

Why Grow Canola On Your Farm

Nolan Friesen
Grain Manager
Bunge Altona

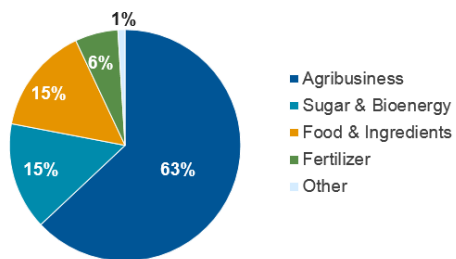
Who Is Bunge

- The B in the ABCD in global grain trade
- Global Headquarters White Plains NY

- North American Headquarters St Louis

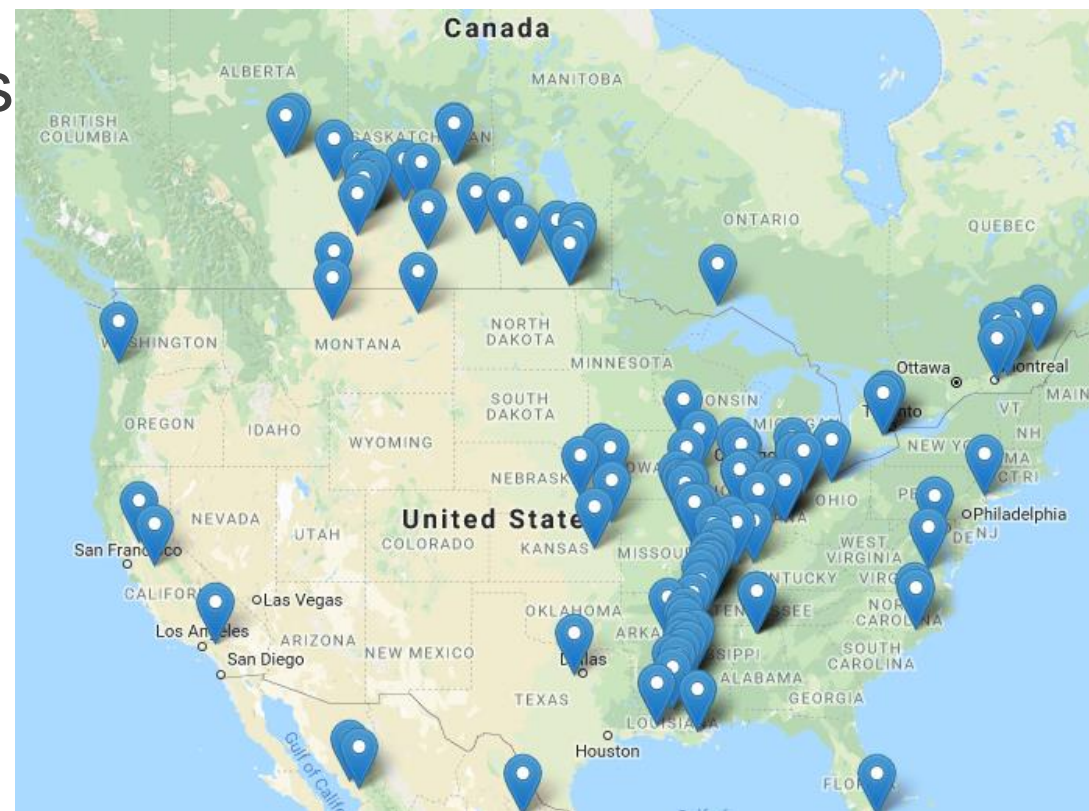
Bunge Today

Average Net Operating Assets



NET SALES	EMPLOYEES
\$61 B	~35,000
FACILITIES	COUNTRIES
~400	~40+

AGRIBUSINESS	SUGAR & BIOENERGY	FOOD & INGREDIENTS	FERTILIZER
<ul style="list-style-type: none"> • A global leader in oilseed processing • A global leader in grain and oilseed marketing 	<ul style="list-style-type: none"> • 21 mmt sugarcane milling capacity producing sugar, ethanol and electricity • Leader in global trade and distribution 	<ul style="list-style-type: none"> • Leading producer of oils, margarines & industrial fats in the Americas and Europe • Growing oils position in Asia • Leading corn and wheat miller in the Americas 	<ul style="list-style-type: none"> • Fertilizer production and sales in Argentina • Fertilizer port operations in Brazil



WHERE ARE WE LOCATED?



