

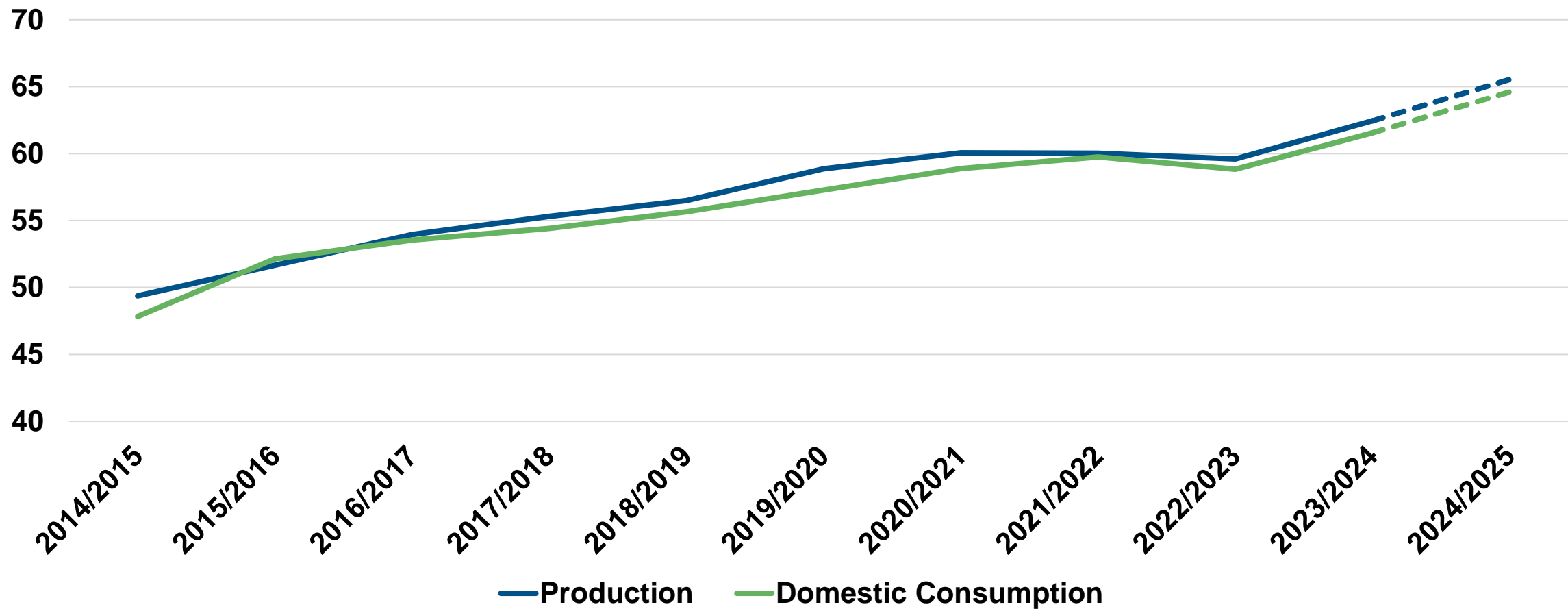
Soybean Outlook

U.S. Soybean Export Council

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World Soybean Production and Consumption Accelerating

World Soybean Production & Consumption (MMT)



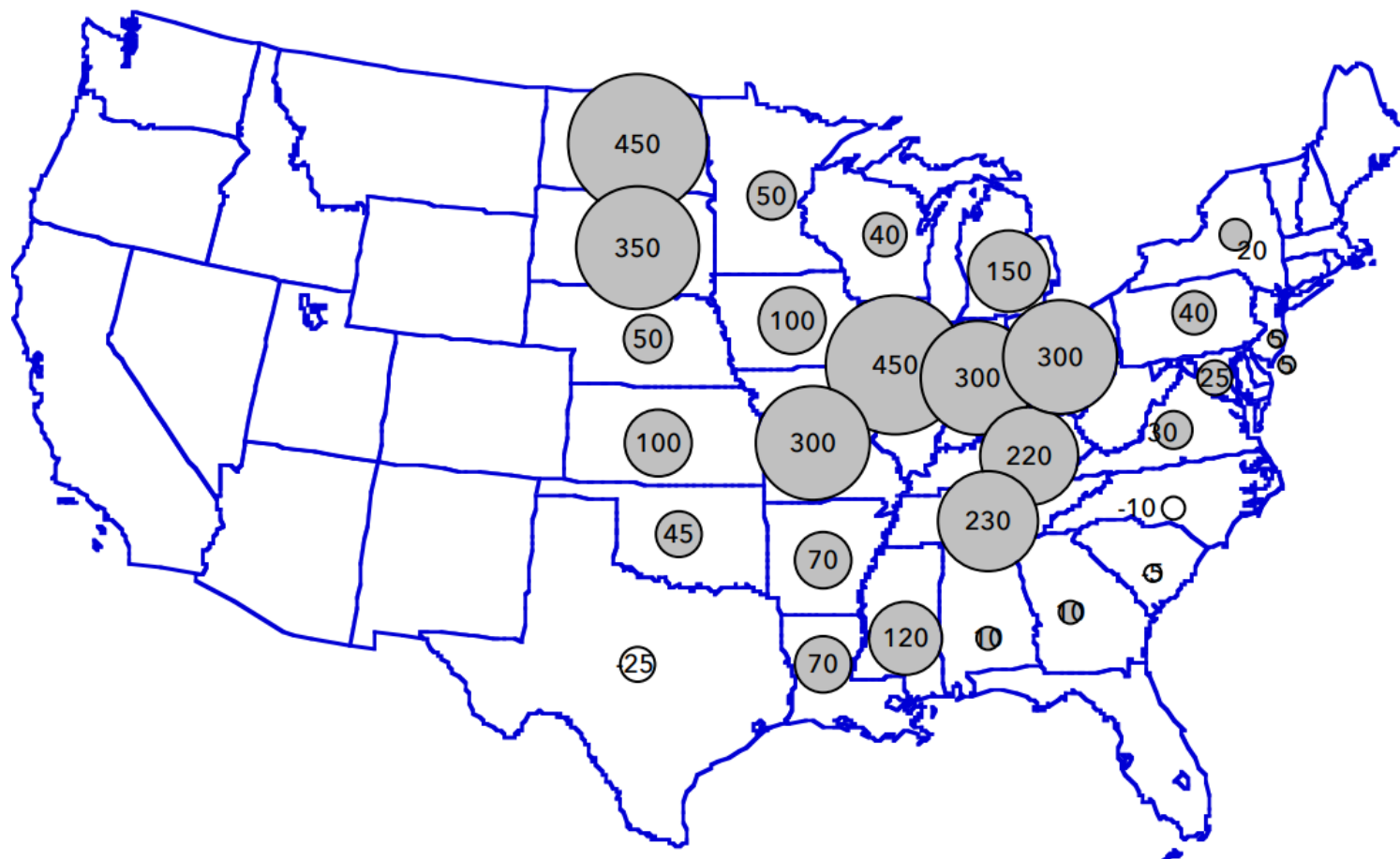
U.S. Farmers Planted More Area to Soybeans, up 4.2% YoY

Soybean Area Planted, 000 Ac

State	2023	2024	Change
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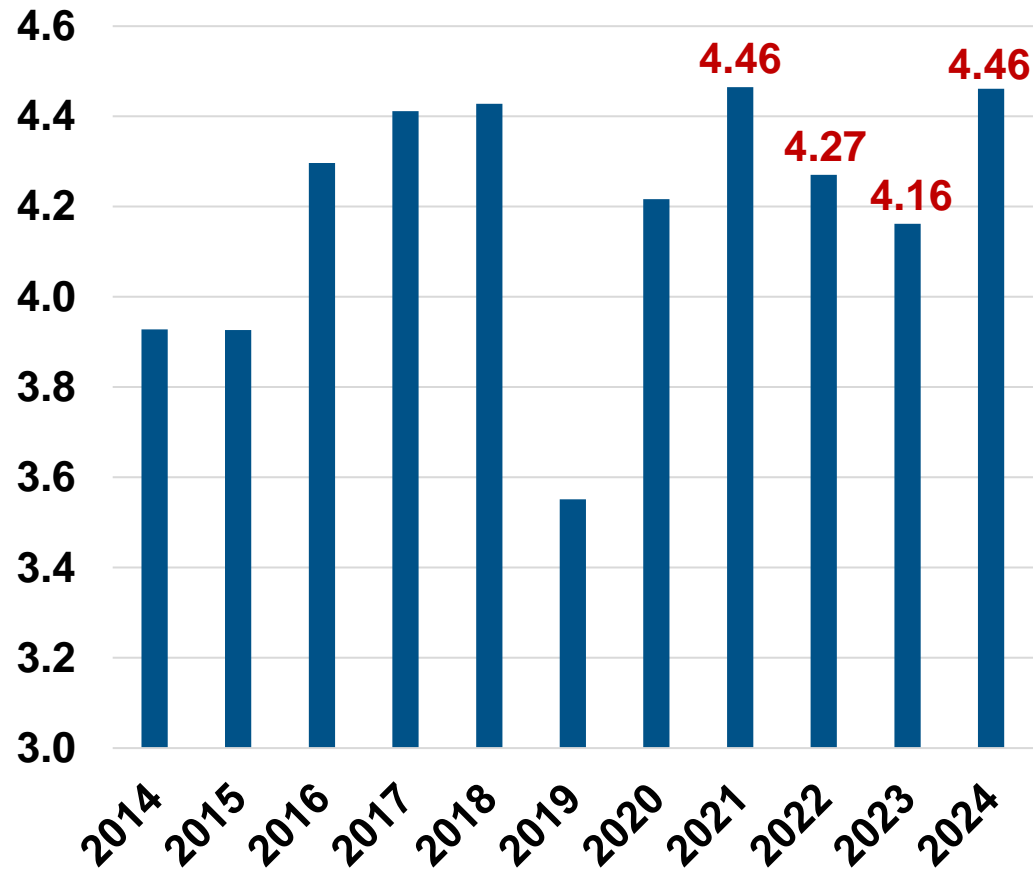
IA	9950	10050	100
KS	4430	4530	100
MN	7350	7400	50
MO	5600	5900	300
ND	6200	6650	450
NE	5250	5300	50
SD	5100	5450	350
WI	2110	2150	40
WCB	45990	47430	1440
IL	10350	10800	450
IN	5500	5800	300
KY	1830	2050	220
MI	2040	2190	150
OH	4750	5050	300
ECB	24470	25890	1420

