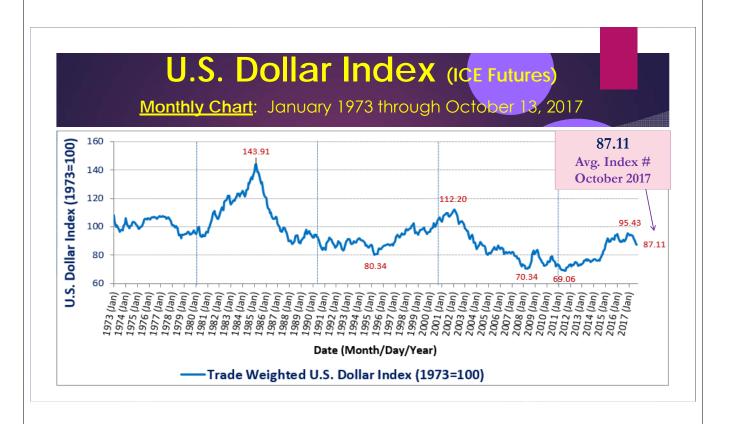


Topics to be discussed.....

- 1) Grain Market Analysis & Outlook
 - Corn & Grain Sorghum
 - Wheat
 - Soybeans & Cotton
- 2) Economic "forces at work" in the grain markets & where they are taking us...





U.S. Corn & Sorghum Supply-Use

- Large Supplies & Stocks are limiting Feedgrain Price\$'s
- Low Price\$'s are supporting Corn Use

```
o Livestock Feed ^{2017/18} = 5.500 bln bu (10 year high - vs 5.858 bb in 2007/08)
```

```
o Ethanol ^{2017/18} = 5.475 bln bu (Record high - vs 5.438 bb last year)
```

- o Other FSI $^{2017/18}$ = 1.460 bln bu $(2^{nd} highest vs 1.462 bb in 2016/17)$
- \circ Exports $^{2017/18}$ = 1.850 bln bu (vs 2.293 bb in '16/17 & 1.901 in '15/16)

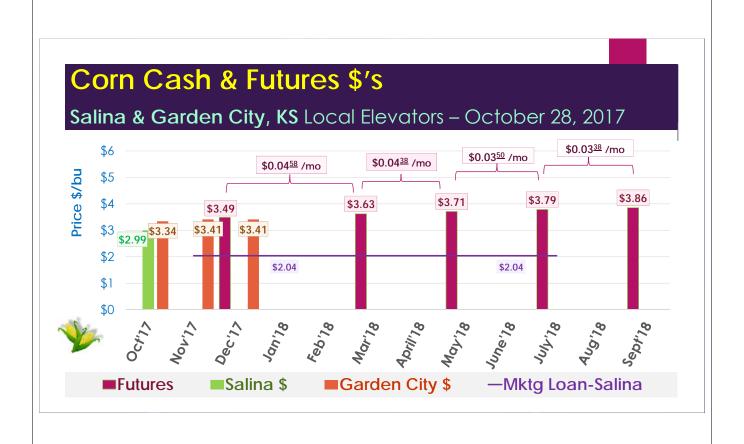
Karmas Strate

U.S. Corn & Grain Sorghum Stocks.....

- Corn: "Large" Stocks & % Stx/Use
 - End Stocks $^{2017/18}$ \Rightarrow 2.340 bln bu (2nd highest since 1987/88)
 - o % Stocks/Use ^{2017/18} ⇒ 16.4% S/U (Highest since 2005/06)
- Grain Sorghum: "Tighter" Stocks & % Stx/Use than Corn
 - o **End Stocks** ^{2017/18} ⇒ 28 Mln bu (15 55 mb since 2008/09)
 - o % Stocks/Use ^{2017/18} ⇒ 7.6% S/U (Highest since 2005/06)

