



US SOY

ESSENTIAL. RESPONSIBLE.
ECONOMICAL.

BROUGHT TO YOU BY YOUR LONG-TERM PARTNERS IN THE U.S. SOY INDUSTRY



**A CHANGING
WORLD REQUIRES
ADAPTABILITY & INNOVATION.
... IT'S TIME TO THINK
DIFFERENTLY**

**NOT ALL SOY
IS CREATED
EQUAL.**

DARE TO COMPARE

Use this opportunity to:

Look at things differently.

Understand alternatives.

Be data driven.

Focus on value.

Deliver what your customers want.

WWW.USSEC.ORG



U.S. SOY OUTPERFORMS

Backed by science,
U.S. Soy delivers
outstanding performance
when it comes to:

QUALITY

NUTRITIONAL
PROFILE

PROFITABILITY



NUTRITIONAL PROFILE

META-ANALYSIS:

“Chemical composition, protein quality, nutritive value of commercial soybean meals produced from beans in different countries.”

CONDUCTED BY

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of Madrid

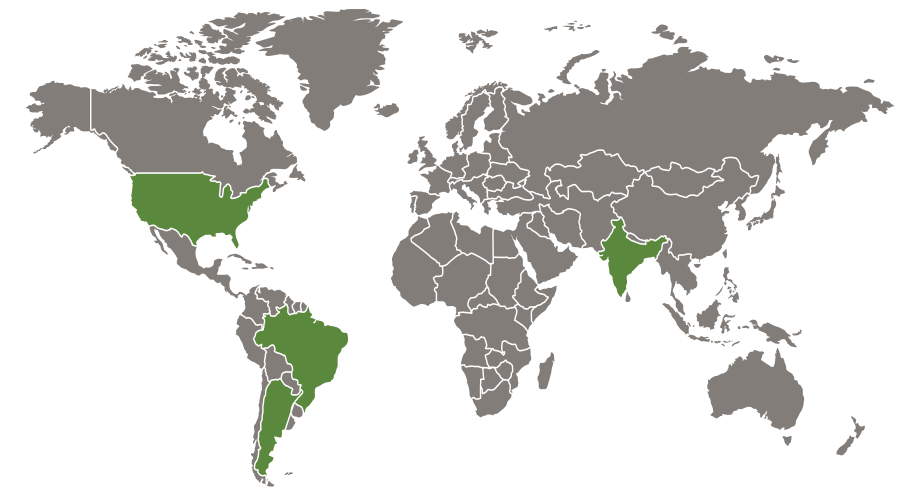
REVIEW OF

18
studies

EVALUATED

1,944
soy samples

SOYBEANS FROM



NUTRITIONAL PROFILE

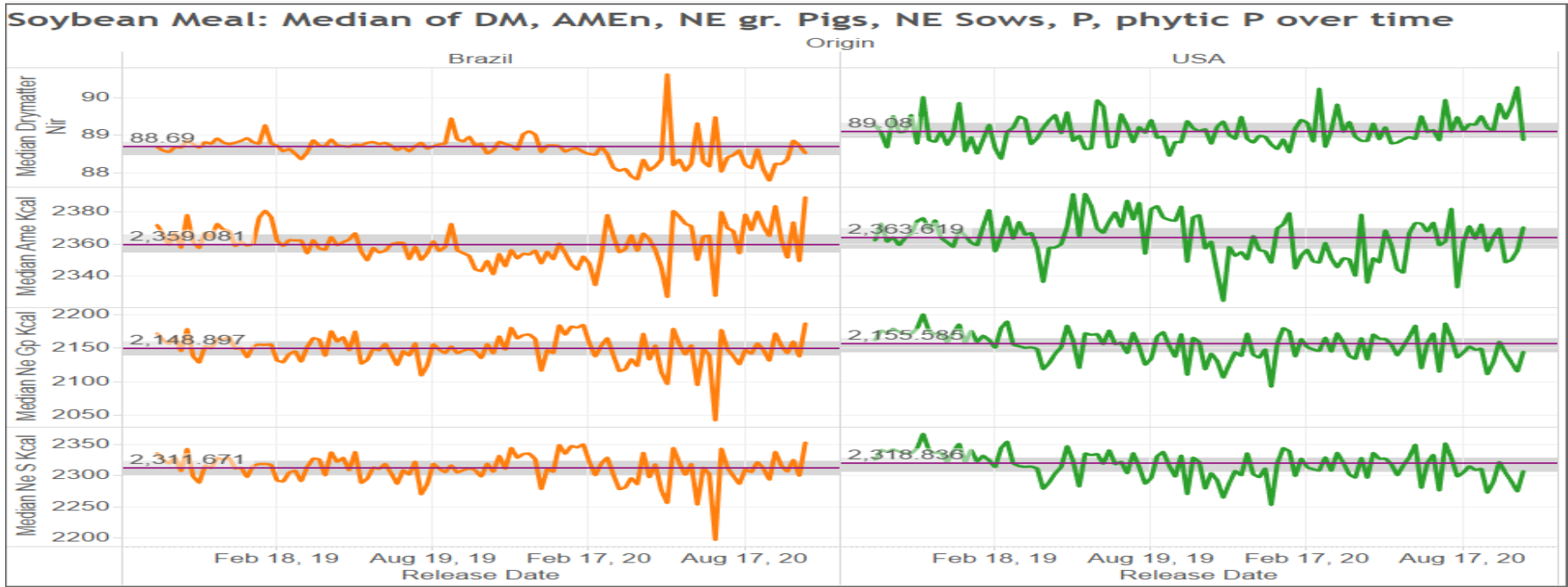
CONSIDER:

Sucrose: (sugar)

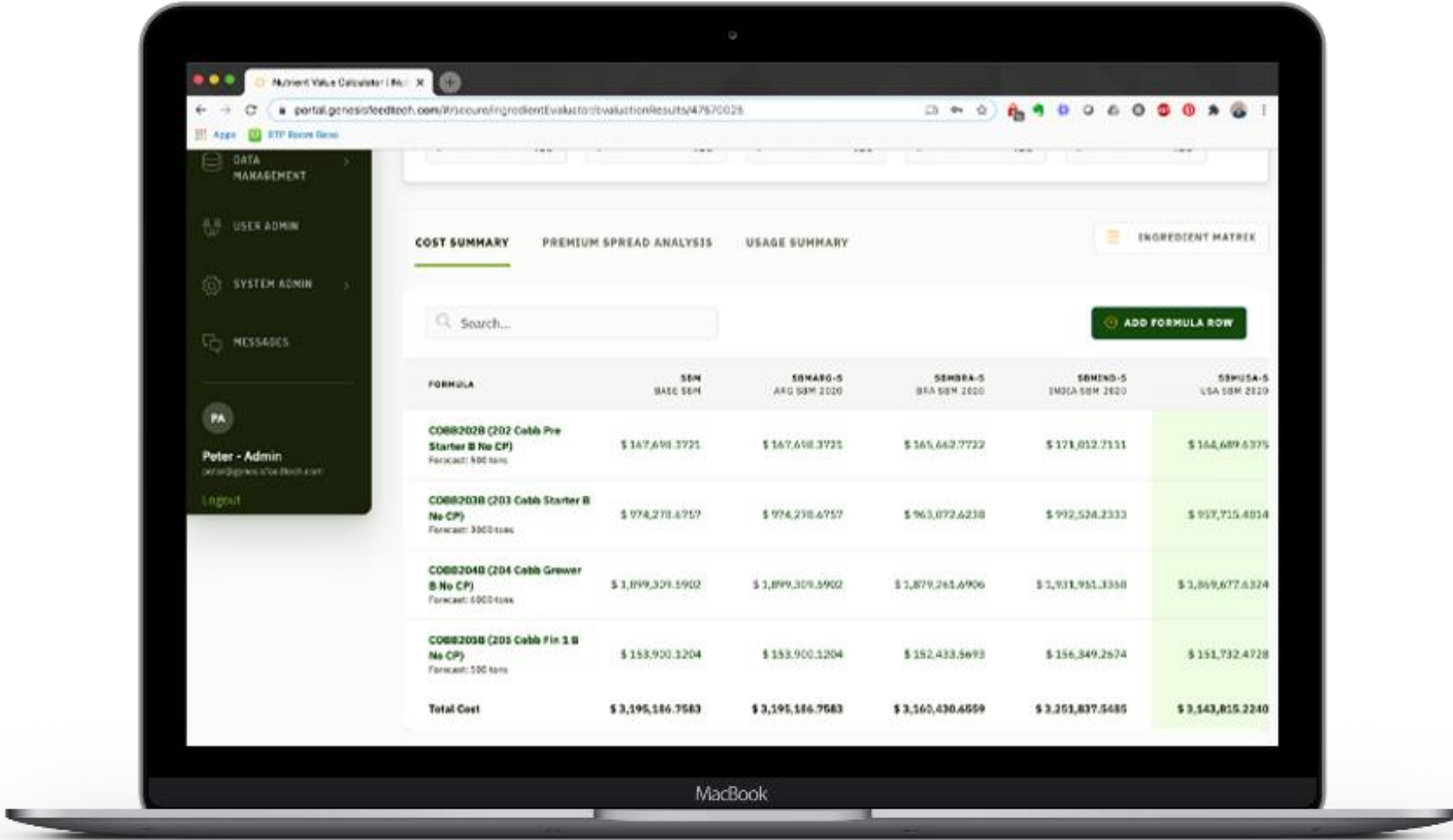
When disaccharide sucrose, a highly digestible carbohydrate, that when present in soybean meal, **increases energy content and the palatability of feed.**