Change in Soybean Area, 2023 to 2024

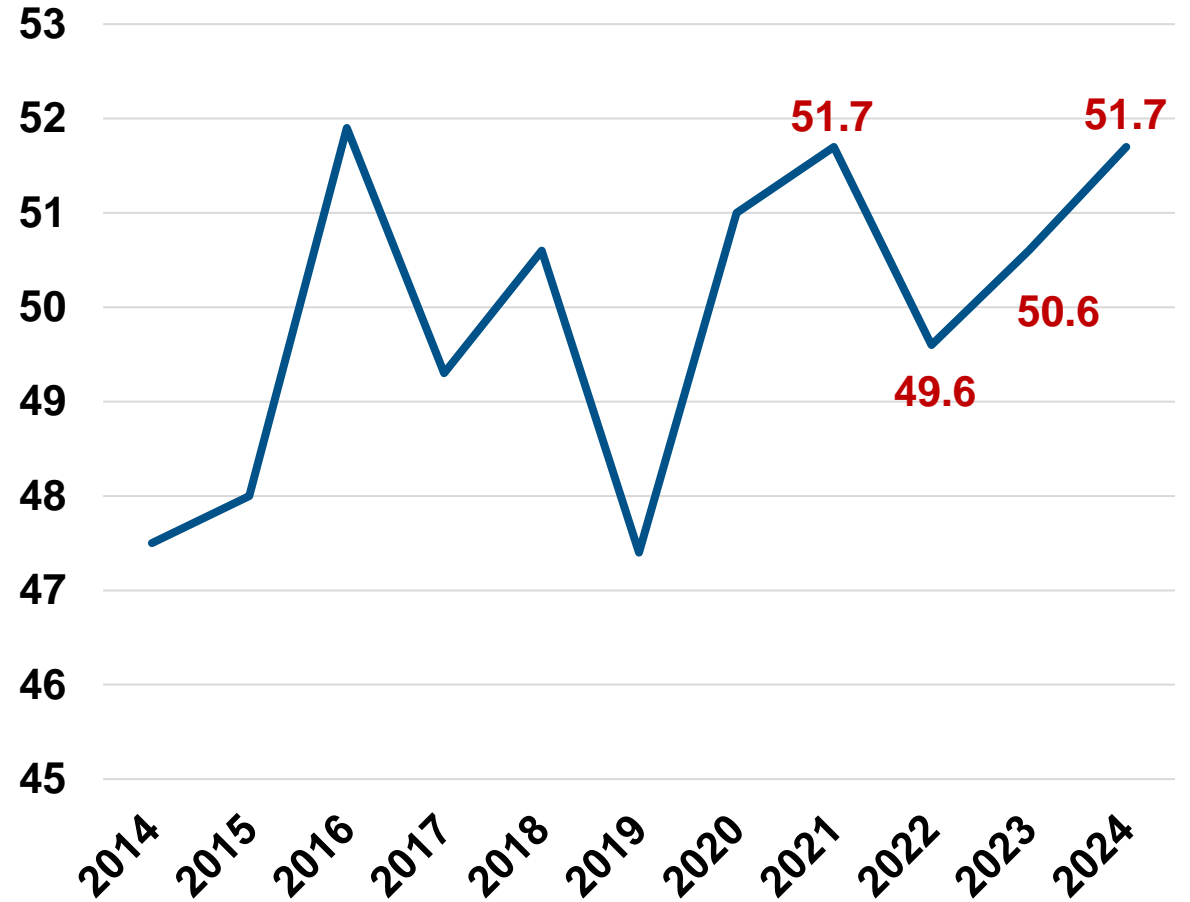


USDA Forecasts 2nd Biggest U.S. Soybean Crop

U.S. Soybean Production (Billion Bu.)



U.S. Soybean Yield (Bu/Acre)



USDA Lowered U.S. Soy Yield Estimate in November Report

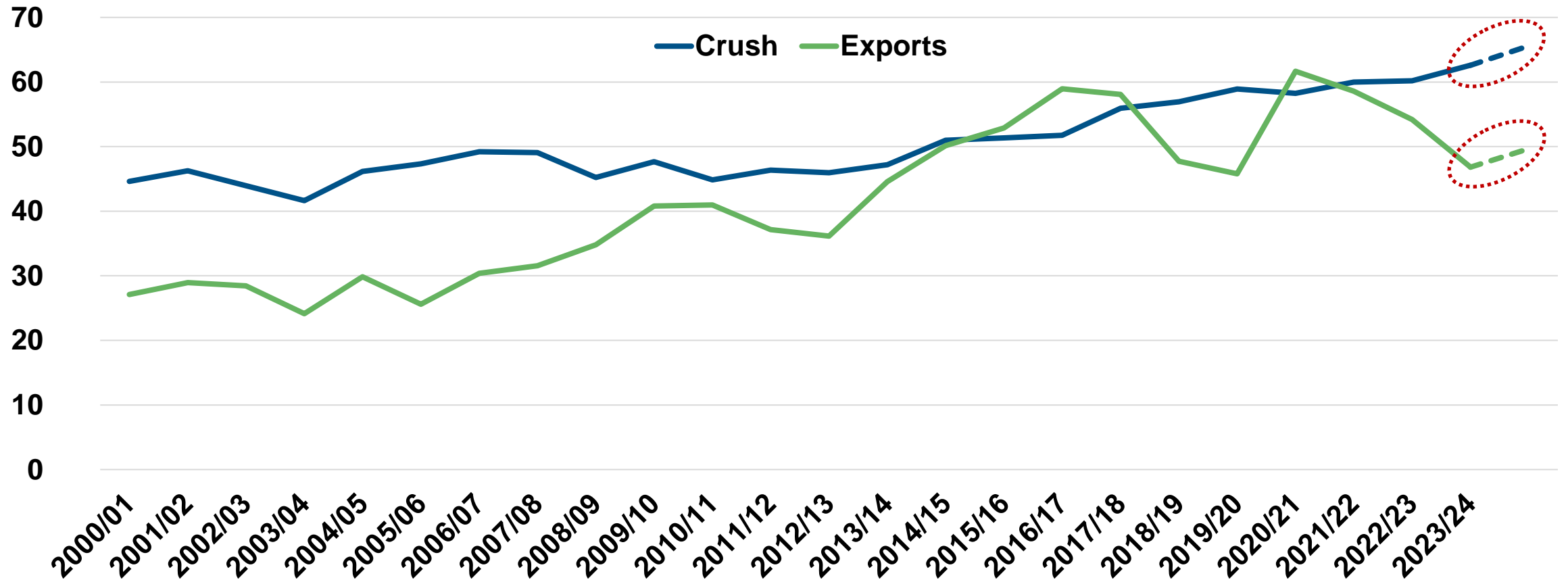
U.S. Soybeans and Products Supply and Use

Item	2022/23	2023/24 Est.	2024/25 Proj. Oct	2024/25 Proj. Nov	

Million Acres					
SOYBEANS					
Area Planted	87.5	83.6	87.1	87.1	
Area Harvested	86.2	82.3	86.3	86.3	
Bushels					
<u>Yield</u> per Harvested Acre	49.6	50.6	53.1	51.7	-1.4
Million Bushels					
Beginning Stocks	274	264	342	342	
<u>Production</u>	4270	4162	4582	4461	-121
Imports	25	21	15	15	
Supply, Total	4569	4447	4939	4818	-121
<u>Crushings</u>	2212	2287	2425	2410	-15
<u>Exports</u>	1980	1695	1850	1825	-25
Seed	75	78	78	78	
Residual	39	45	36	35	-1
Use, Total	4305	4105	4389	4348	-41
<u>Ending Stocks</u>	264	342	550	470	-80
Avg. Farm Price (\$/bu) 2/	14.20	12.40	10.80	10.80	unchanged