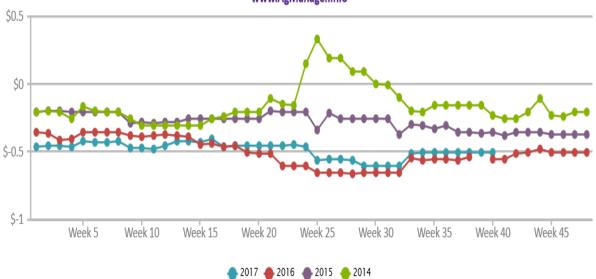
BEIVER STATE





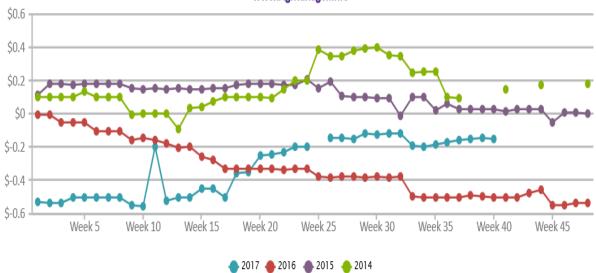
SALINA, KS: Corn Basis - CARGILL



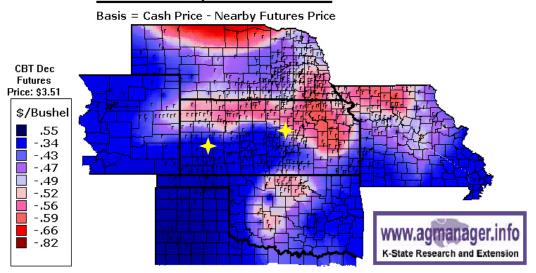


GARDEN CITY, KS: Corn Basis - GARDEN CITY COOP

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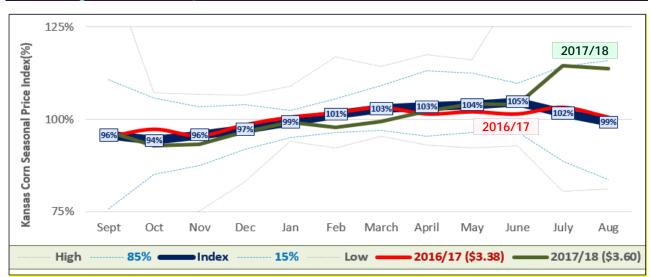