Energy:

dependent on the **content and digestibility of the protein fraction** and on the sucrose, oligosaccharide and fiber content.



NUTRIENT VALUE CALCULATOR



CODE NAME	Description	Americas	China	Ecuador	Indonesia	Malaysia	Morocco	Vietnam
Relative Values								
SBMARG-S	Arg SBM	420.00	529.85	417.00	503.00	495.00	508.00	495.00
SBMBRA-S	Bra SBM	434.04	543.32	432.16	516.47	515.03	531.43	518.76
SBMCHN43	CHN SBM 43	-	495.80		-	-	-	-
SBMIND-S	India SBM	-	-	-	-	480.84		-
SBMUSA-S	USA SBM	437.24	546.02	440.35	521.61	519.02	536.27	525.20

CODE NAME	Description	Americas	China	Ecuador	Indonesia	Malaysia	Morocco	Vietnam
Relative Values								
SBMARG-S	Arg SBM	-	-	-	-	-	-	-
SBMBRA-S	Bra SBM	14.04	13.47	15.16	13.47	20.03	23.43	23.76
SBMCHN43	CHN SBM 43	-	(34.05)	-	-	-	-	-
SBMIND-S	India SBM	-	-	-	-	(14.16)	-	-
SBMUSA-S	USA SBM	17.24	16.17	23.35	18.61	24.02	28.27	30.20

