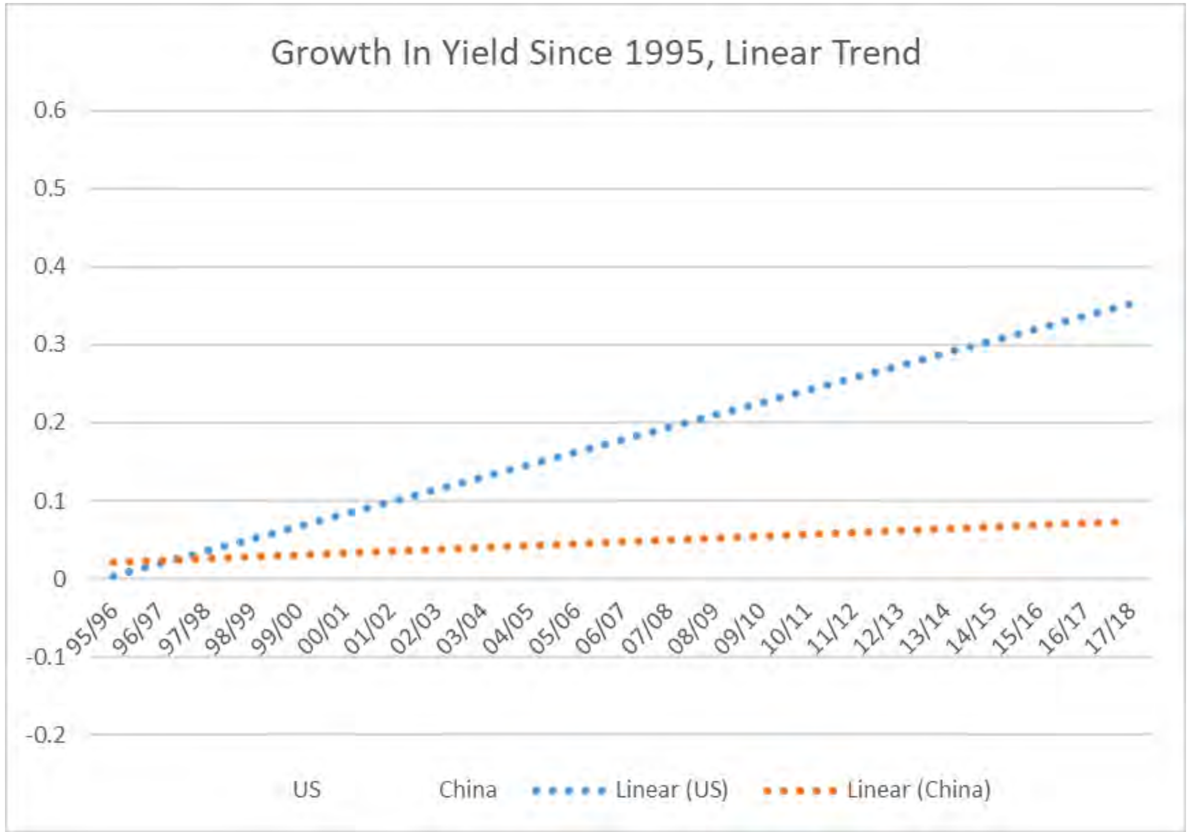


Source: World Bank

BUNGE 200

China vs US yields

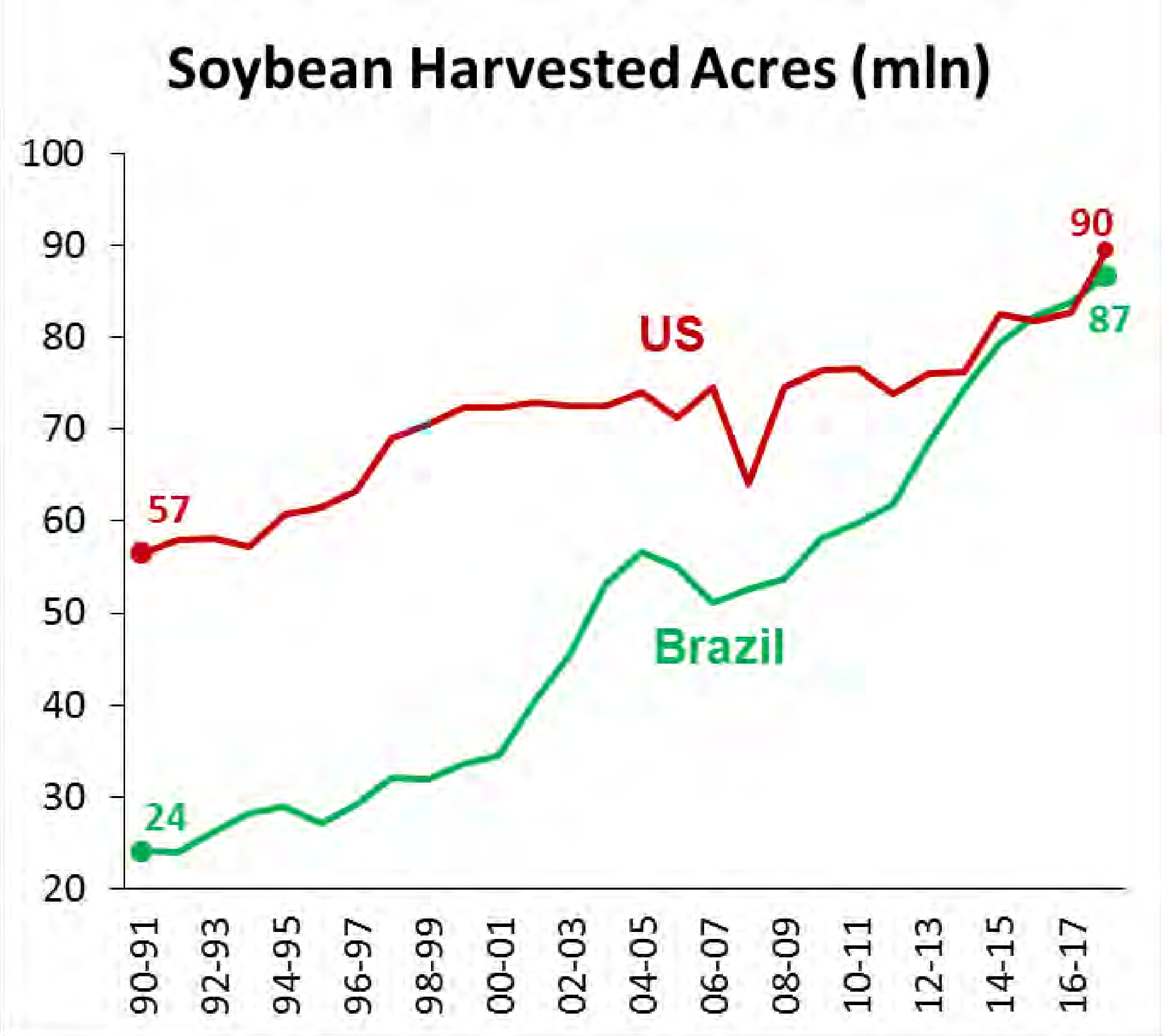