Bunge North America's oil process & packaging locations are currently comprised of 19 facilities which handle multiple fats and oils. By leveraging our vertically integrated footprint, our access to global markets and our advanced processing technology, we are poised to help our customers prosper today and in the future.



Balanced Global Presence



Bunge Altona

➤ Altona

- Canola Processor
 - Processing Commodity and Nexera Canola
- New Facility Opened Oct 2014
- Processing 2,500 mt per day (110,000 bushels)
- Purchasing Direct From Producer



Why Grow Canola?

- Crop Rotation
- Disease Cycles
- Time Management
- Spreading Market Risk
- Nearby Demand
- Market Price
- Production Contracts



Crop Rotation

- Increase Yields
- Increase Organic Matter
- Break Disease Cycle
- Herbicide Rotation
- Early Harvest
- Time Management



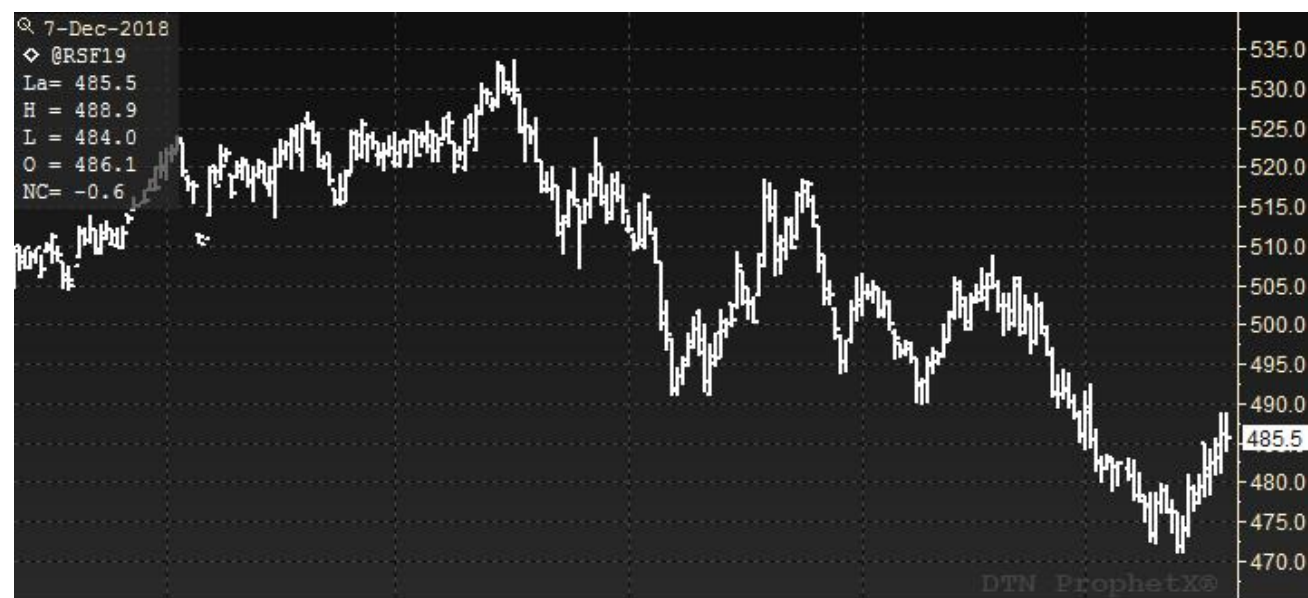
Time Management

- Spread out
 - Seeding timing
 - Spraying timing
 - Harvest timing



Marketing Canola

- Spreading Farm Market Risk
- Options
 - Puts/Calls/Futures Only/Averaging
- Pricing Targets
- Soft Targets



Demand For Canola

- Export Demand
- Crush Demand
- Meal Demand
- Oil Demand



Where are we working today?



Market Price

CANOLA (US\$ Per cwt.) 10-Dec-18

<u>Delivery Period</u>	<u>Price</u>
Dec 18	\$16.61
Jan 19	\$16.46
Feb 19	\$16.49
Mar 19	\$16.54
Apr 19	\$16.97
May 19	\$17.01
June 19	\$17.14
July 19	\$17.14
Sept 19	\$16.37
Oct 19	\$16.45
Nov 19	\$16.56

All bids F.O.B. Altona and subject to change.

