



U.S. Soybeans Update: Production, Growing Conditions and 2020 Planting Intentions

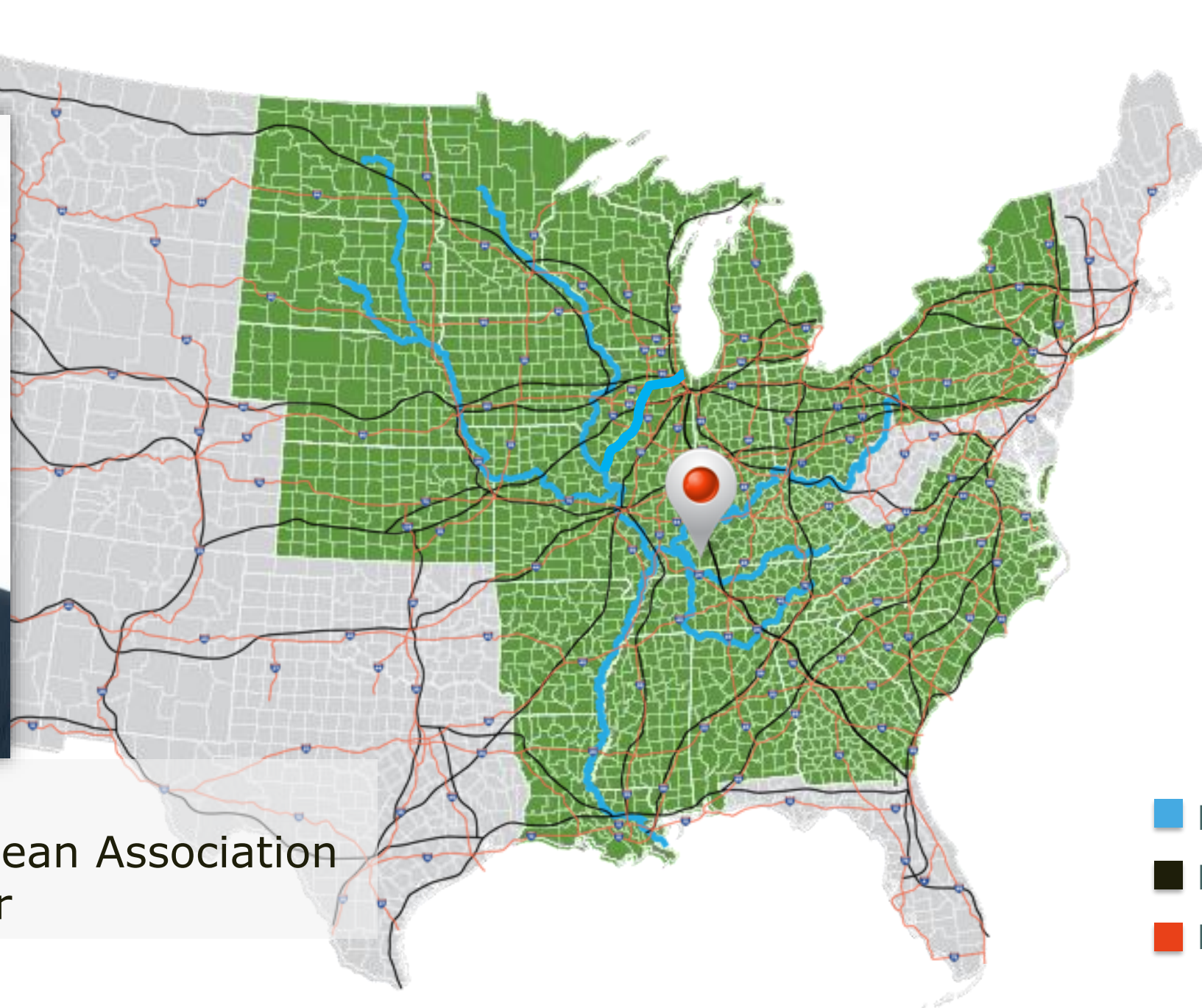
Davie Stephens, Kentucky Soybean Farmer

U.S. SOY FOR A GROWING WORLD



DAVIE STEPHENS

President, American Soybean Association
Kentucky Soybean Farmer



-  RIVER
-  RAIL
-  HIGHWAYS

About My Farm

- Fifth-generation farmer from Clinton, Kentucky
- Grow soybeans and corn on 5,000 acre (approx. 2,023 hectares) family farm
- Raise chickens in four poultry
- Wife, Judy is also an active Advocate for soybean farmers