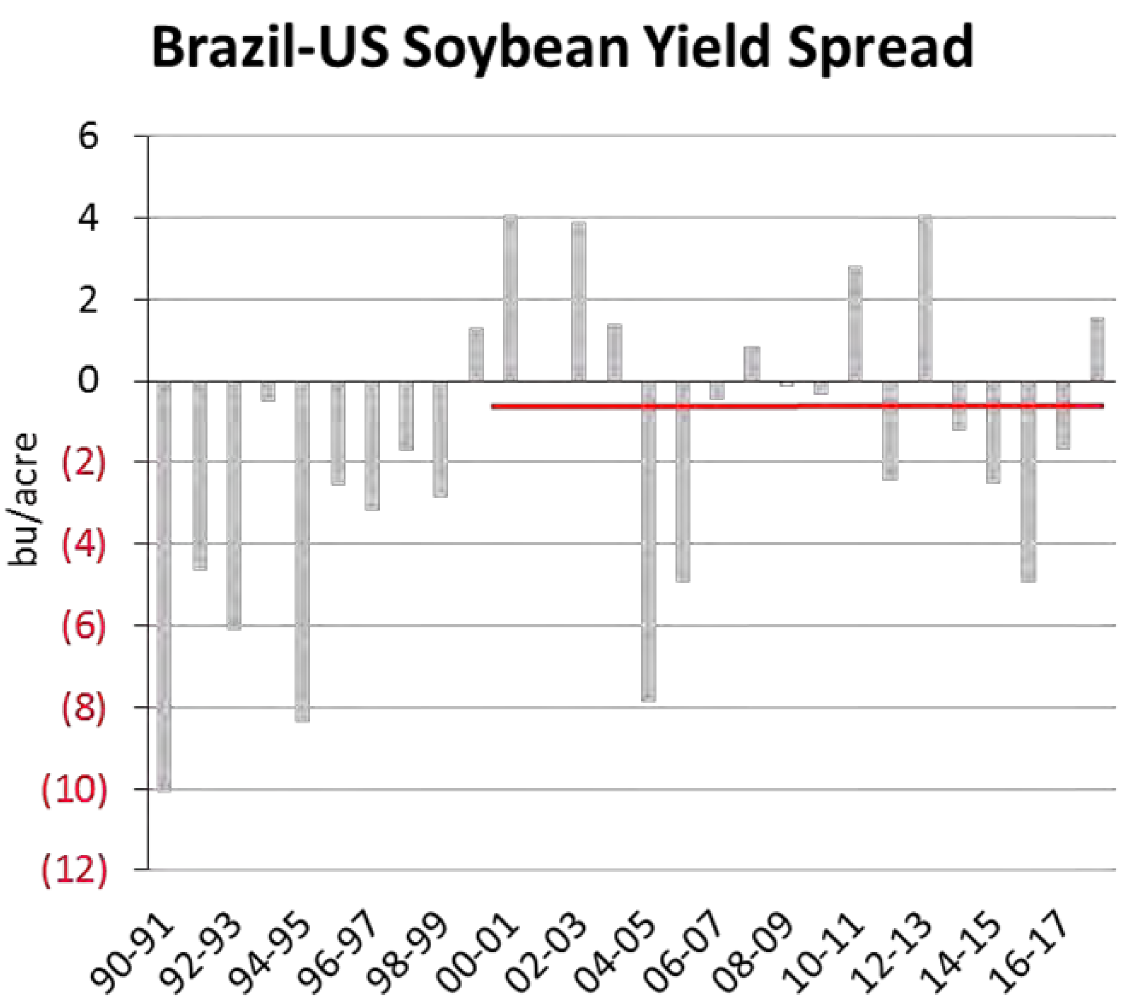


If China matched US soy yields, it would account for 10 mmt more production