NEXERA (US\$ Per cwt.) 10-Dec-18

<u>Delivery Period</u>	
2018 Nexera Option 2 Pricing	
Dec 18 - Jan 19	18.01
Feb 19-Mar 19	18.09
April 19- May 19	18.51
June 19-July 19	19.14
2019 Nexera Prices	
Sept 19- Nov 19	17.53
Dec 19-Jan 20	18.40
Feb 20 - Mar 20	18.82
Apr 20-May 20	18.79
June 20-July 20	19.55

Production Contracts

2019/20
BUNGE
Nexera

Nexera™ Canola Production Contract

Bunge Nexera Program

- Base Premium above Canola price.

Bunge Loyalty Bonus

- \$0.10/cwt

On Farm Pickup

- FREE on-farm pickup (or freight assistance if self-hauled) Within 300 miles of Altona

Production Contract

- Full Production
- Act of God on all pricings up to 1500 lbs.
- Production above 1500 lbs (overage) will be buyers call. (Canola price + base premium.)

Limited Seed Available

- CL 2022 CL 2024 CL 2026
- RR 1022 RR 1024 RR 1026

LOYALTY BONUS

ON FARM PICKUP

FULL PRODUCTION

ACT OF GOD

Delivery Month	Futures Month	Nexera Premium
September- November 2019	November 2019	\$1.00/cwt
Dec 2019 - Jan 2020	January 2020	\$1.40/cwt
February - March 2020	March 2020	\$1.60/cwt
April - May 2020	May 2020	\$1.50/cwt
June - July 2020	July 2020	\$2.00/cwt

Bunge – Altona
1-800-203-9576
www.bungeservices.com

2019 Program Features

- **Premium**
- **Act of God**
- **Loyalty Bonus of \$0.10/cwt premium**
 - Previous Bunge Nexera Grower
- **On-Farm Pickup or Hauling Allowance**
- **100% Production Guarantee**

Floating Premium

- Grower commits to delivery window(s)
- Basis is determined by adding premium (\$1.00-2.00/cwt) to Bunge posted Commodity Canola Basis.
 - Pricing or basis can be done at anytime
- Must lock in price before or at time of delivery

Delivery/Pricing

- Five delivery options throughout the year.

Delivery Month	Futures Month	Nexera Premium
September- November 2019	November 2019	\$1.00/cwt
Dec 2019 - Jan 2020	January 2020	\$1.40/cwt
February - March 2020	March 2020	\$1.60/cwt
April - May 2020	May 2020	\$1.50/cwt
June - July 2020	July 2020	\$2.00/cwt

Nexera 2019 Prices

*All prices subject to change

Act of God

- Full Act of God on all 1500 lbs/ac
- The Nexera canola **MUST** be planted.
- If unable to plant due to “Act of God” Grower must contact Bunge to discuss options.
- A Nexera contract shortage may be filled with commodity canola (without premiums).
- Proof of loss must be provided upon request.

Production Guarantee

- Contract 1500 lbs/acre
 - Production contract based on 1500 lbs/ac
 - Delivery by July 31, 2020
- Production exceeding 1500 lbs/acre:
 - Delivery timeframe will be buyers call but moved before July 31, 2020

Varieties by Mycogen Seeds

➤ Round Up Ready

- 1022 RR
- 1024 RR
- ~~1026 RR~~

- Variety For Every Farm
 - Multi Gene Blackleg Resistance
 - Clubroot Resistance
 - Pod-Shatter Reduction
 - CL and RR available

➤ Clearfield

- 2022 CL
- 2024 CL
- 2026 CL

The Bunge Advantage

- Delivery
 - Dedicated monthly Nexera delivery week
- State of the art unloading facility
- Grading / Grade Blending

- Deferral Premium \$1.00 / Tonne per Month



Grain Marketing Team at Altona

Andrea Hildebrand — Grain Marketing Specialist

Tyson Fehr — Grain Marketing Specialist

Vanessa Braun — Grain Services Coordinator

Jeremy Hildebrandt — Grain Services Coordinator

Riana Voth — Grain Services Coordinator

Nolan Friesen — Grain Manager



▶ Altona Office 1-800-203-9576

▶ www.BungeServices.com and Bunge Mobile App!

- Canola and Nexera prices

Questions