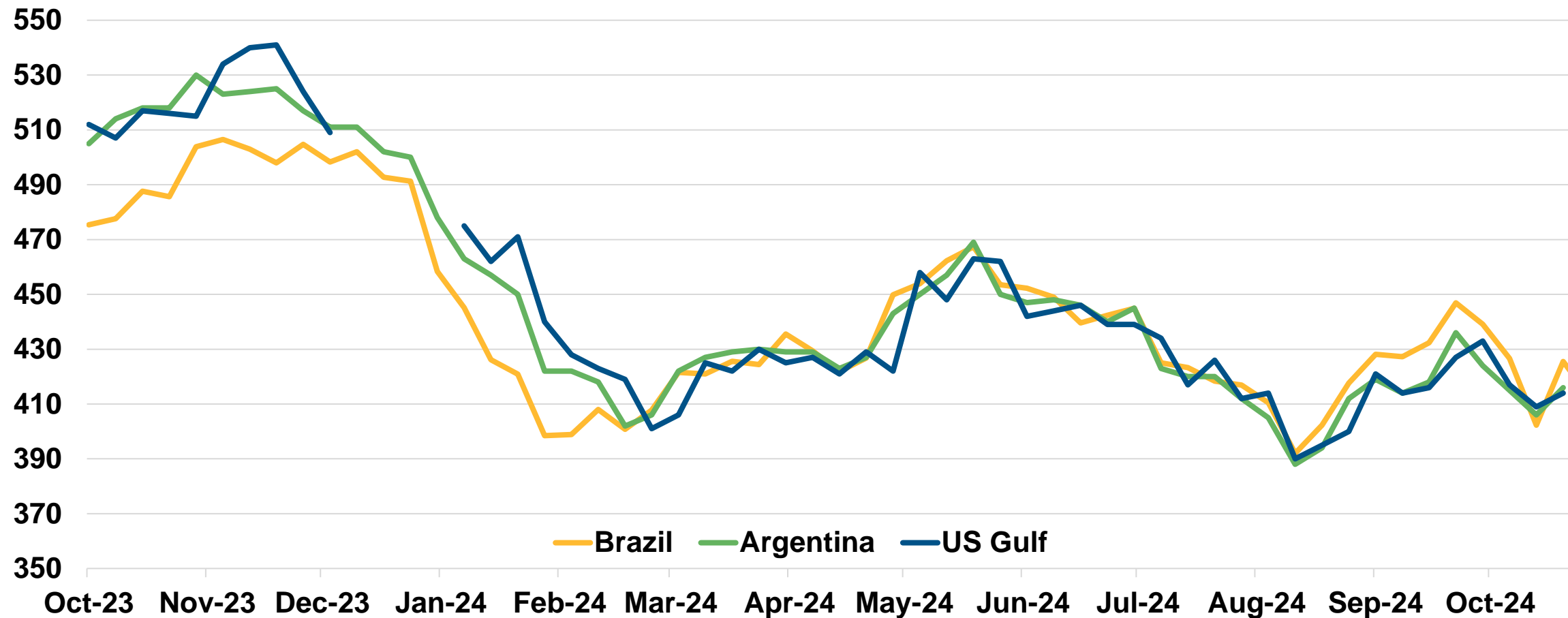
Crush and Export Demand Climbing for U.S. Soybeans

Annual U.S. Soybean Demand



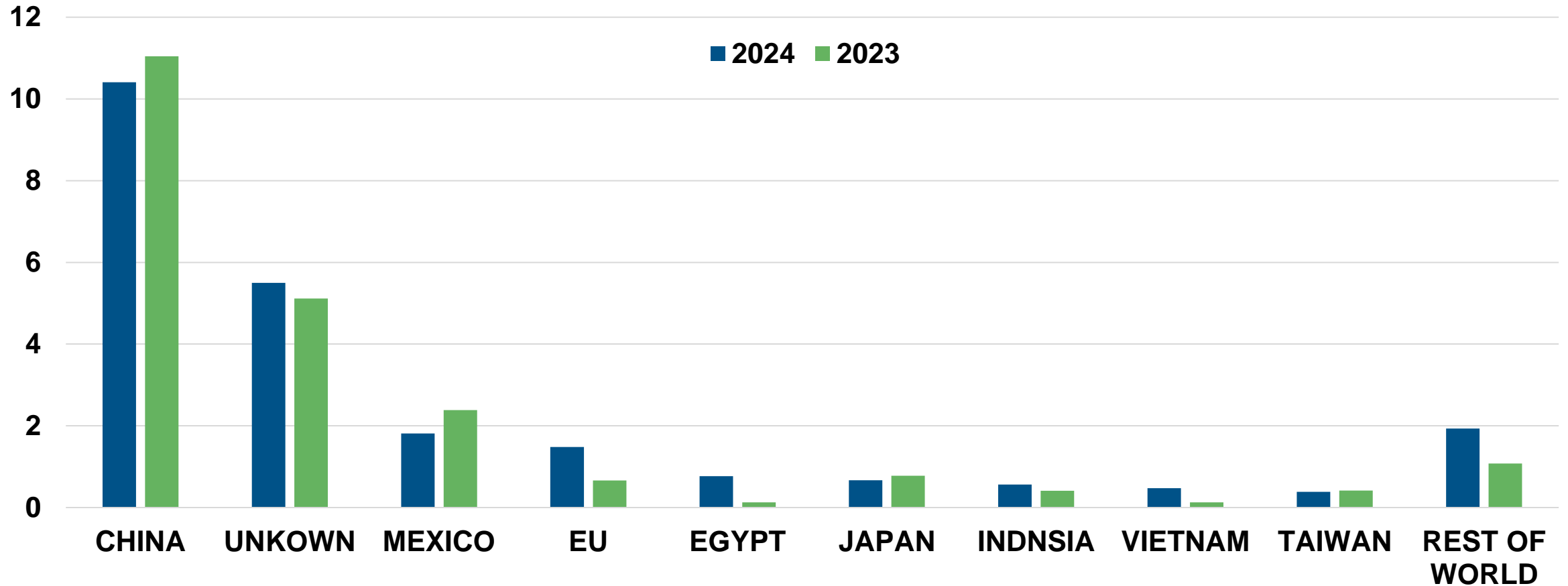
U.S. Soybeans are Competitively Priced Globally

Soybean FOB Prices (\$/MT)



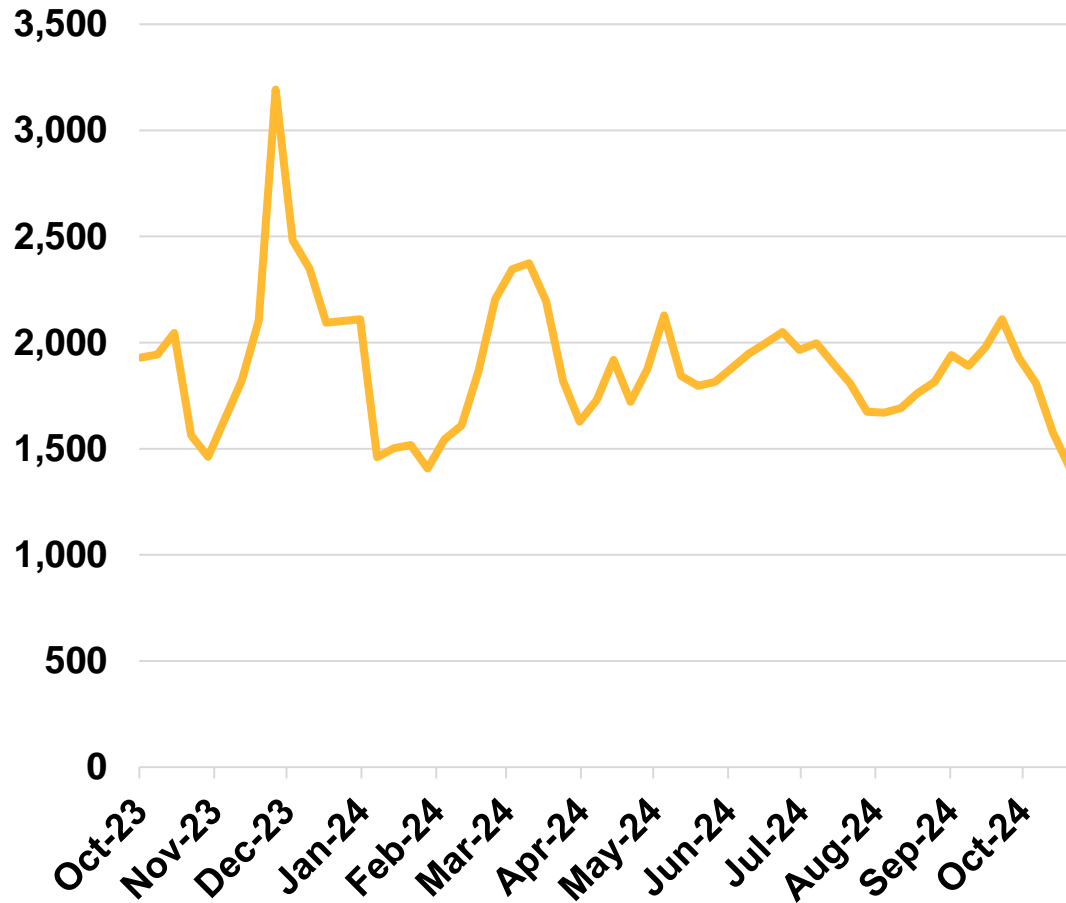
U.S. Soybean Export Commitments are Up 8% YoY