About My State

- Average soybean yield is 51 bushels per acre (approx. 1.8 m³ per 0.405 hectares)
- Kentucky harvested 1.93 million acres (approx. 781,043 thousand hectares) of soybeans, which valued \$910.6 million

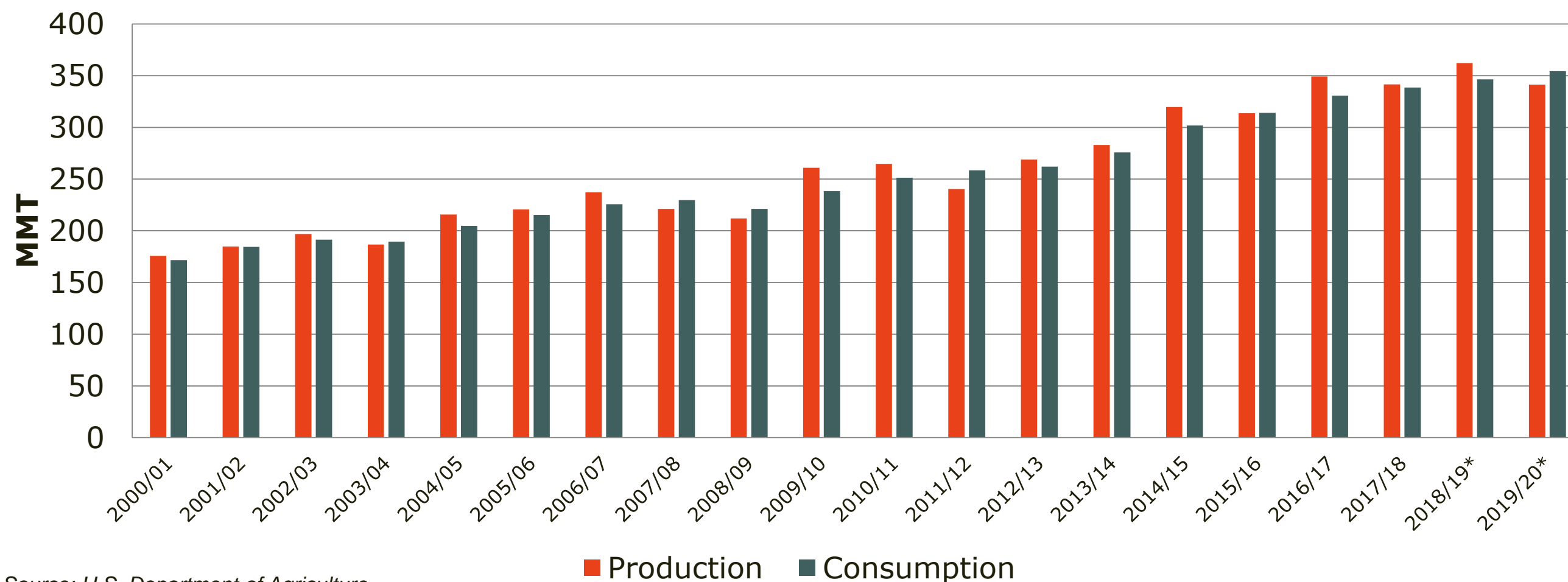


Source: National Agricultural Statistics Service (NASS), Kentucky State Overview

Soybean Production, Consumption and Supply

Global Production and Consumption of Soybeans

2000/01 – 2017/18 and USDA Forecast for 2018/19 and 2019/20



Source: U.S. Department of Agriculture

UNITED STATES

99

MMT

31 MILLION HECTARES
(76.5 million acres)

MY 2019/20 (projected)