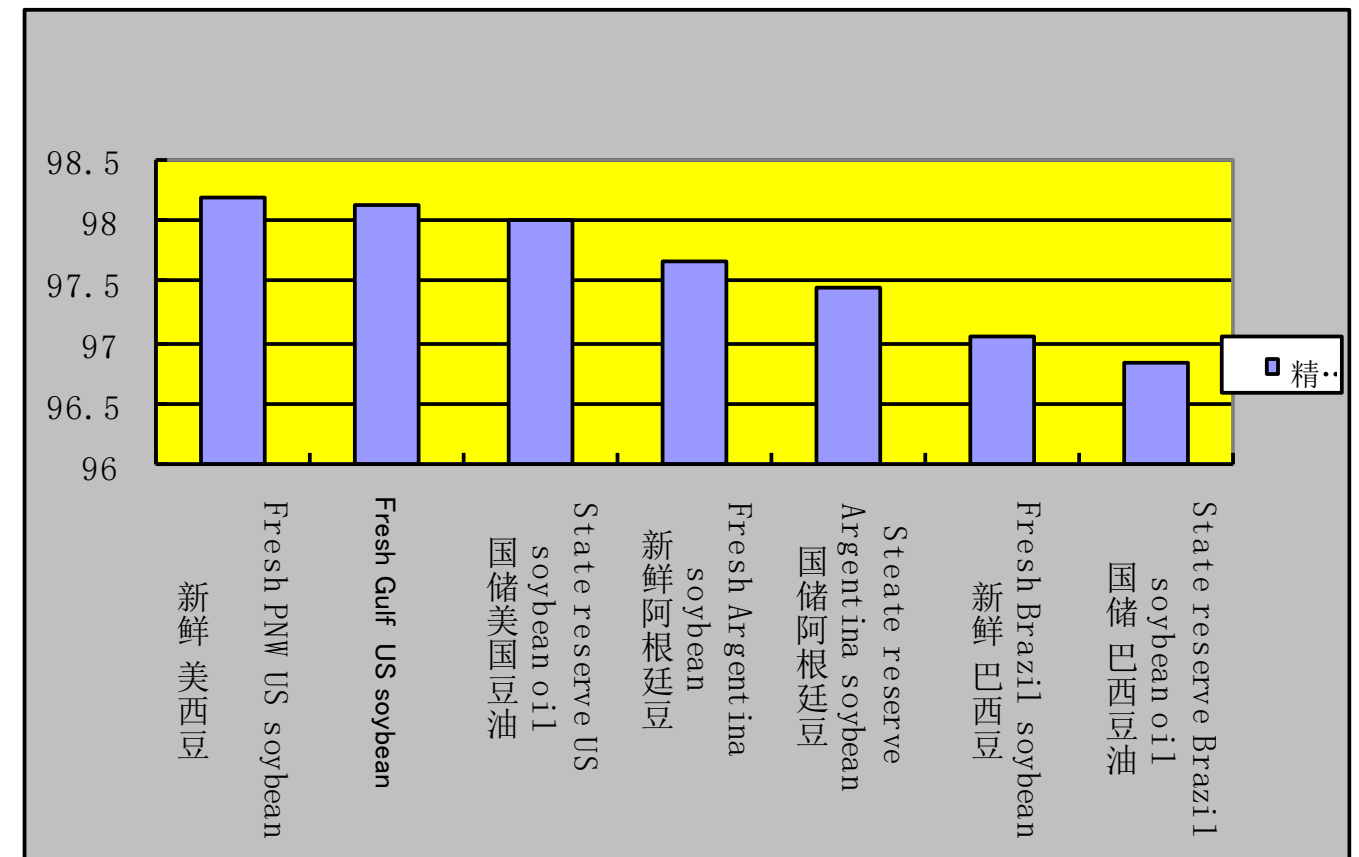
US SBM Compared

- Highest value spread from US\$ 16.17 per MT to US\$ 30.20 per MT compared to Argentine SBM