U.S. Soybean Export Commitments

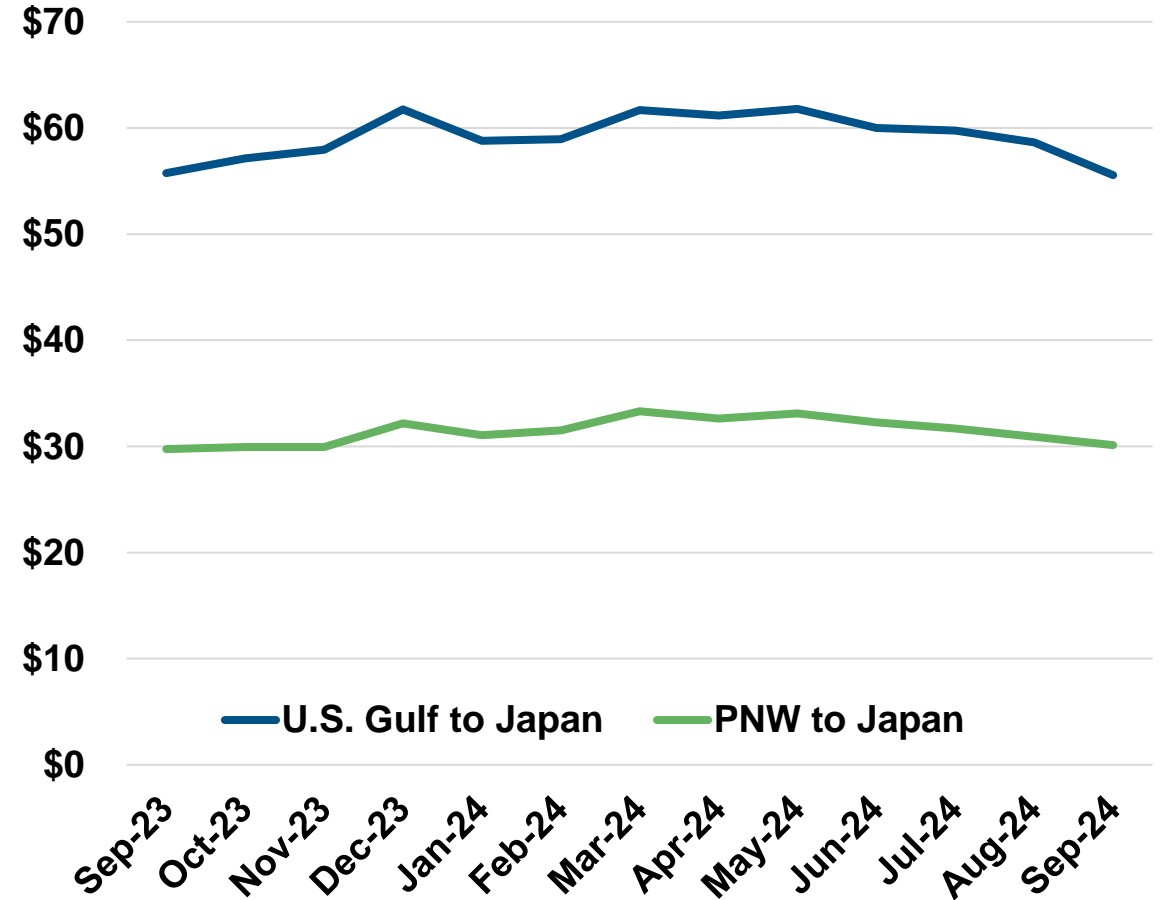


Ocean Shipping Rates for Commodities are Falling

Baltic Dry Index



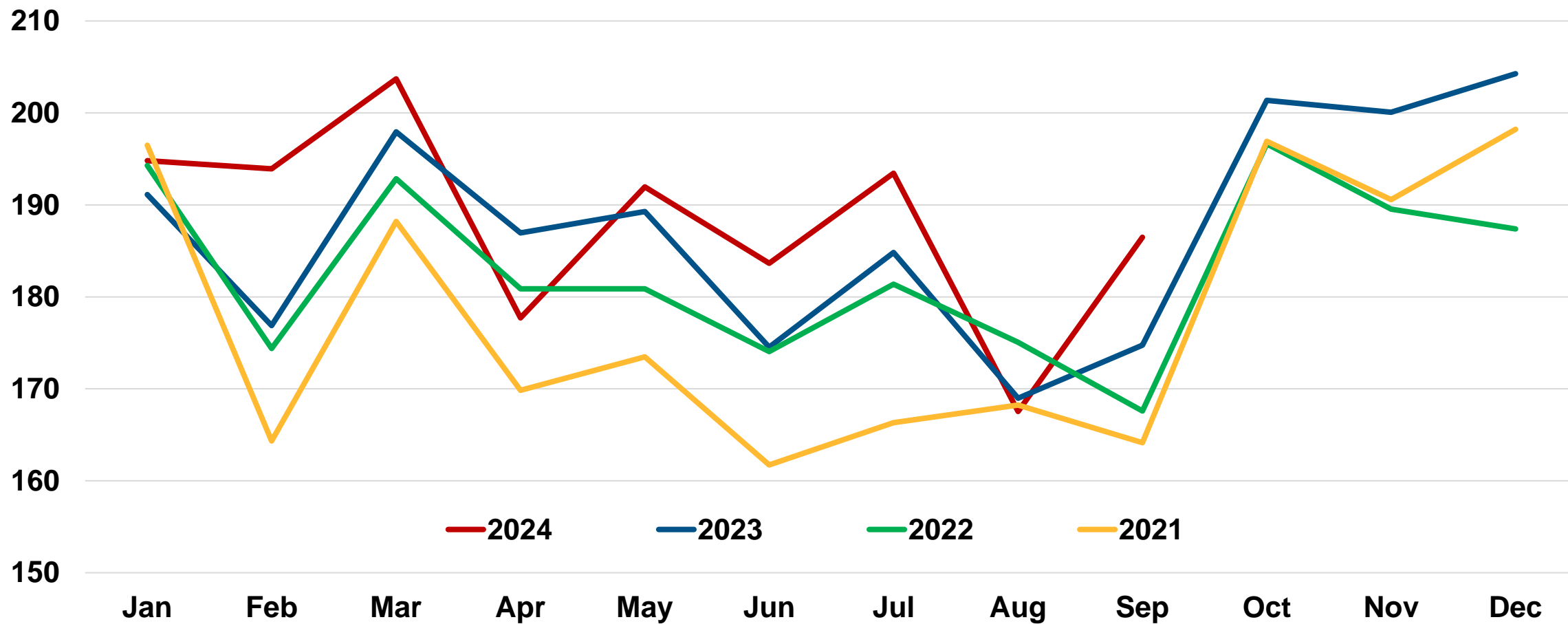
Grain Vessel Rates (\$/MT)



Source: Bloomberg; USDA-AMS

U.S. Soy Crush Record Large on Renewable Diesel Demand

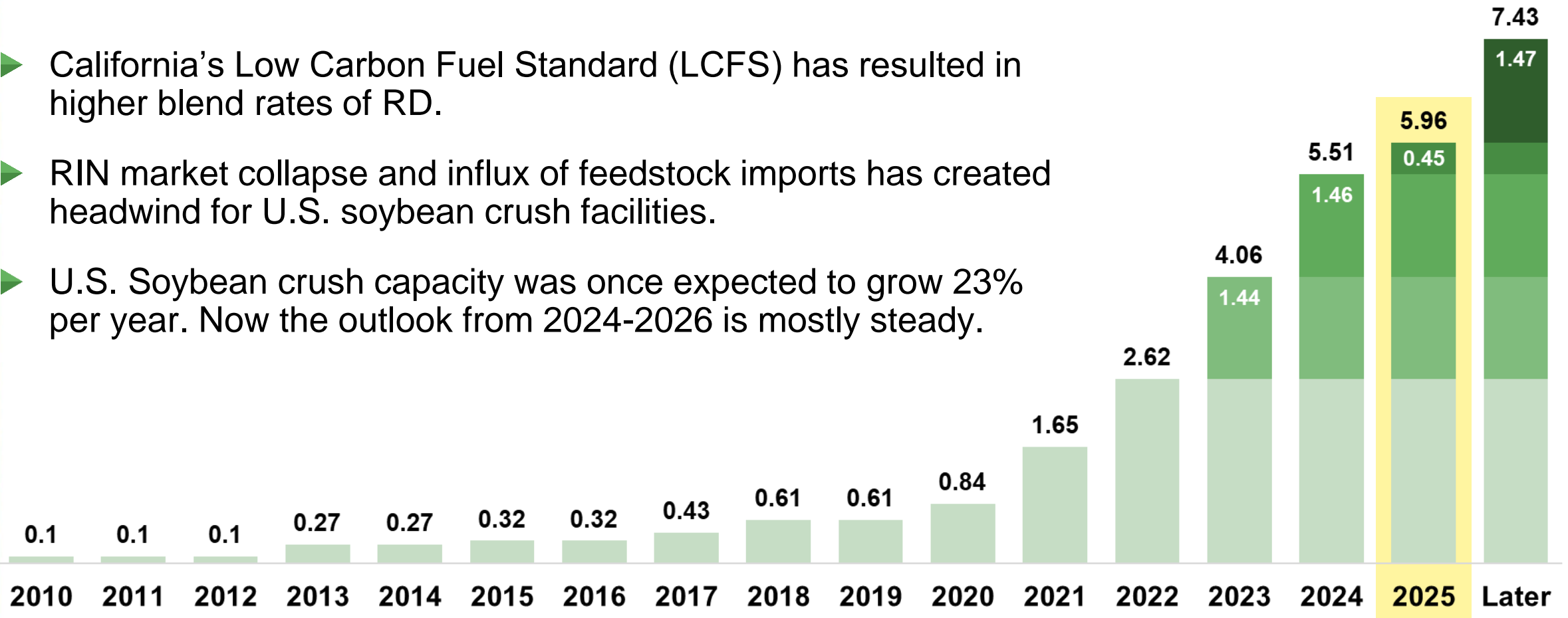
U.S. Soybean Crush (Million Bushels)



Renewable diesel boom or bust?