BRAZIL

123
MMT

ARGENTINA

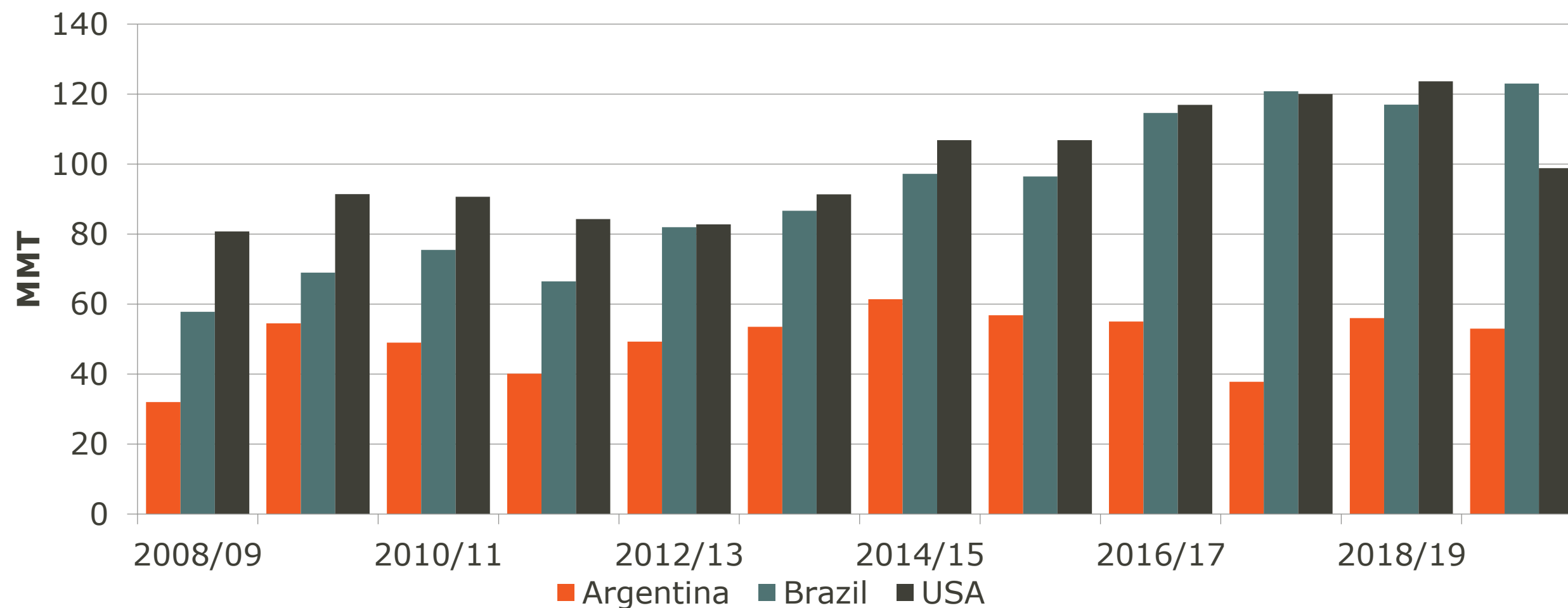
53
MMT

SOY

Source: U.S. Department of Agriculture



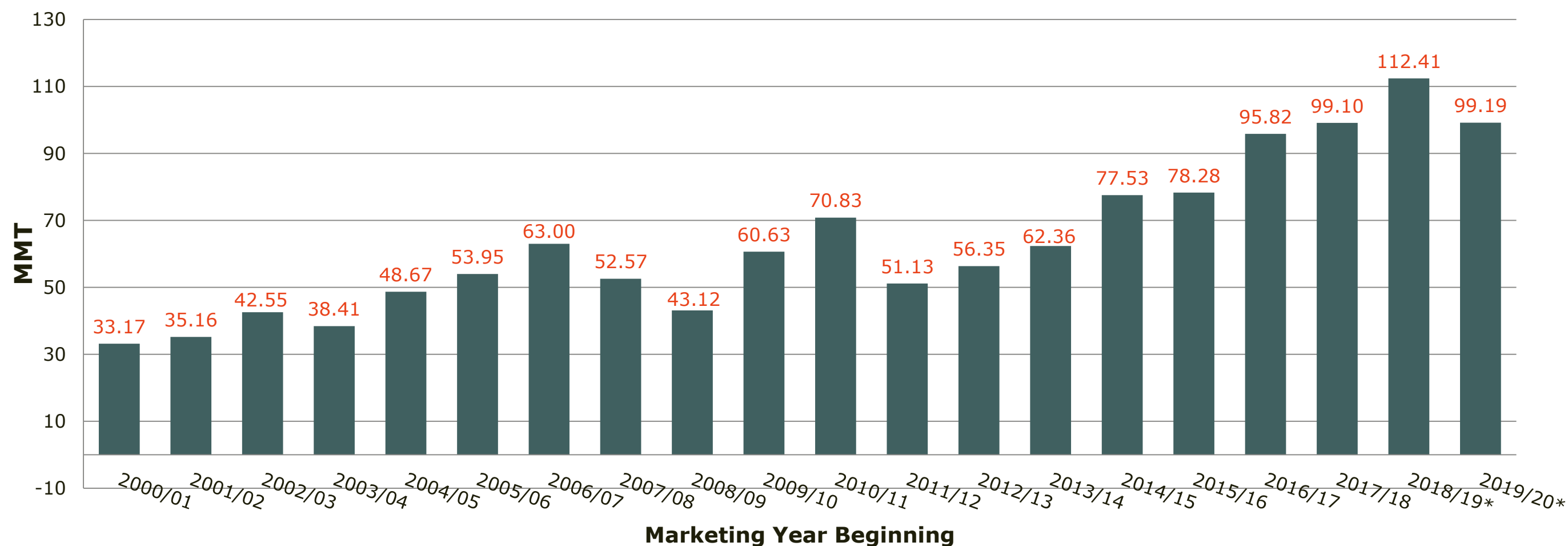
Soybean Production – United States, Argentina and Brazil 2008/09 – 2018/19 and Forecast for 2019/20