Source: USDA

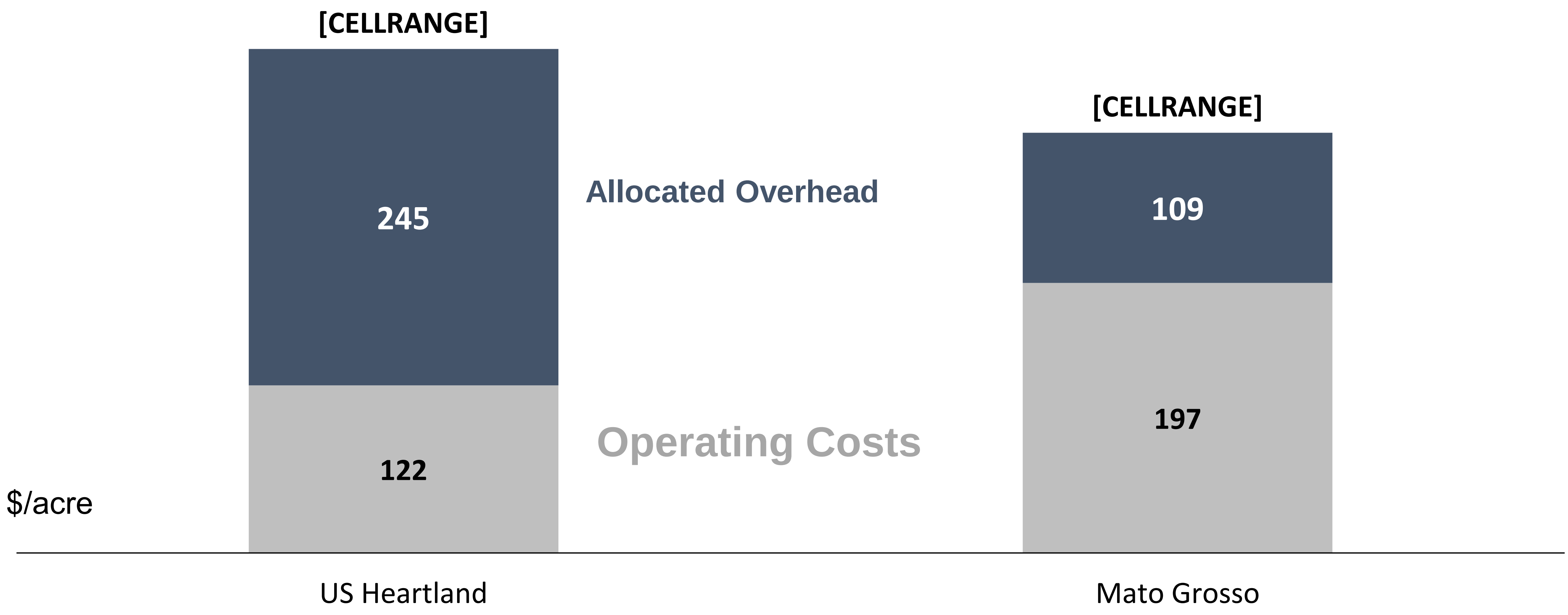
Brazil is closing the gap with the US





Source: USDA