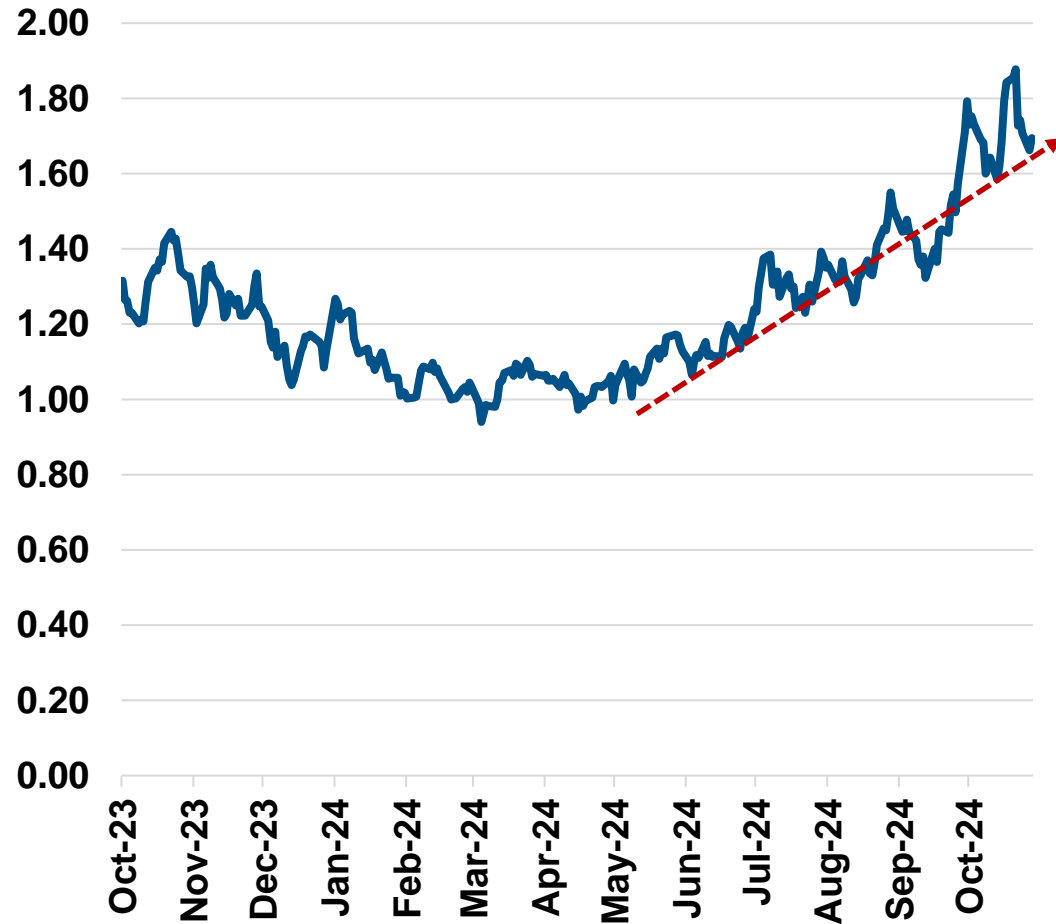
Annual U.S. Renewable Diesel (RD) Production Capacity (Billion gallons/year)

- ▶ California's Low Carbon Fuel Standard (LCFS) has resulted in higher blend rates of RD.
- ▶ RIN market collapse and influx of feedstock imports has created headwind for U.S. soybean crush facilities.
- ▶ U.S. Soybean crush capacity was once expected to grow 23% per year. Now the outlook from 2024-2026 is mostly steady.

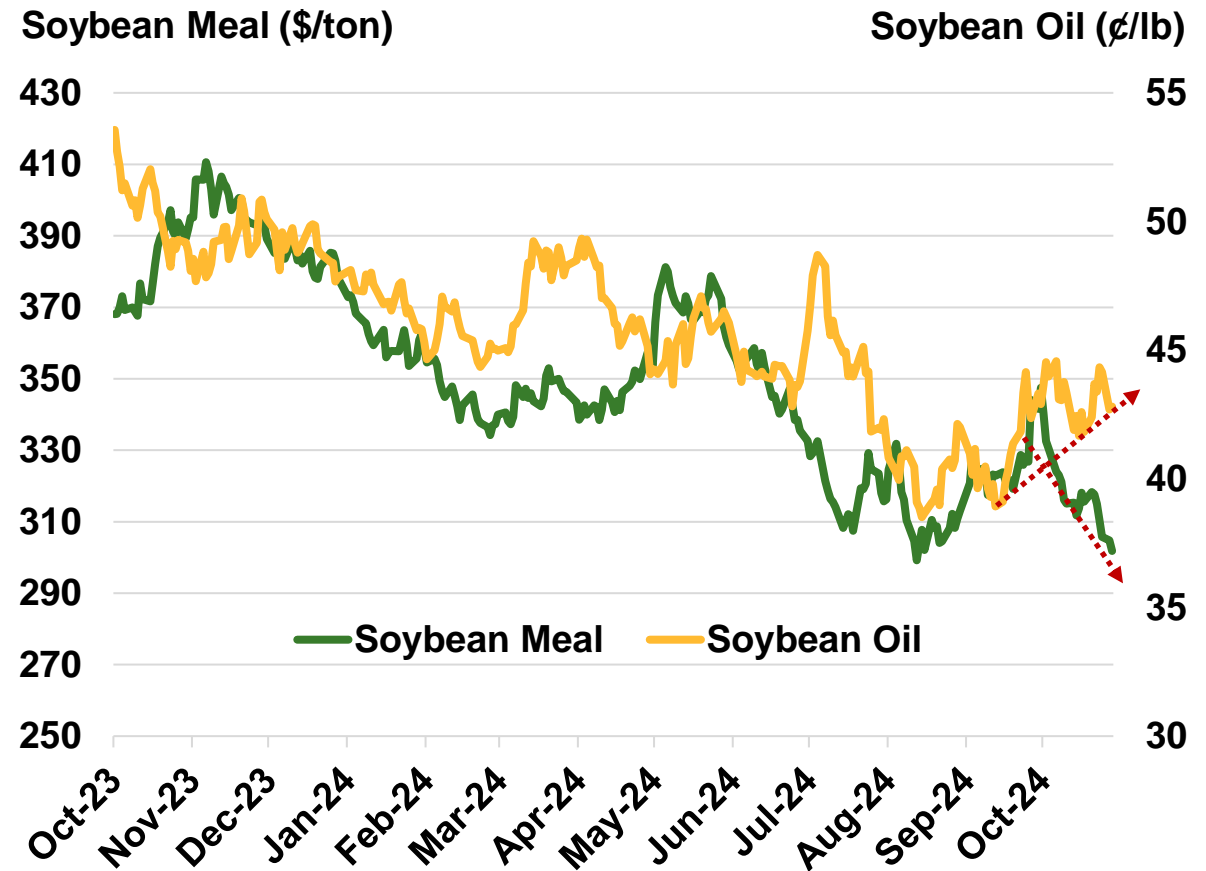


Soy Crush Margin Rising on Lower Soy Prices, Higher Oil

U.S. Soybean Crush Margin (\$/bu)