U.S. SOYBEAN OIL REFINING ADVANTAGE

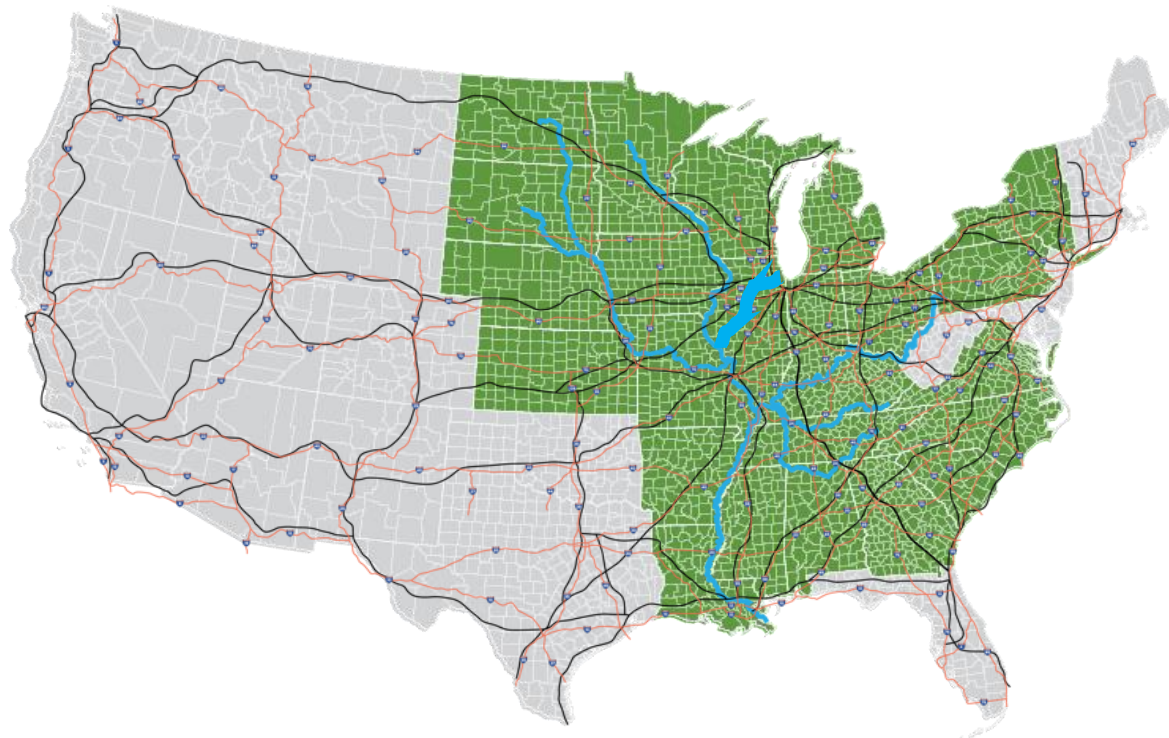
- Studies have shown that the U.S. has higher refining yield compared to South American Oil
- Lower cost of inputs to refine U.S. SBO vs. South American SBO
- Results from an in depth refining study will be available in December
- U.S. SBO calculator will be available in April