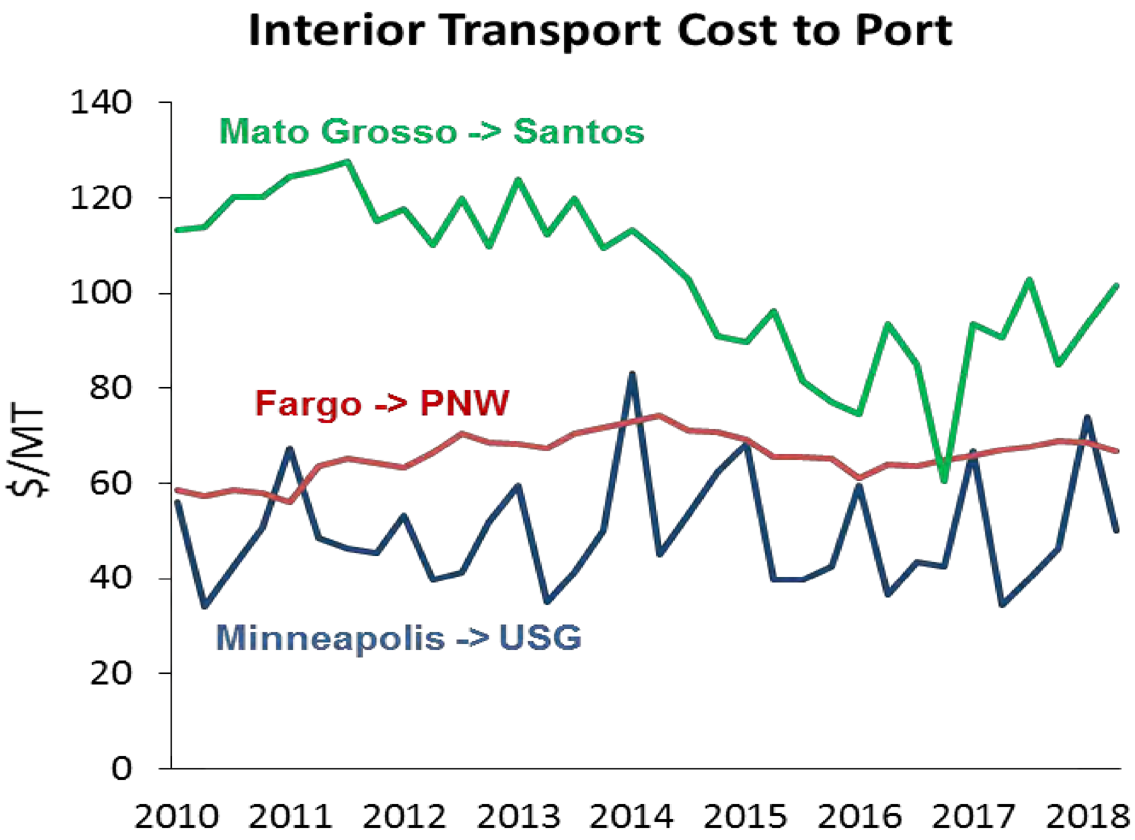
Mato Grosso has cheaper soybean cost of production, primarily due to cheaper land

