Responding to Growing Market Trends

Canola Industry Meeting
December 2, 2015
Our goal is to be the global leader in nourishing people.
Cargill is committed to operating responsibly across the agriculture, food, industrial and financial markets we serve as we pursue our goal of being the global leader in nourishing people.
Cargill’s Commitment to Corporate Responsibility

- Conducting Business with Integrity
- Operating Responsible Supply Chains
- Enriching Our Communities
- Working to Feed the World
Our world is changing ...

In the mix:

- Urbanization
- Sustainability
- Changing food expectations
- Increase desires to understand where food comes from
- Trust & Transparency
- Social Media

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Canada’s opportunity ...

Deliver on the core ...

Food Safety
Quality
Reliable Supply

Unleash the opportunity ...

Nutrition/Health
Sustainability
Developing Solutions for our Customers

Finding solutions that meet consumer demands while helping grower customers reach their business goals

On-farm team works closely with growers to understand their needs and engage with them on the topic in a way that makes sense for their business

Goal is to find solutions that benefit the supply chain without adding complexity or costs

Focus on yields, disease resistance and unique traits to make both grower customers and oil customers the most successful
Growing our Canola Footprint

Crush Expansion – Camrose, Alberta

- Oct 2012, Cargill announced plans to build a 850,000 MT/annum canola crush plant

- Completed in 2015

- Camrose provides a strong, sustainable base in the central Alberta area
  - Historically high yields and good oil yields for both classic and specialty canola
  - Well positioned with dual rail access (CN and CP)
  - Access to both offshore (via Vancouver) and US markets for meal and oil products
  - Cargill has a strong history in the community and has developed a solid customer base through our grain, feed and specialty canola businesses
Growing our Canola Footprint

Canola Oil Refinery – Clavet, SK

• September 2012, Cargill announced plans to construct a world class refinery at Clavet

• Capacity to refine 1 Billion lbs. annually, making it the largest Cargill refinery in North America.

• The products that the refinery will produce will include Refined Generic Canola Oil, Refined Specialty Canola Oil, and Refined Blended Oil.
EWOS Acquisition

• In August 2015, Cargill entered into an agreement with Altor Fund III and Bain Capital Europe III to acquire EWOS.

• Acquisition was announced October 15, 2015.

• Seven feed manufacturing facilities, including Surrey, BC

• Demand for protein expected to grow by 70% globally by 2050

• An opportunity for canola meal in the growing aqua nutrition space
Sustainability

Canadian Roundtable Sustainable Beef → Feed → Canadian Roundtable for Sustainable Crops
Responding to Market Trends

- Raising consumer confidence in the products they purchase
- Raising awareness about how grains and oilseeds are produced in Canada
- Potential for new market access
- More profitability through improving yields and efficiency in oilseed production
- Improving management systems & measuring continuous improvement