Refining Yield by Origin

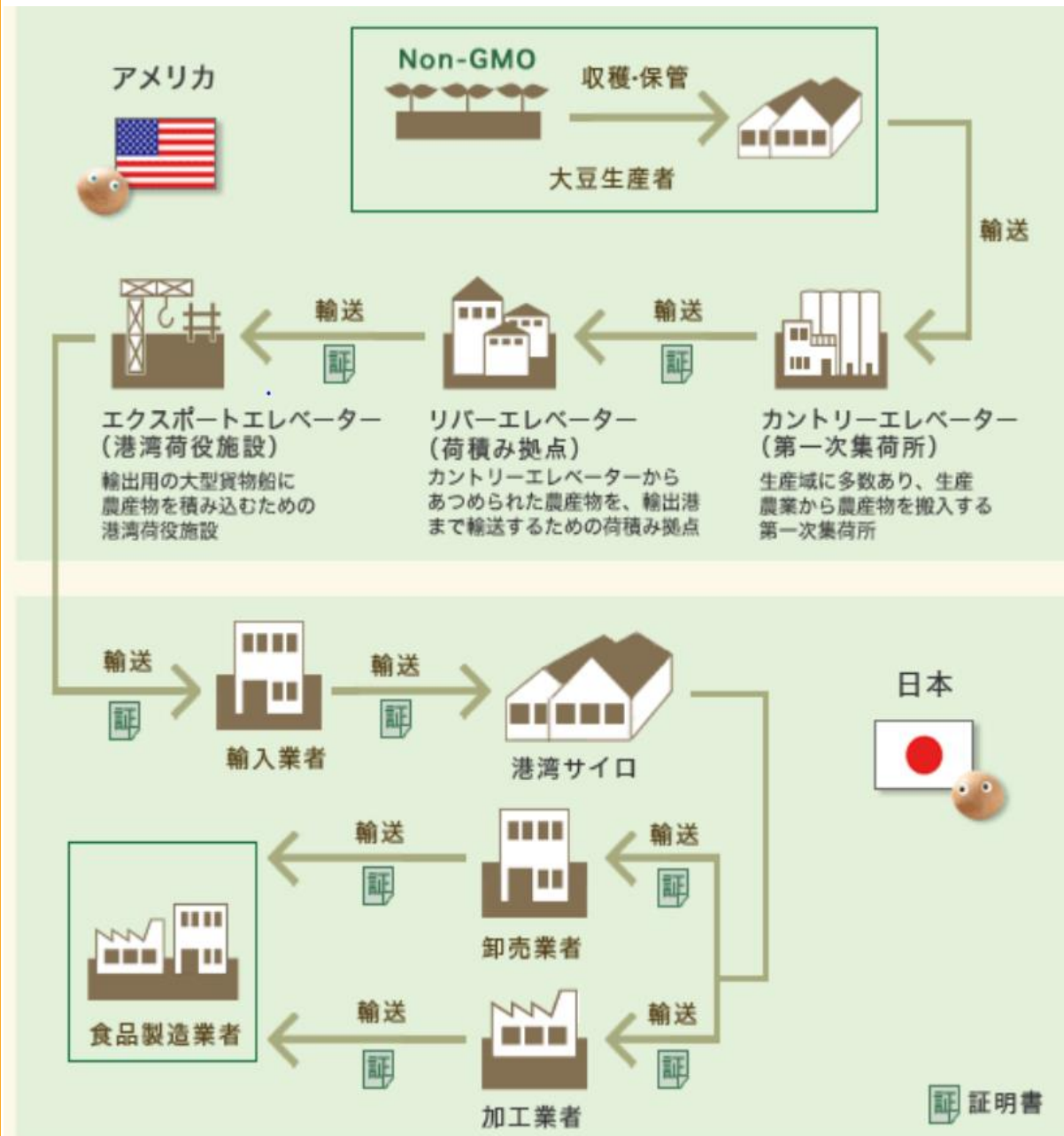


U.S. SOY DELIVERS FOR THE SOY FOOD INDUSTRY

- U.S. Is Largest Supplier of Identity Preserved Soybeans to Northeast Asia
 - U.S. acreage of non-GMO Identity Preserved soy is five times larger than Canada
 - Identity Preserved soybeans produced across vast growing regions mitigating supply risks



U.S. SOY DELIVERS FOR THE SOY FOOD INDUSTRY



The USA Identity Preserved Supply Chain is:

- Safe & reliable
- Control measures at each point in supply chain
- Able to meet changes in demand and trade flows

U.S. SOY DELIVERS FOR THE SOY FOOD INDUSTRY

The USA Identity Preserved Supply Chain provides variety:

- Soy to meet specific food applications
- Hard and soft identity preserved options to meet different quality and cost needs
- Robust public and private investments in soyfood variety development
- U.S. soyfood database...