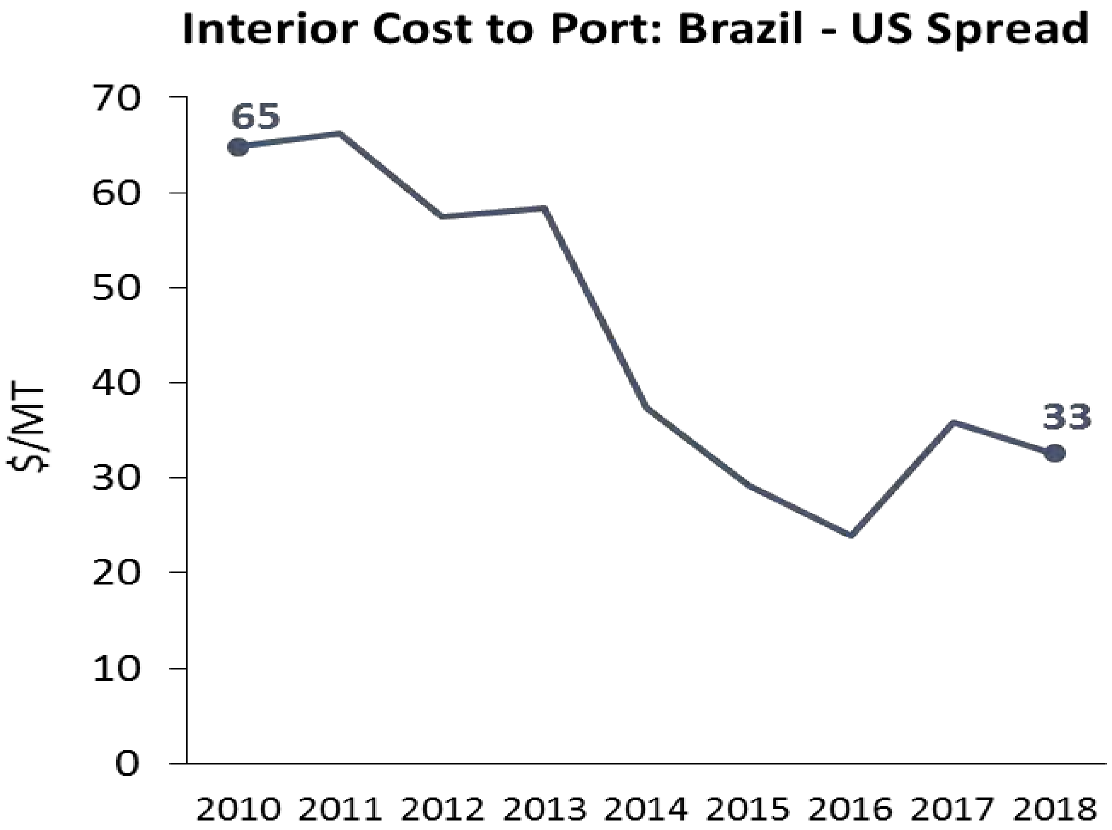


Source: USDA

BUNGE 200

Brazilian interior has become more competitive with US as cost to truck beans to port have come down





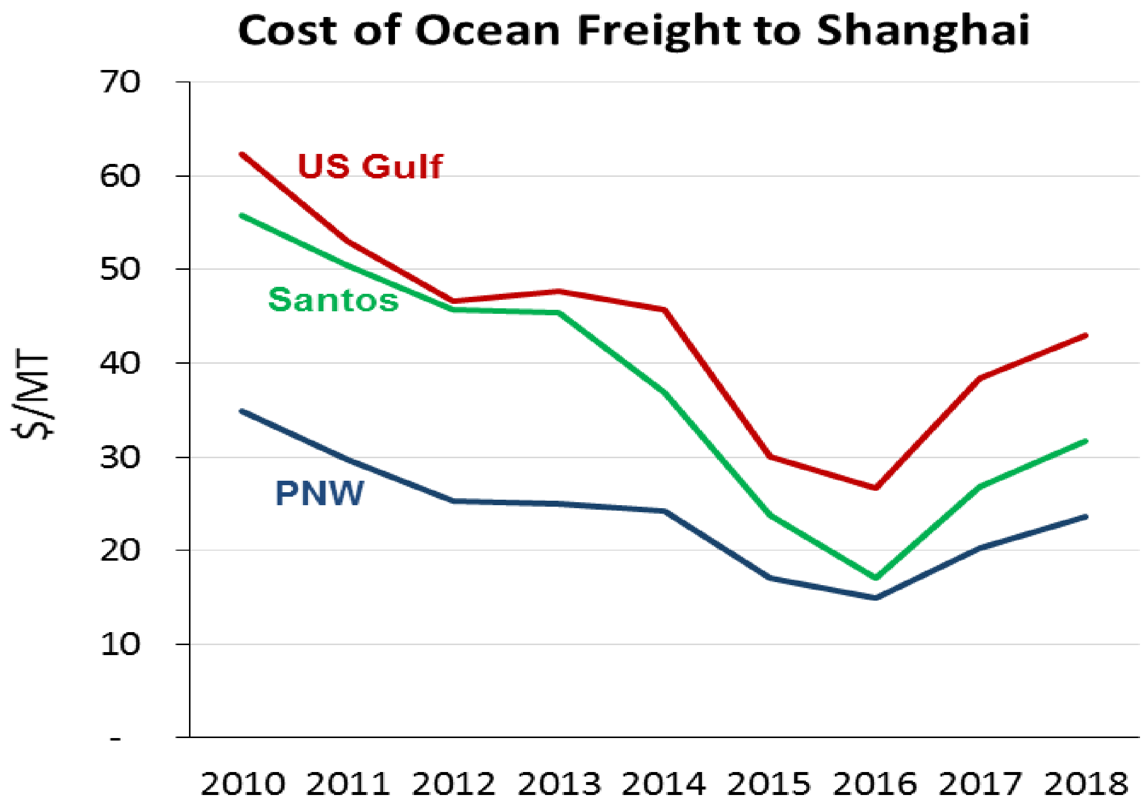
Looking at land and transportation costs, Brazil can produce a cheaper bean than the US can, on average, by about 25c/bushel