Source: U.S. Department of Agriculture

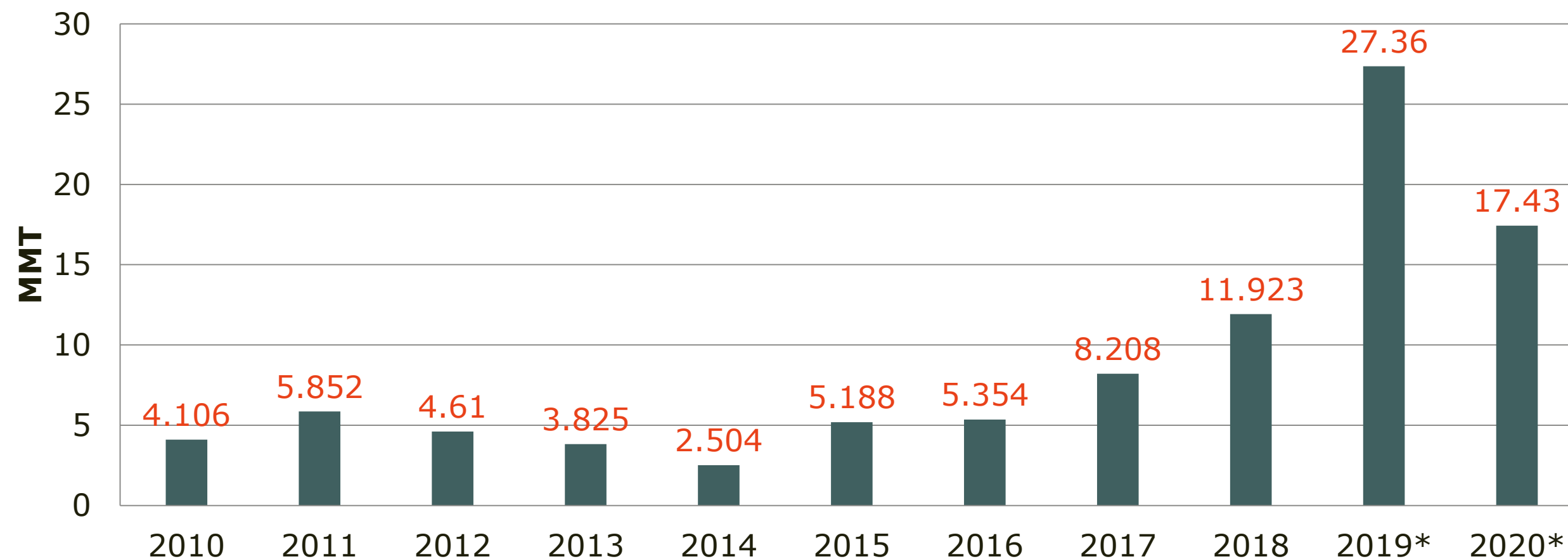
Global Soybean Ending Stocks

2000/01 – 2017/18 and USDA Forecasts for 2018/19 and 2019/20



Source: U.S. Department of Agriculture

U.S. Soybean Ending Stocks 2010 – 2018 and USDA Forecast for 2019 and 2020



Source: U.S. Department of Agriculture

A close-up photograph of two hands, one from a person wearing a blue denim shirt, gently holding and examining a green soybean plant. The plant has several large, trifoliate leaves. The background is slightly blurred, showing more of the plant and the ground.