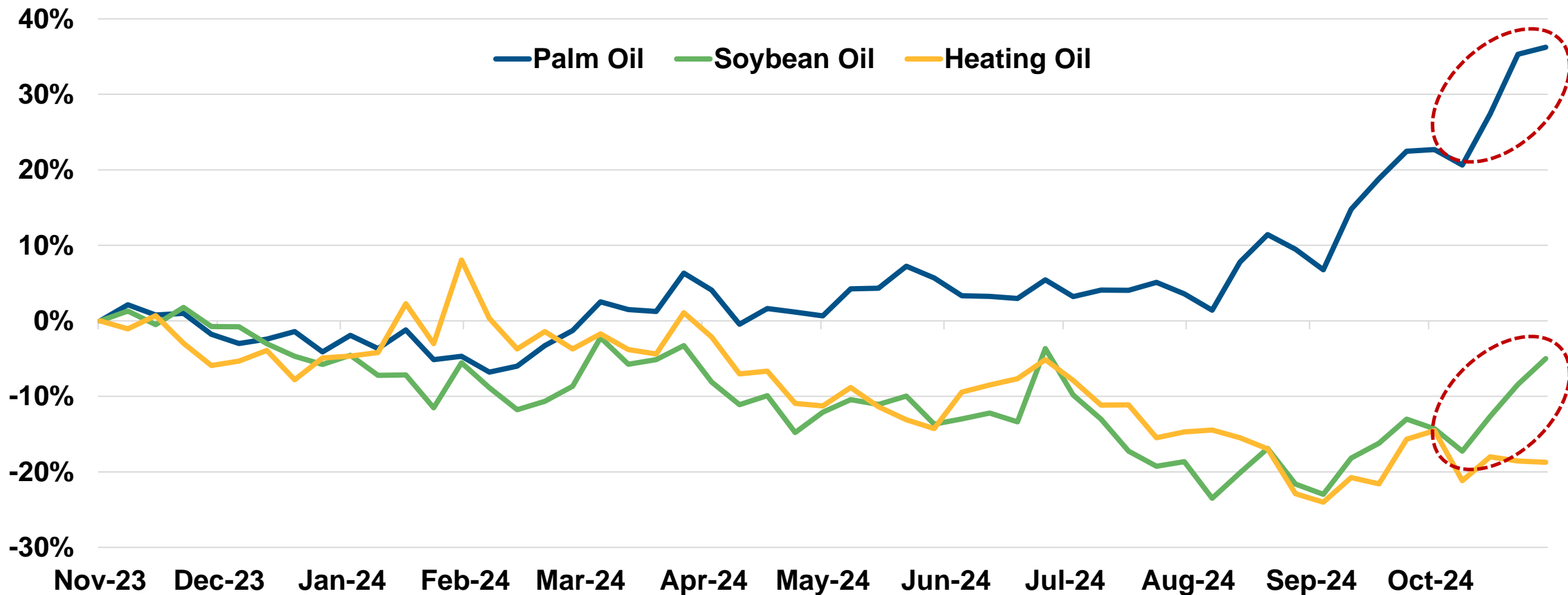


Soy Product Prices



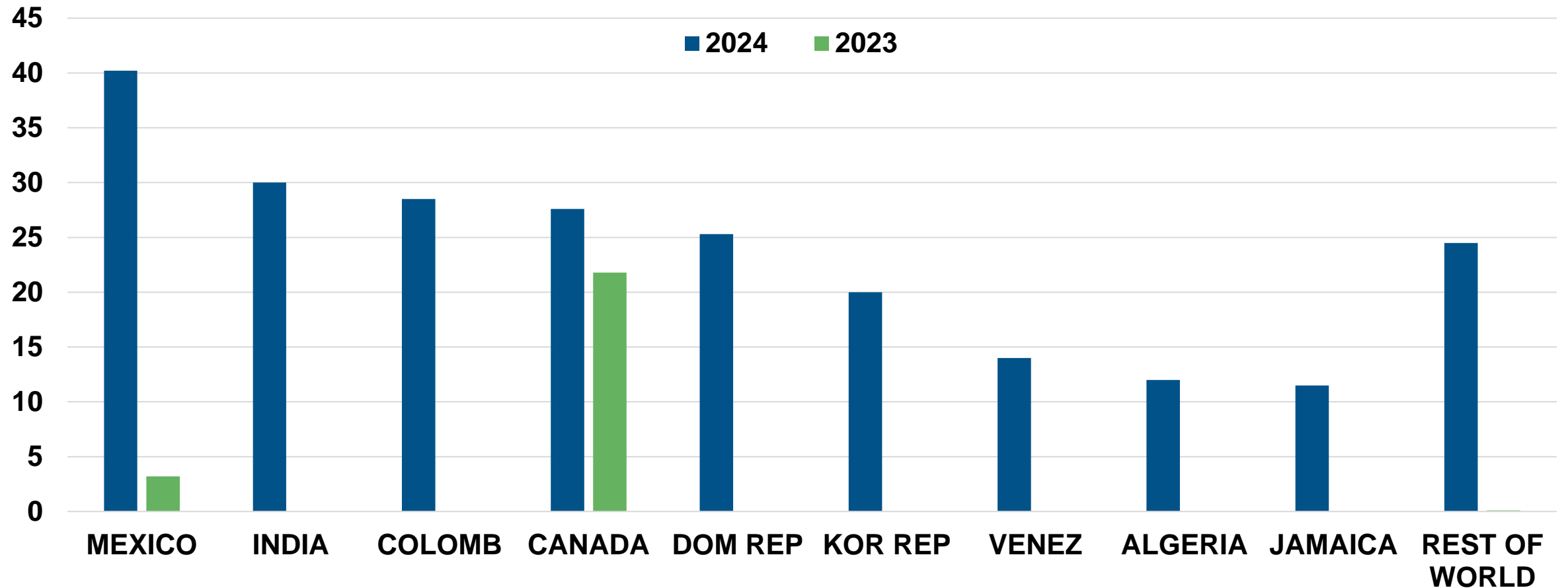
Rising Palm Oil Prices Pulling Soybean Oil Higher

Palm Oil, Soybean Oil, Heating Oil Price Changes (Percent)



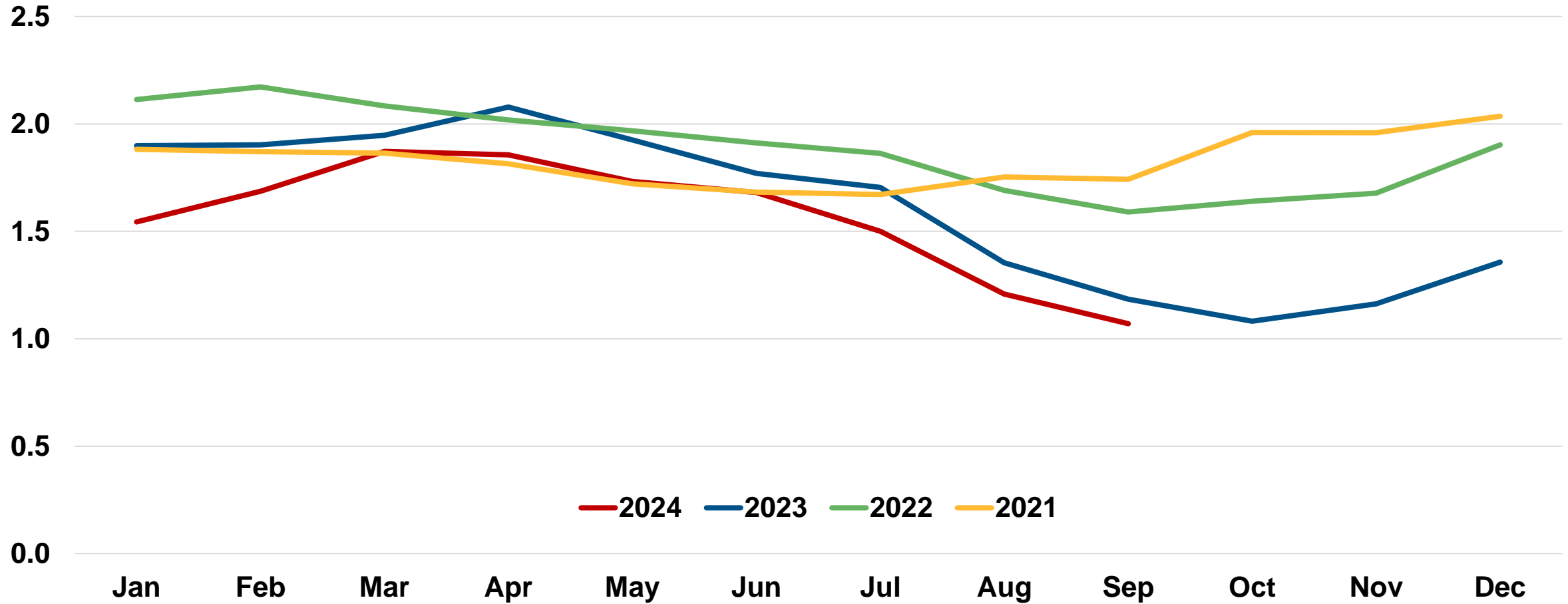
U.S. Soybean Oil Export Commitment are Up 824% YoY

U.S. Soybean Oil Export Commitments (1,000 MT)



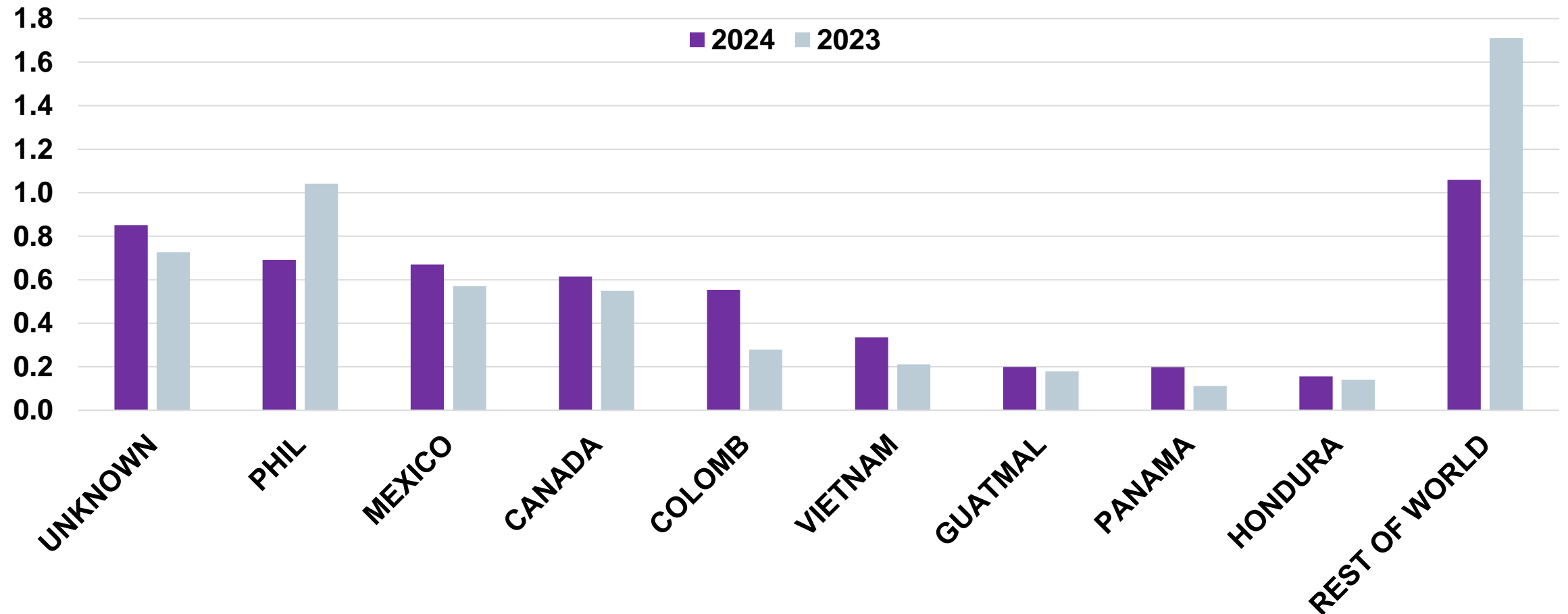
Biofuel Demand, Exports Drawing Down Soybean Oil Stocks

U.S. Soyoil Stocks (Billion Lbs.)