**THE INTERESTS AND
CONCERNS OF GLOBAL
CONSUMERS ARE CHANGING.**



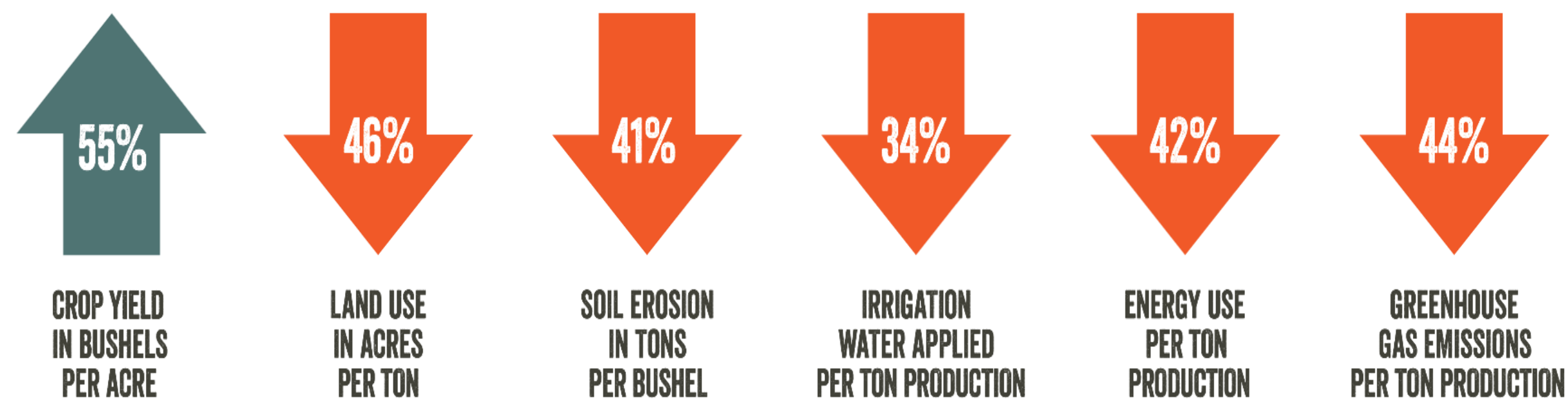
SUSTAINABILITY



A World Facing
Environmental
Challenges =

A Call for
Incremental &
Transformational
Change

ENVIRONMENTAL IMPACT OF U.S. SOYBEAN PRODUCTION (1980-2015)