U.S. Soybeans Crop Progress and Conditions

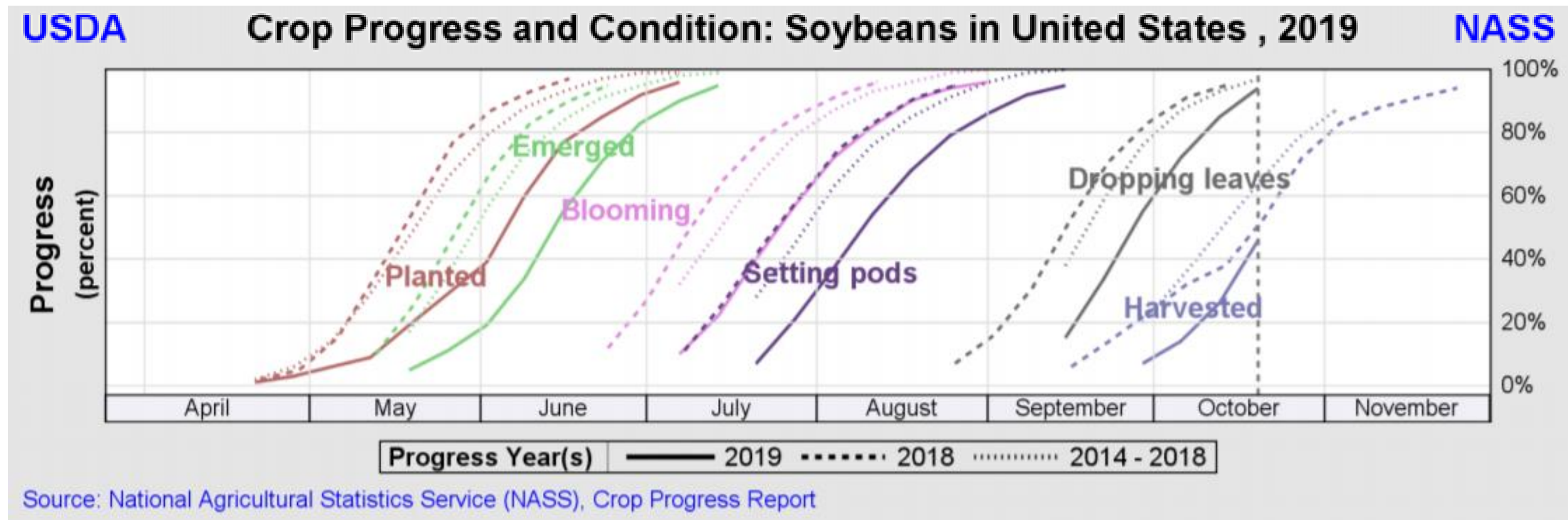
U.S. Soybean Crop Quality Conditions



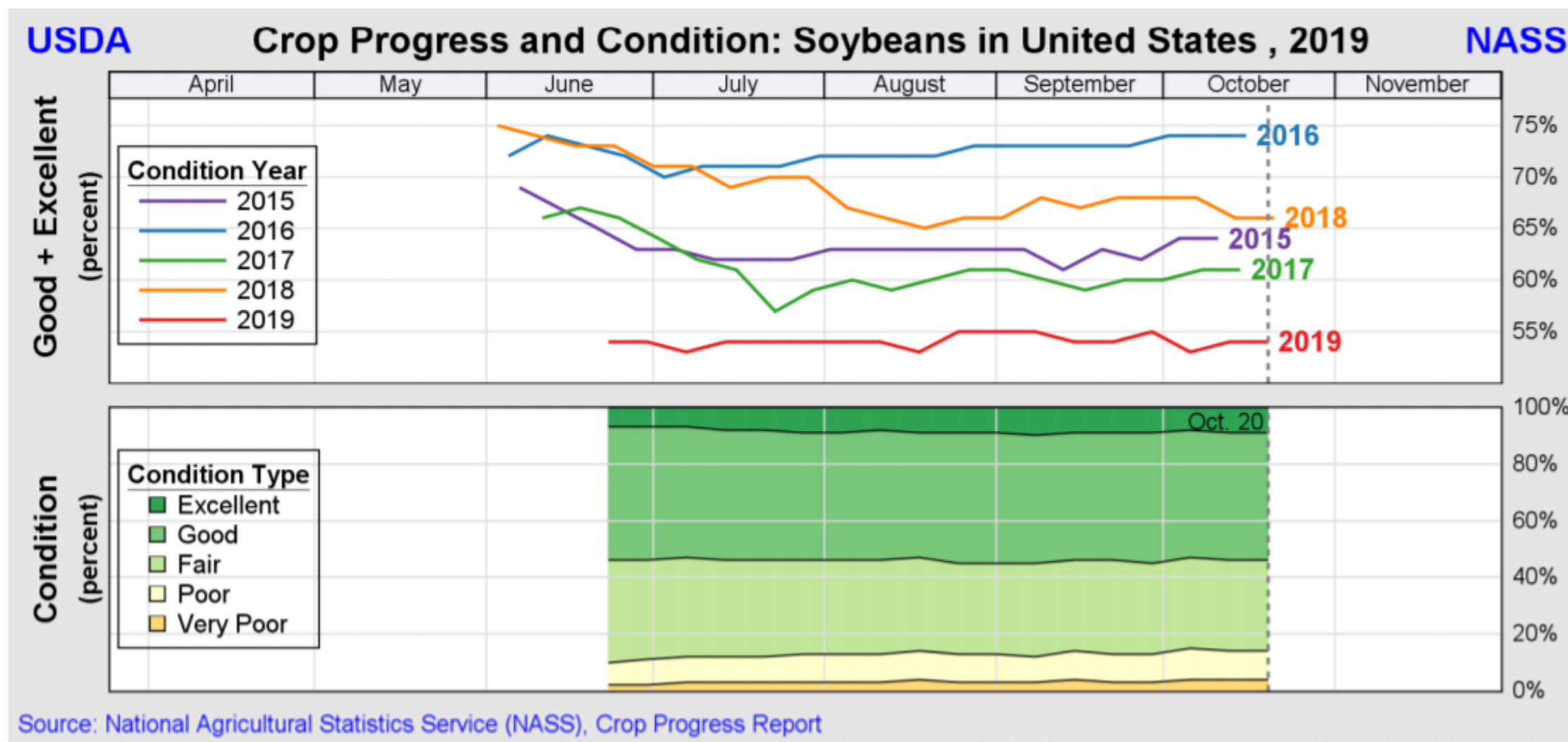
**U.S soy crop quality
impacts prices paid by
soybean importers
throughout the world**