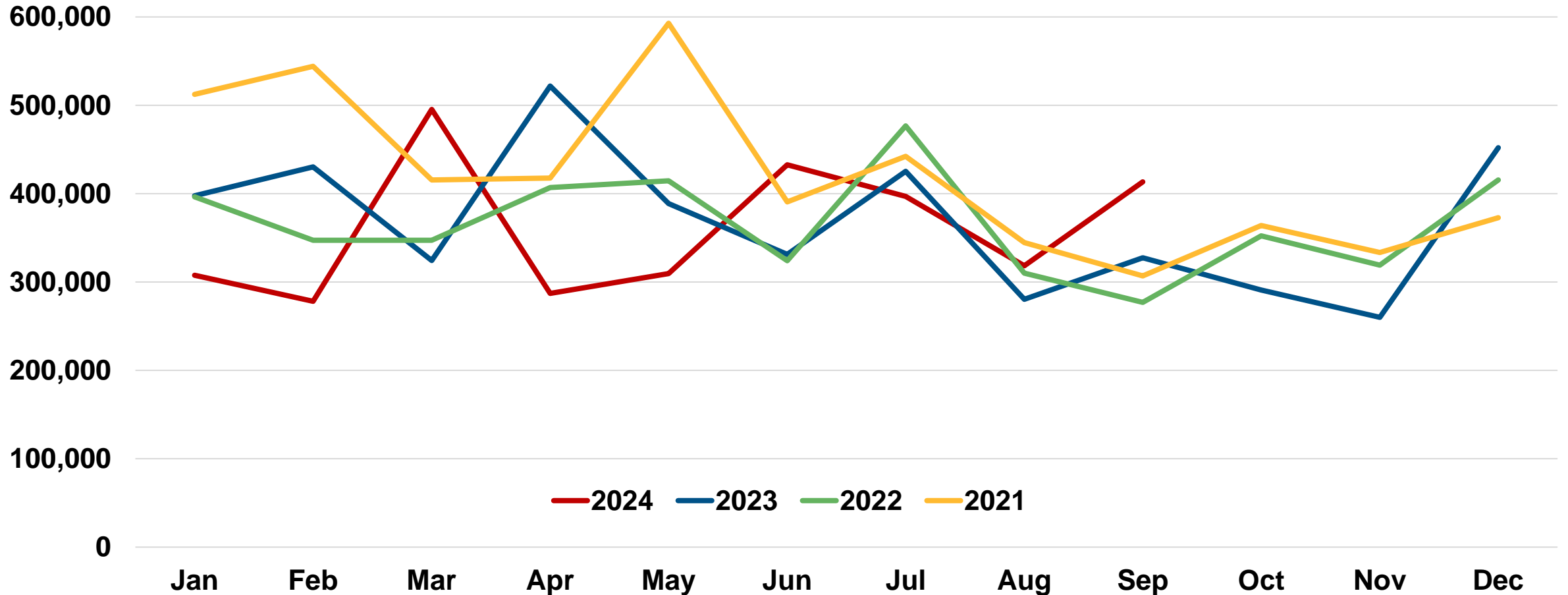
U.S. Soybean Meal Export Commitments Down 3.5% YoY

U.S. Soybean Meal Export Commitments (MMT)



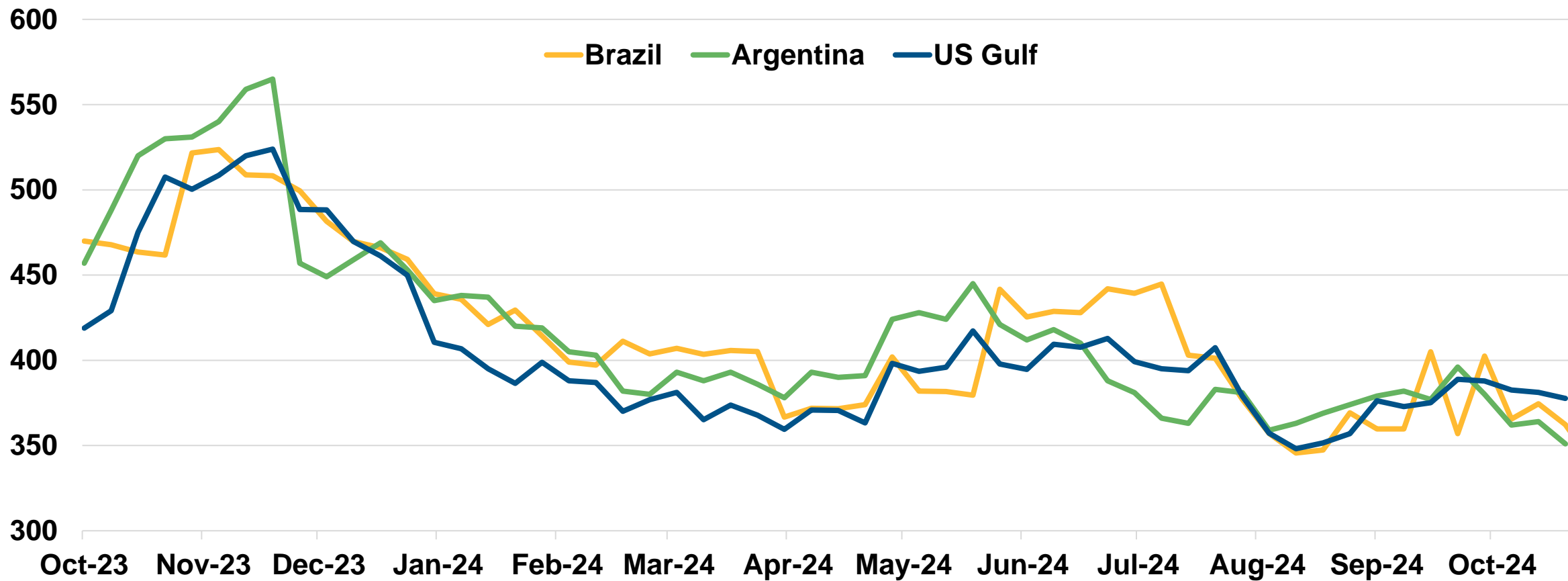
U.S. Soymeal Stocks Rising as Crush Quickens, Exports Slow

U.S. Soymeal Stocks (Tons)



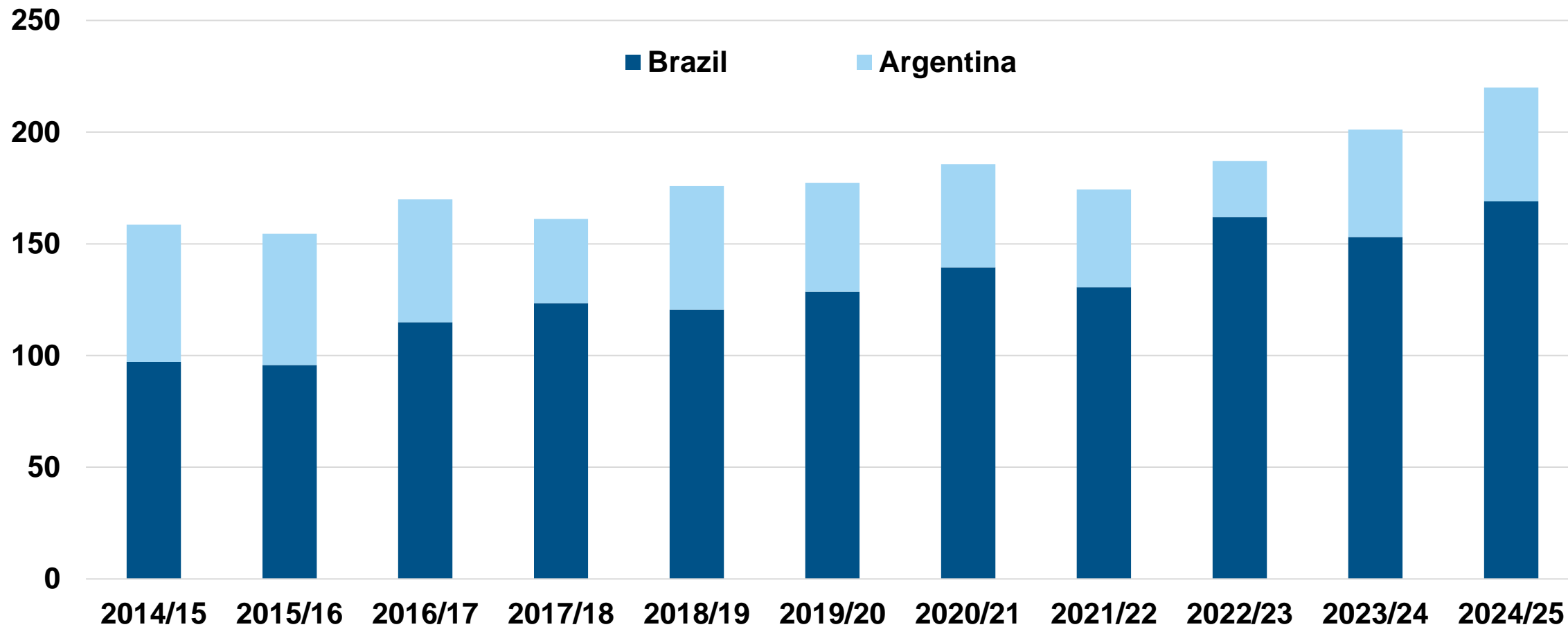
Rising U.S. Soymeal Stocks will Pressure U.S. Prices

Soymeal FOB Prices (\$/MT)



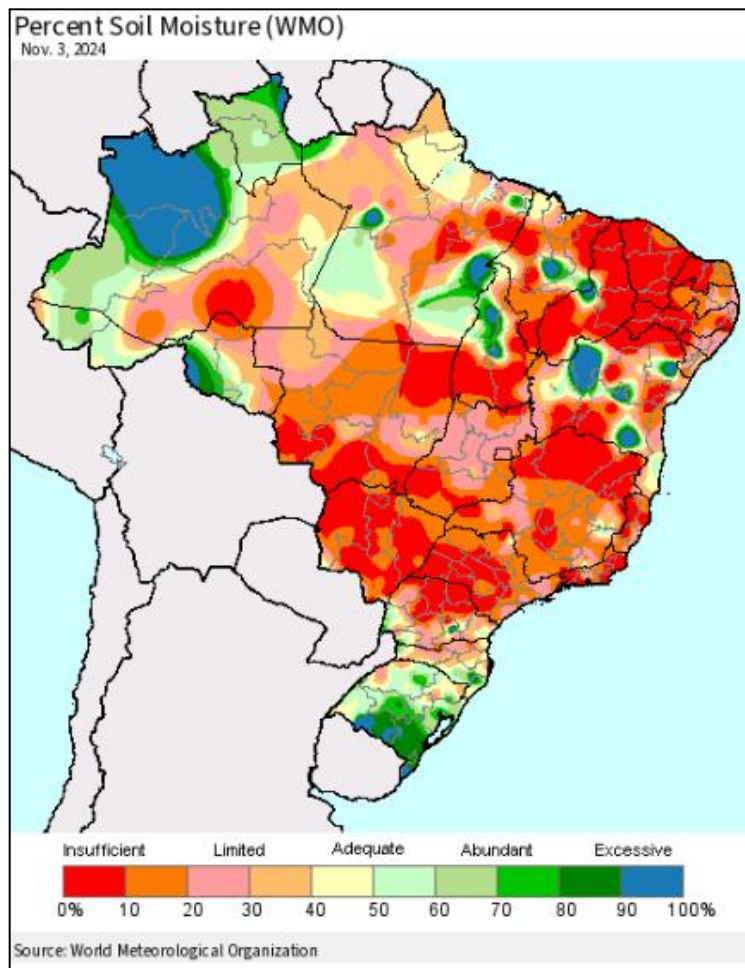
South American Soybean Crops Currently Seen Record Large