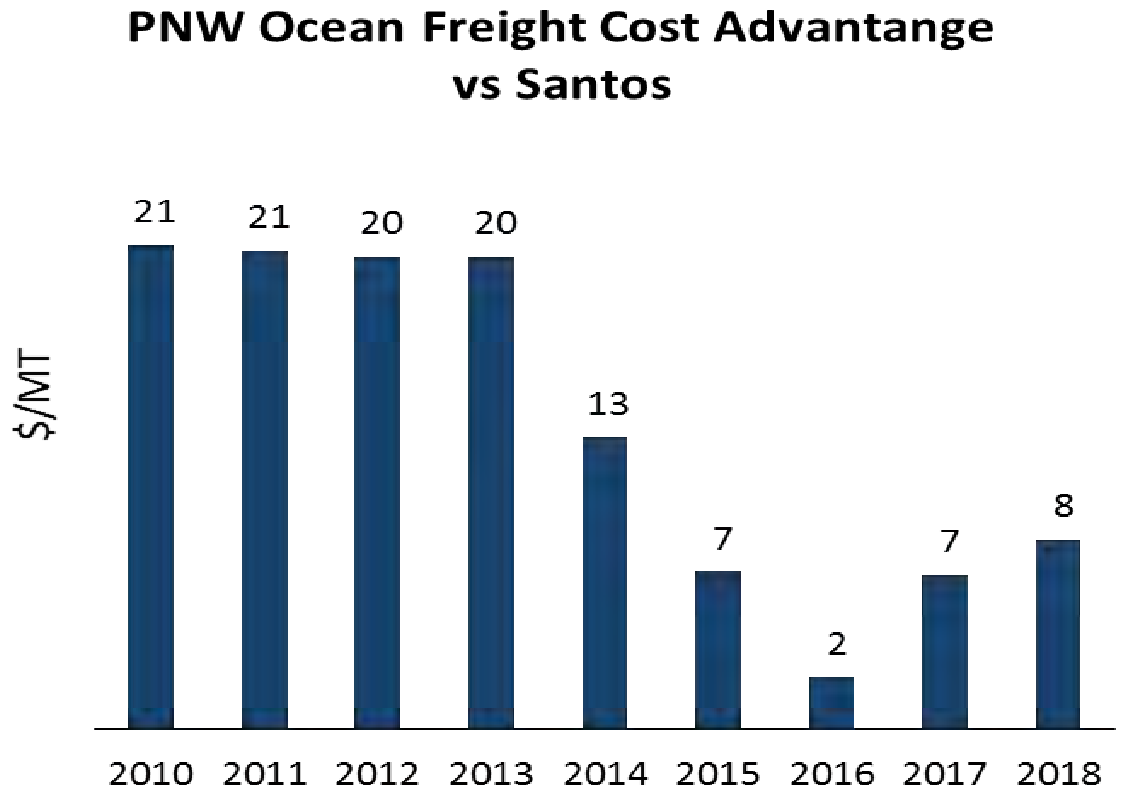
Source: USDA AMS

Source: USDA AMS

BUNGE 200

Cheaper ocean freight erodes PNW competitive advantage



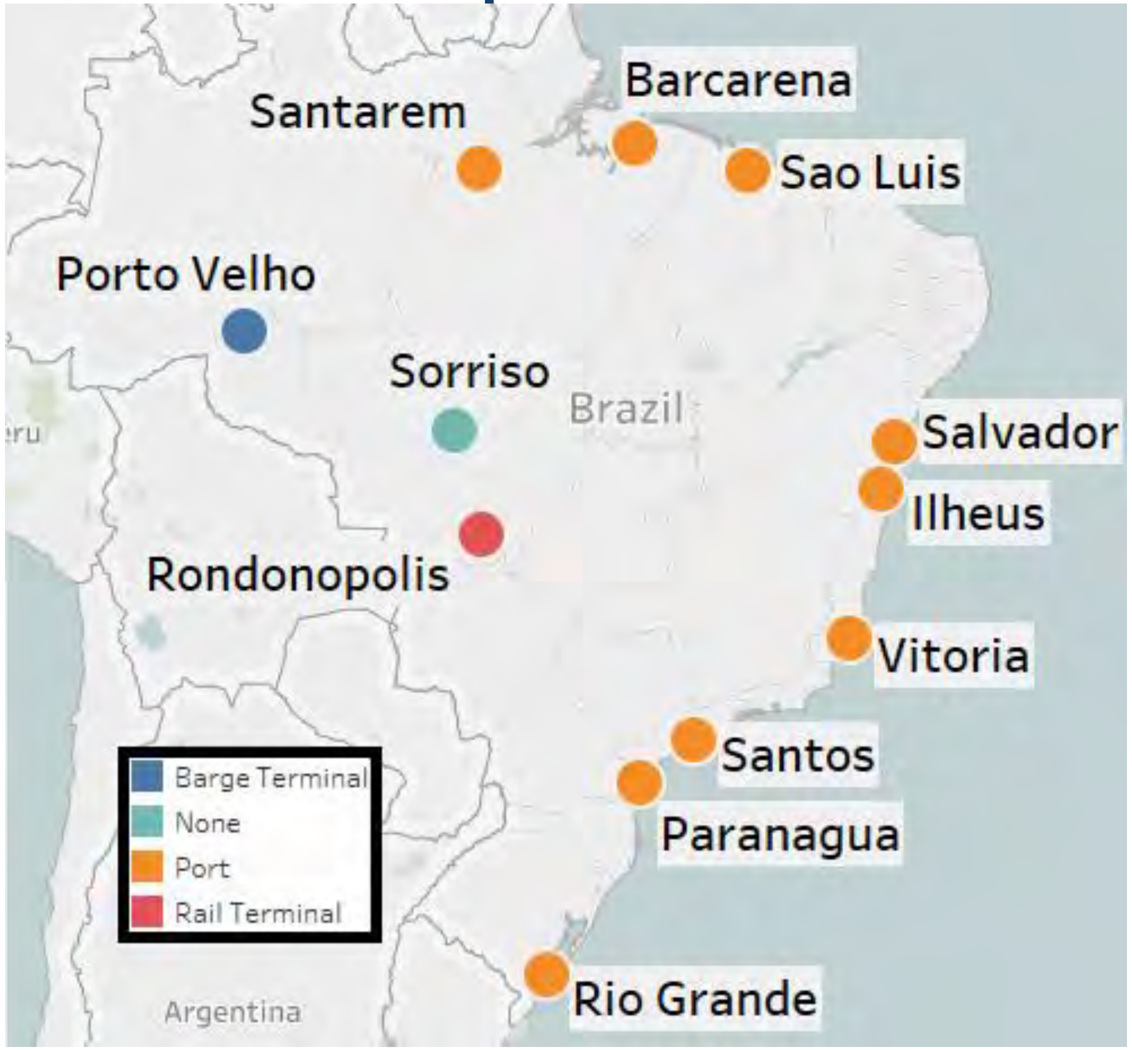


Brazilian beans also have a quality pick up of 10-25c/bsh

Source: USDA AMS