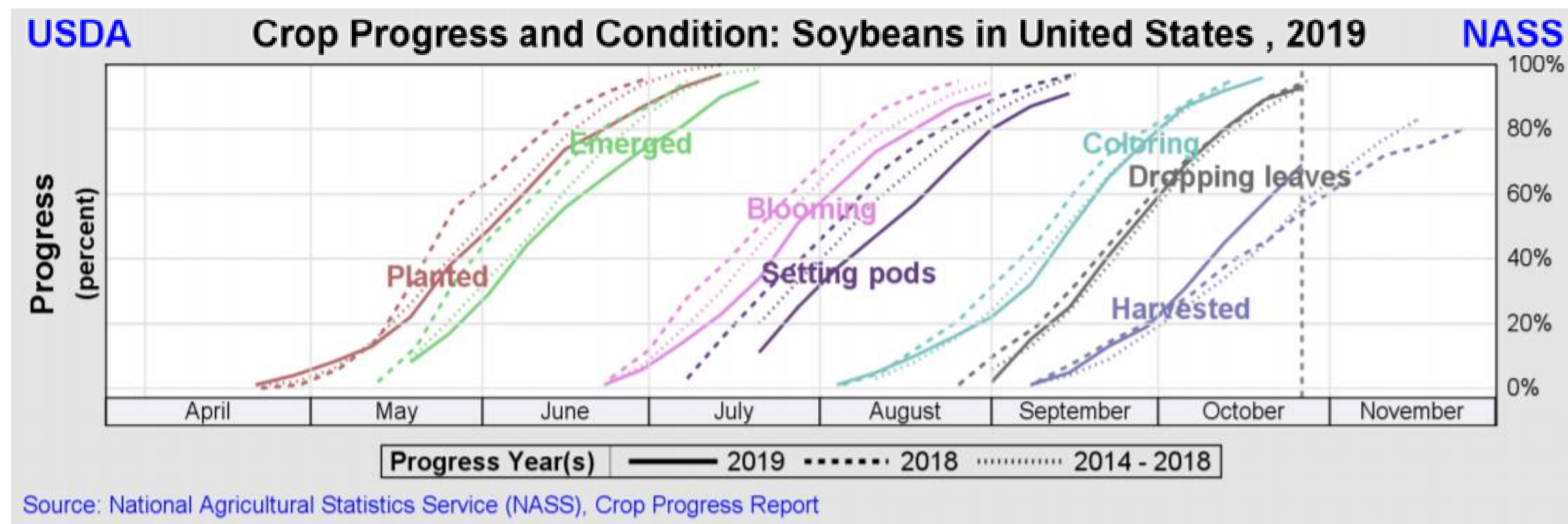
Crop Progress Nationwide (Last 5 Years)