Index per ton resource impact to produce U.S. soybeans 1980-2015

Source: National Indicators Report, Field to market 2016

U.S. CROPLAND DECREASED WHILE FOREST LAND INCREASED

Cropland Change 1982 – 2017



2.10 million
hectares

**Net Increase
in Forest Land**



21.3 million
hectares

**Net Decrease
in Cropland**

Sustainability on a
National Scale

SOURCE: 2017 National Resources Inventory Summary Report

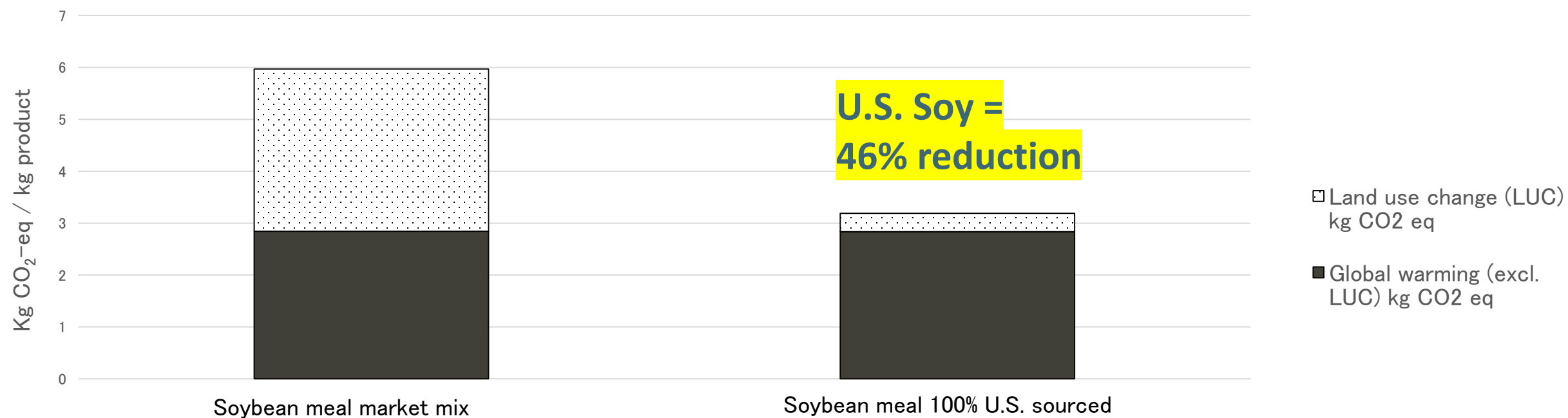
Example: Carbon Footprint of Poultry

CASE: REPLACE THE CURRENT DUTCH SOYMEAL MARKET MIX WITH U.S. SOYMEAL

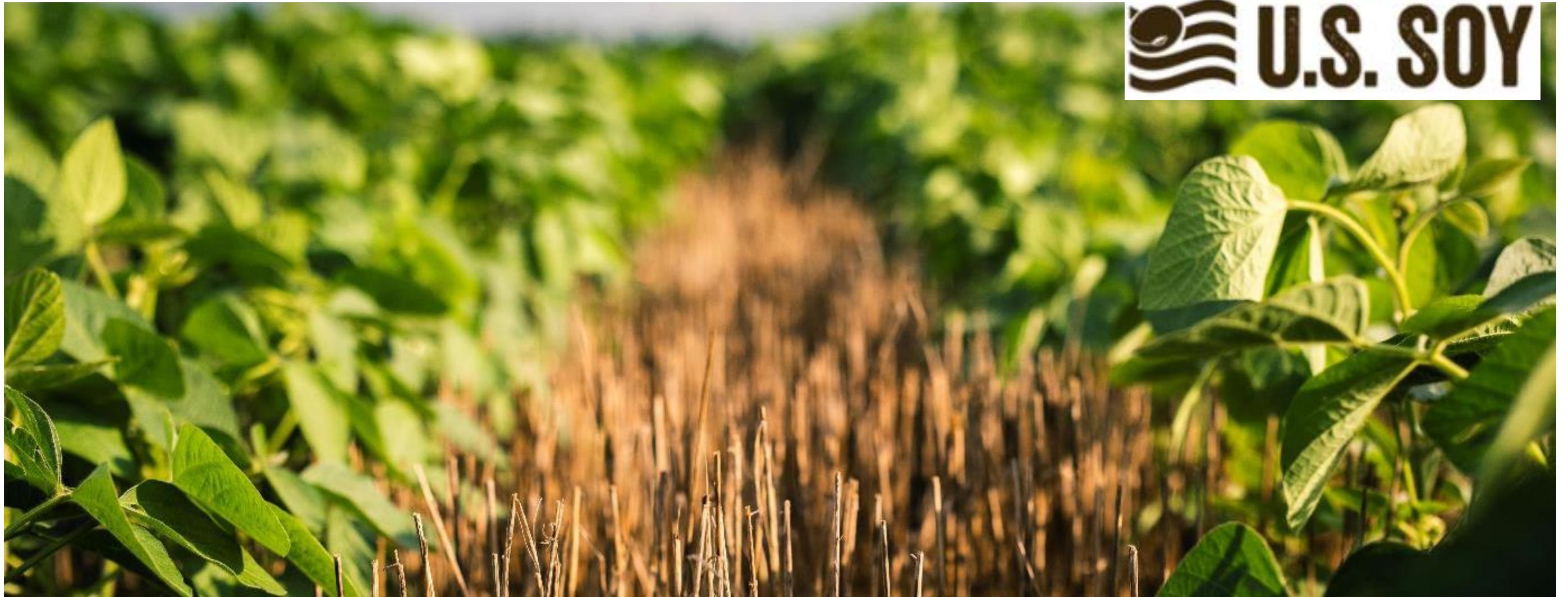
- Source: Agri-footprint® (study 2013)
- \pm 4/5 of carbon footprint is compound feed production
- \pm 1/3 compound feed is soy
- Market mix is 5-year average
- Scope: cradle-to-slaughterhouse gate



Carbon footprint of chicken meat production in The Netherlands



U.S. SOY DELIVERS VERIFIED SUSTAINABILITY



DARE *to* **COMPARE**
US SOY

THE GOLD STANDARD

**ESSENTIAL. RESPONSIBLE.
ECONOMICAL.**

**THANK YOU FOR MANY
YEARS OF BUSINESS AND
PARTNERING!**