South American Soybean Production (MMT)

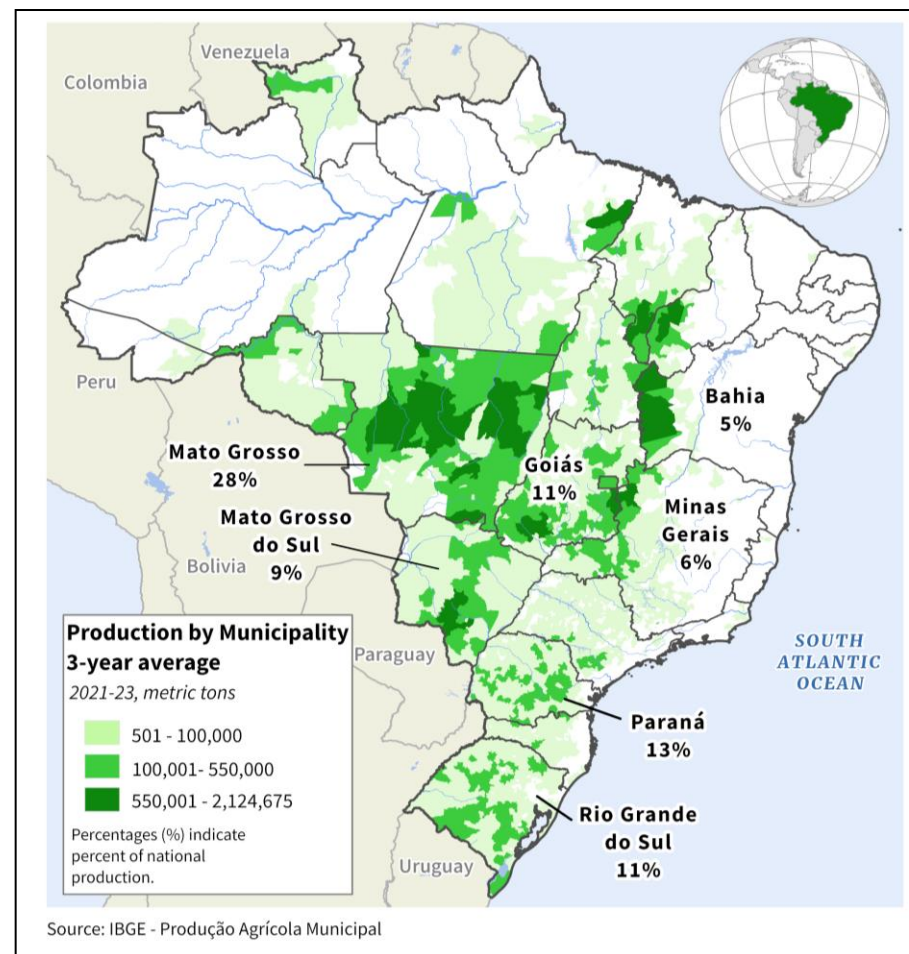


But Dryness Persists in Brazil's Main Growing Regions

Brazil – Percent Soil Moisture

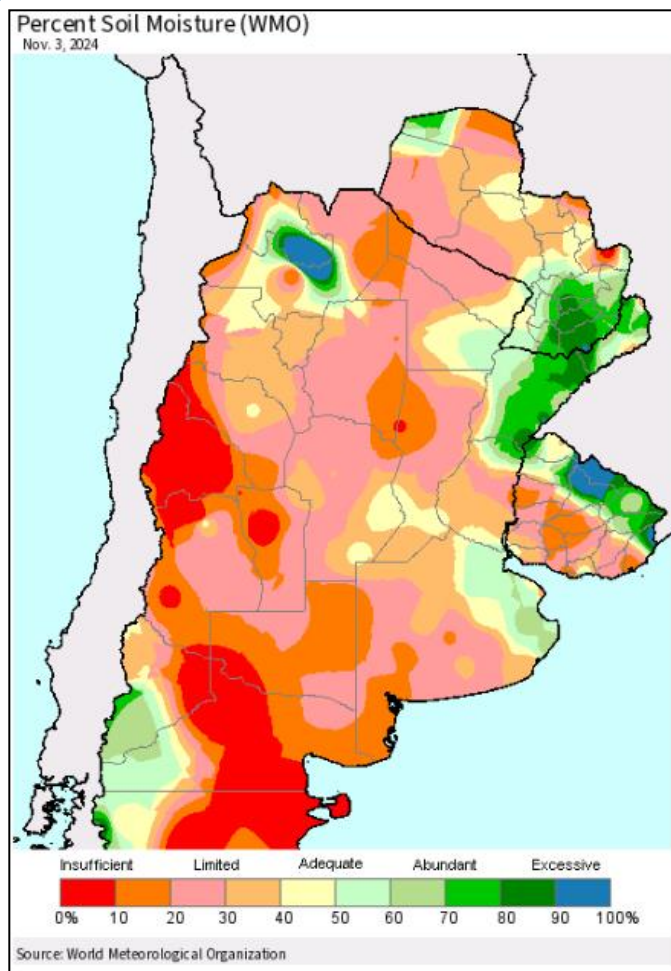


Brazil - Soybean Production

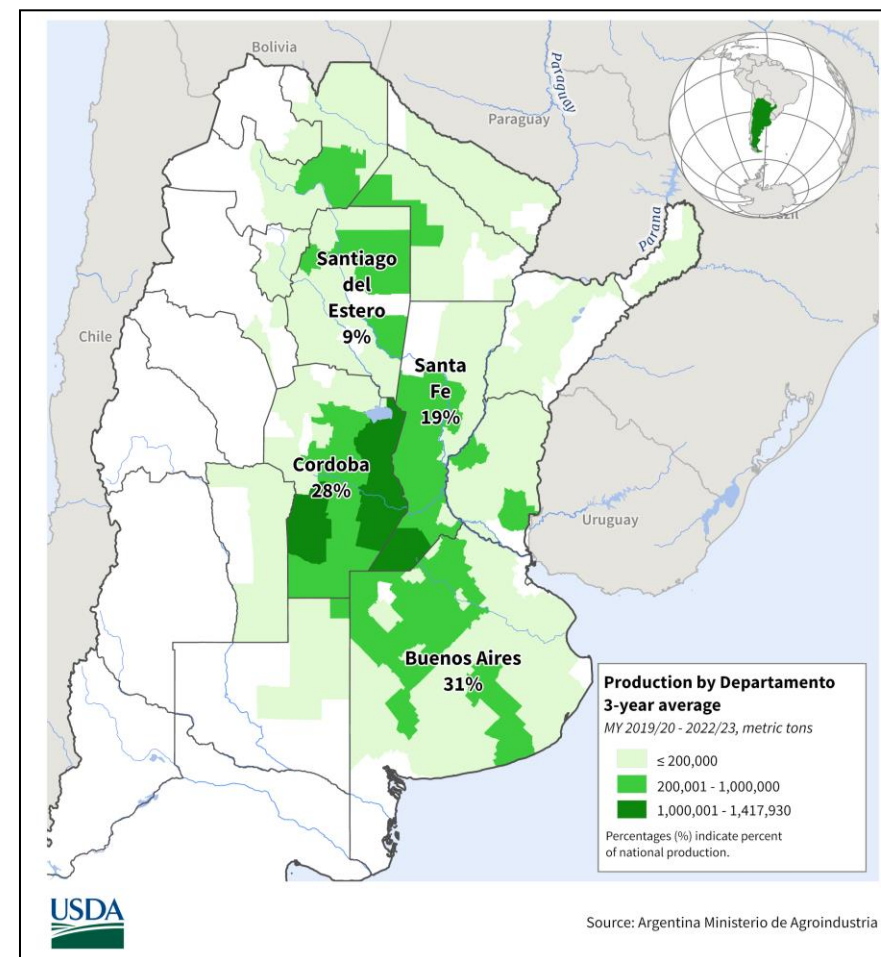


Dry Conditions Also Persist in Argentina's Crop Belt

Argentina – Percent Soil Moisture



Argentina – Soybean Production



Market Prices Indicate A Slowing of the Soybean Expansion

Soybean/Corn Price Ratio



Summary

1. World soybean production and consumption are record high and climbing.
2. The U.S. soybean crop is near-record large with rising yields and expanded acreage.
3. U.S. soybean export sales are rising on low prices and elevated trade uncertainty.
4. Demand is rising globally for soybean oil for biofuels.
5. Excess soymeal will move into export market.
6. A record South American crop is not guaranteed if weather outlook does not improve.
7. Soybean acreage expansion to slow as soybean/corn price ratio falls.

Questions

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