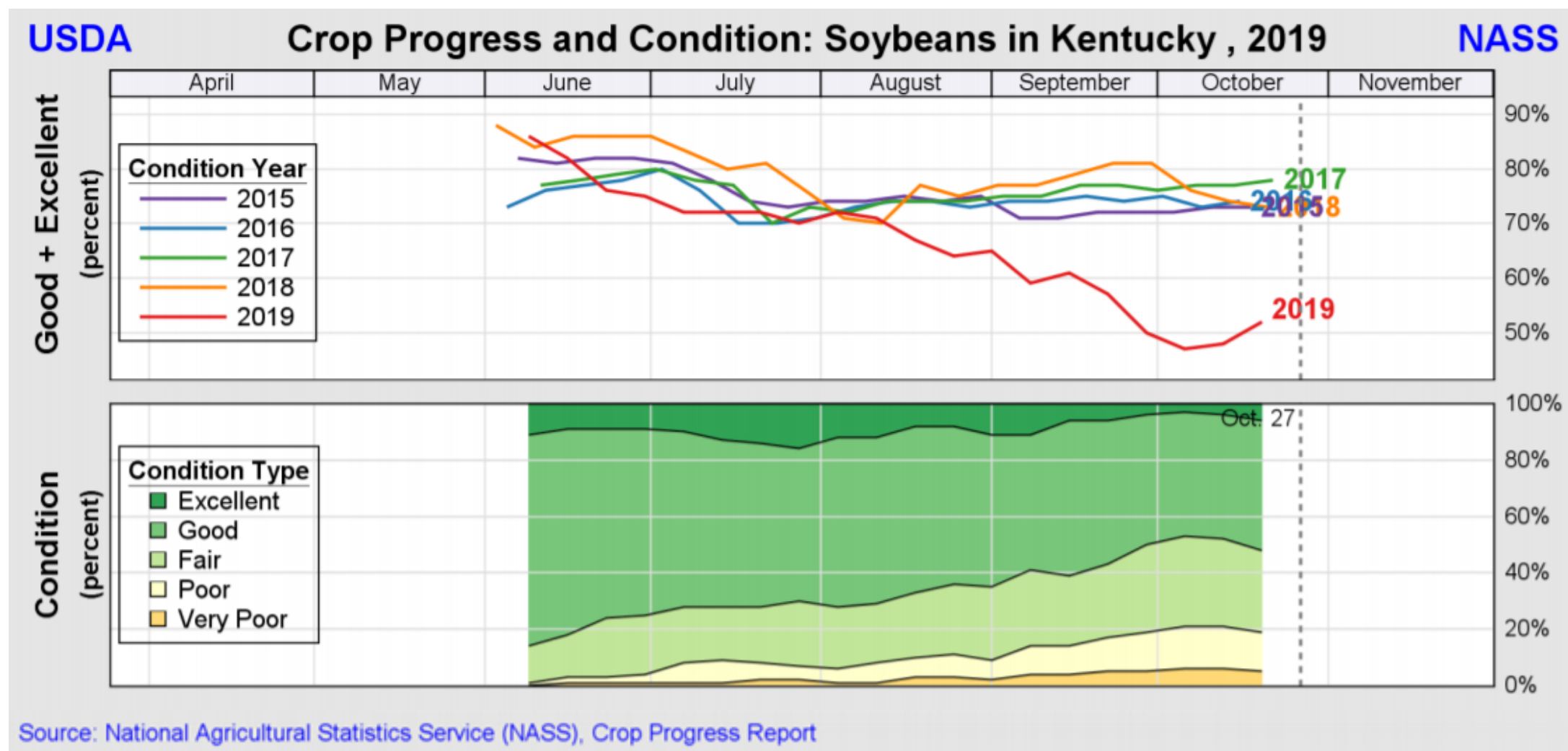
Crop Conditions Nationwide (Last 5 Years)



Crop Progress In My State (Last 5 Years)