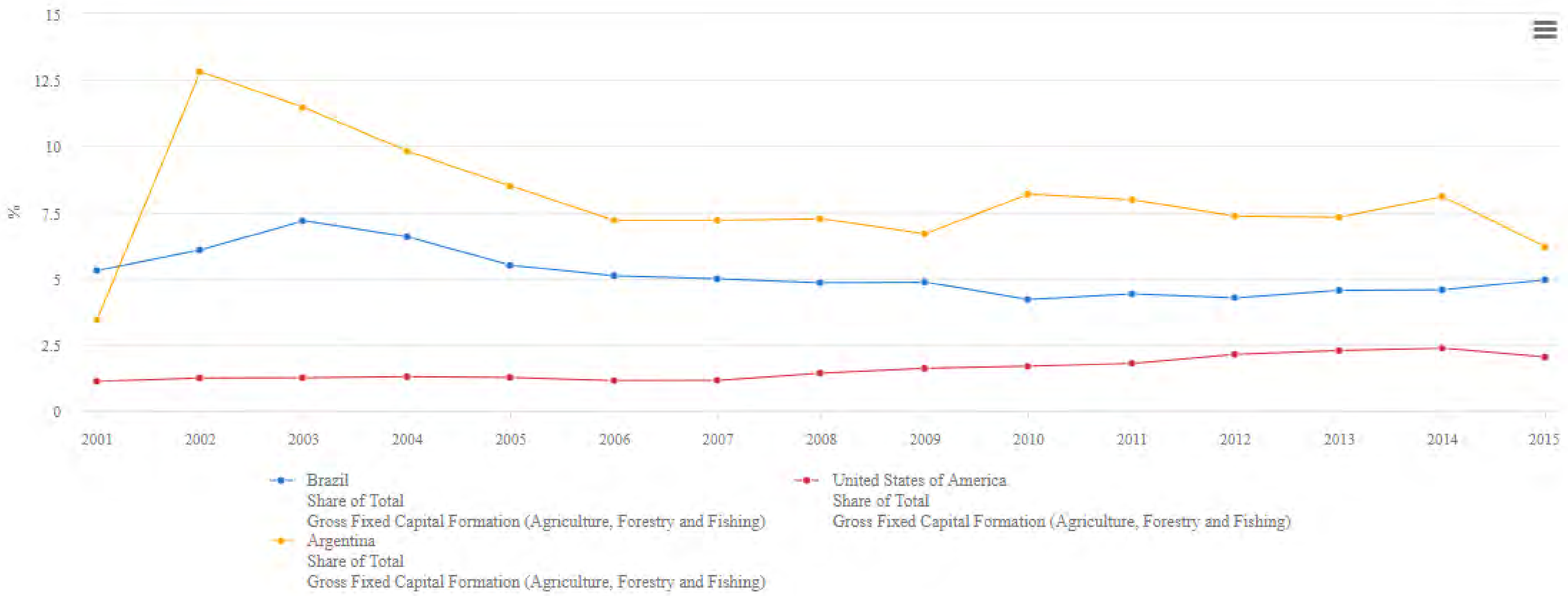
Source: USDA AMS

Brazil continues to upgrade infrastructure - plenty of room for improvement



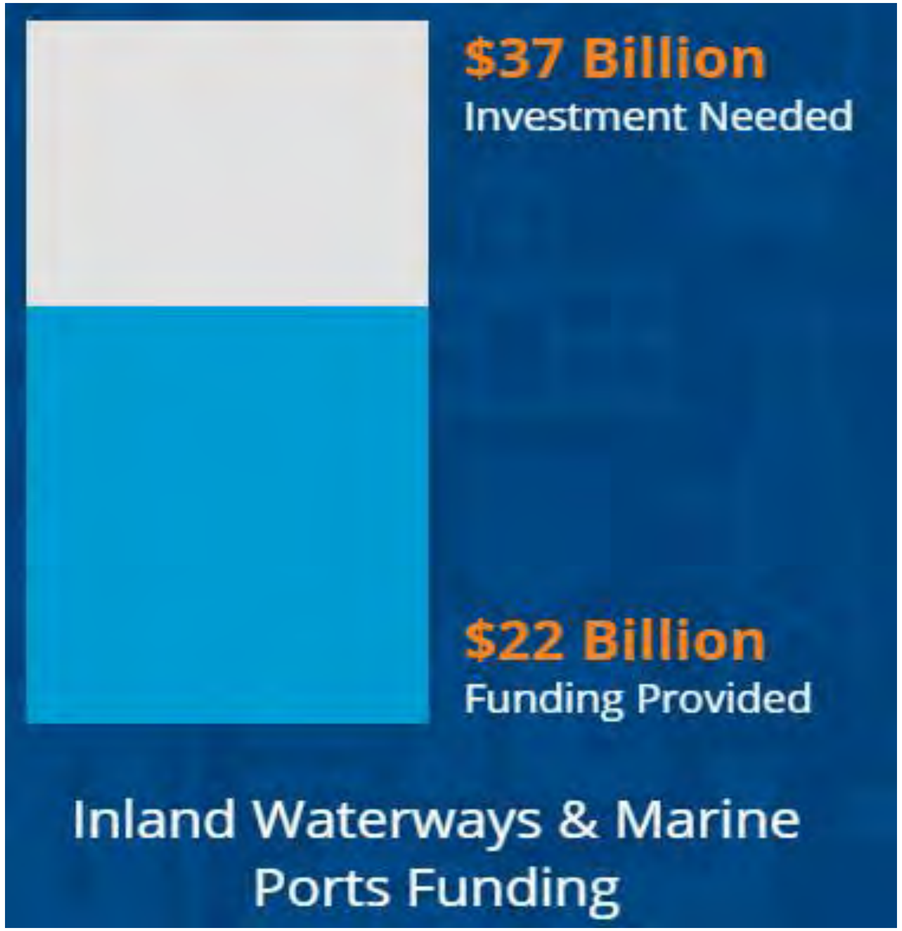
Rail and barge options from the interior to ports, instead of solely trucking, are helping to make Brazil more competitive in getting grains to market

On a percent basis, Brazil & Argentina are putting more money in ag fixed assets



Source: FAO

US Infrastructure Needs More Investment



“60% of grain exports move by barge…Between 2000 and 2014, the average delay per lockage nearly doubled”

Source: ASCE