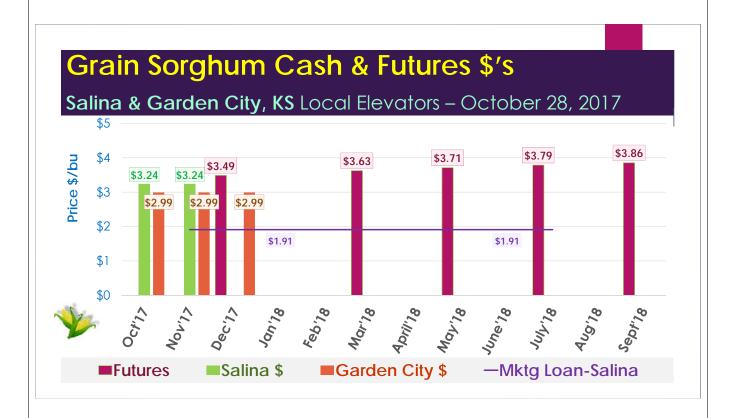
Corn Basis, 10-25-2017

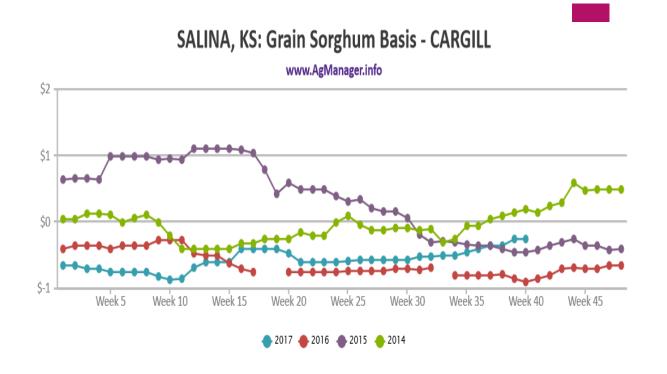


Kansas Corn Seasonal Cash \$ Index

Monthly: 17 yr Avg thru 2015/16 + MY 2016/17 & MY2017/18





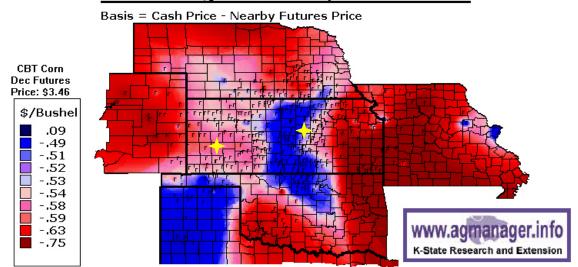


GARDEN CITY, KS: Grain Sorghum Basis - GARDEN CITY COOP



2017 2016 2015 2014

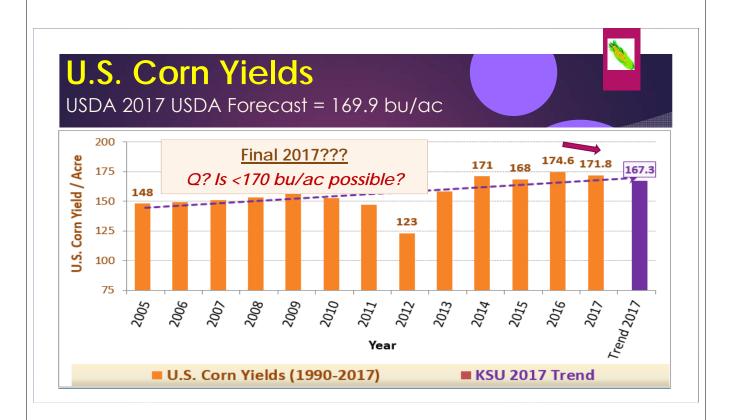
Grain Sorghum Basis, 10-11-2017

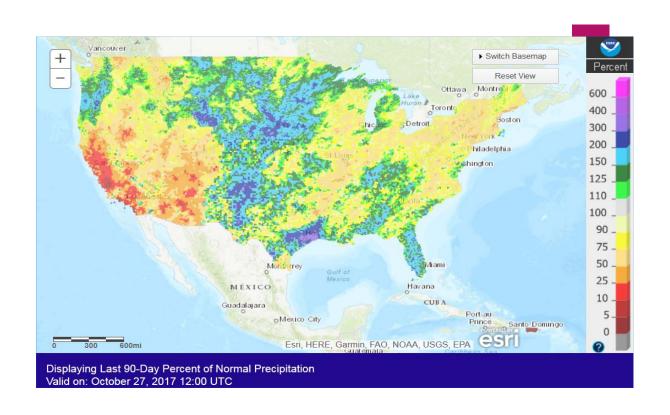


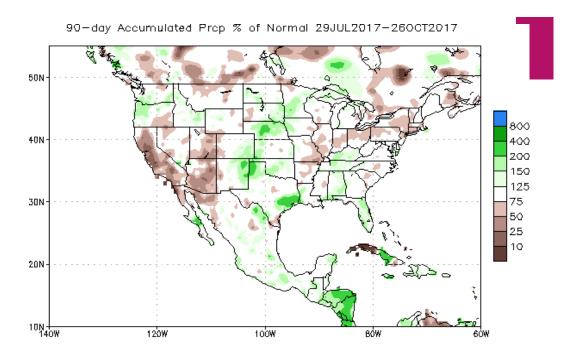
U.S. Corn Supply and Demand

	2016/17	2017/18	2017/18 Change from	Change from	
	estimate	forecast	September 12	2016/17	
Planted area (million acres)	94.0	90.4	-0.5	-3.6	
Harvested area (million acres)	86.7	83.1	-0.4	-3.6	
Yield (bushels per acre)	174.6	171.8	1.9	-2.8	
		Million bushels			•
Beginning stocks	1,737	2,295	-55	558	BUT still
Production	15,148	14,280	96	-868	Large Supply
Imports	57	50		-7	Large supply
Total supply	16,942	16,625	41	-317	
Feed and residual	5,464	5,500	25	36	
Food, seed, and industrial	6,890	6,935	10	45	
Ethanol	5,438	5,475		37	① Domestic Use
Domestic use	12,354	12,435	35	81	- &
Exports	2,293	1,850		-443	₽ Exports
Total use	14,647	14,285	35	-362	• Exports
Ending stocks	2,295	2,340	6	45	
		Percent		ว์	
Stocks to use ratio	15.7	16.4	0.0	0.7	
		Dollars per bushe	!	Ì	- &
Average market price	3.36	2.80/3.60		-0.16	Prices