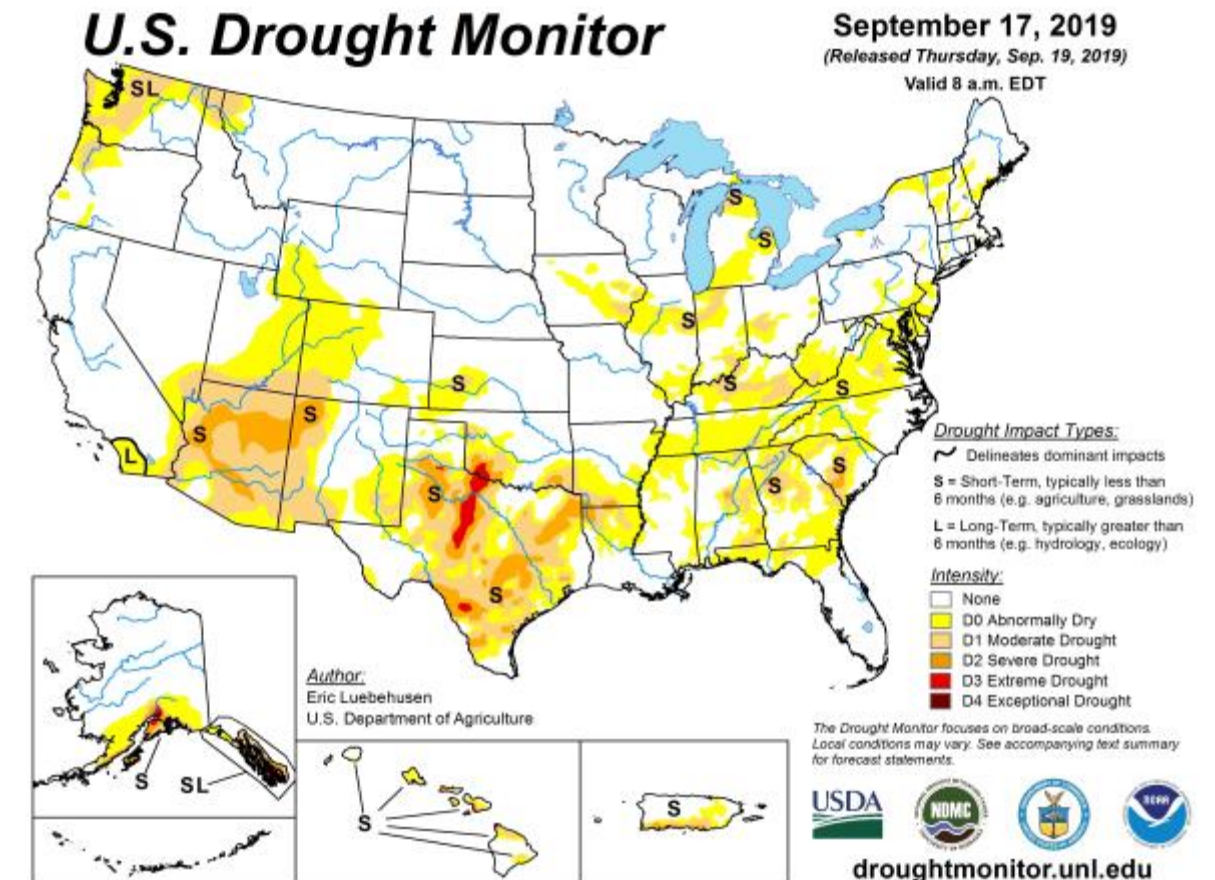


Crop Conditions In My State (Last 5 Years)



Abnormal Weather Conditions in Kentucky

- Spring rains flooded farms across the state
- Then, the summer brought a long drought
- Soybean yields went down
- Kentucky Commissioner of Agriculture asked the federal government for disaster declarations in Kentucky counties suffering crop losses



My Risk Management Strategies

- Calculate breakeven costs
- Analyze production costs
- Watch for volatile marketing
- Aware of crop insurance program
- Follow a marketing plan
- Know the market: futures and contract options



My 2020 Planting Intentions

- ☐ Which crops grow best in which fields
- ☐ Which crops have the best return on investment
- ☐ Which crops are in the highest demand by potential buyers
- ☐ Which crops are best adapted to local weather
- ☐ Which crops match the farmer's equipment and labor availability



Nationwide Planting Intentions for 2020

- The 2020 planting intentions survey by *Farm Futures Magazine* found farmers intend to plant 83.6 million acres (approx. 33.4 million hectares) of soybeans in 2020
 - Somewhat lower than in 2018 (89 million acres; approx. 36 million hectares)
- Affected by fallout from trade and weather issues



**U.S. soybean farmers
have made a**

**LONG-TERM
COMMITMENT**



U.S. SOY FOR A GROWING WORLD

THANK YOU!
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