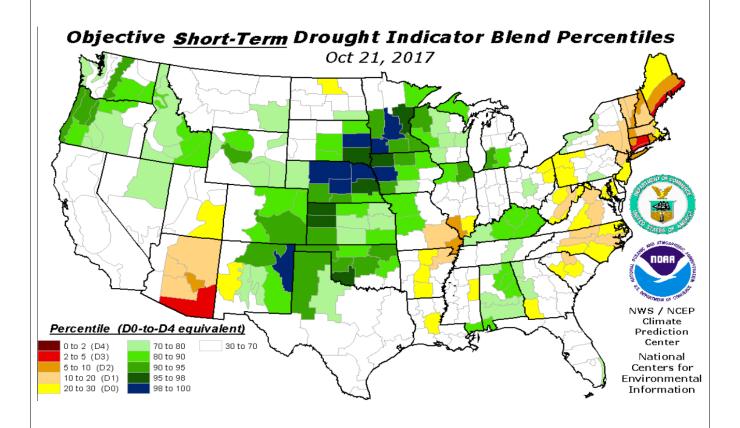




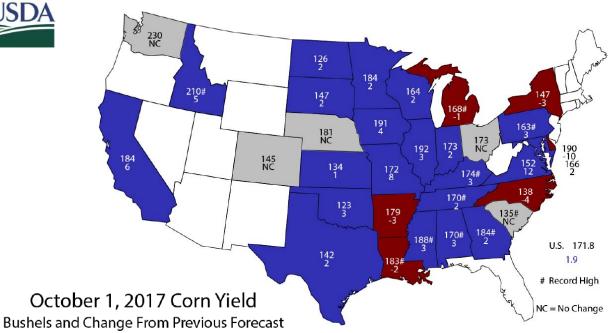




Data Source: CPC Unified (gauge—based & 0.5x0.5 deg resolution) Precipitation Analysis Climatology (1981—2010)



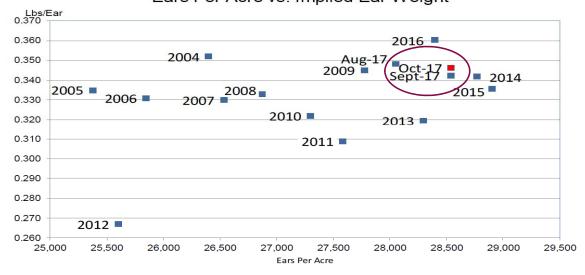




USDA-NASS 10-12-17



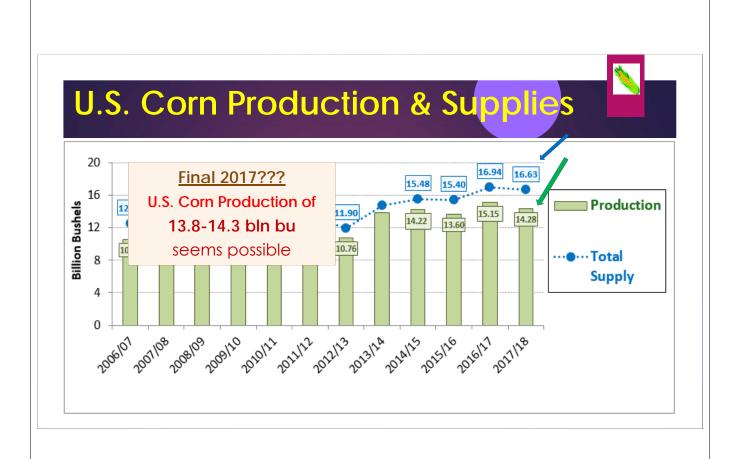
Corn Objective Yield Region Ears Per Acre vs. Implied Ear Weight

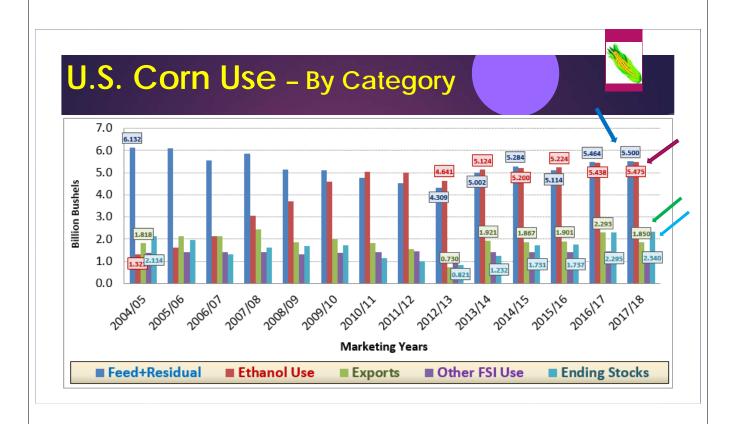


Implied Ear Weight = (Published Yield * 56) / Ears

USDA-NASS 10-12-17

U.S. Corn Yields: 2000-2017 **Accuracy of October 1st USDA Forecasts** U.S. Corn Yield - Bu/Acre 170 160 150 140 Forecast Error (Bu/ac) 130 120 1.9 2.1 _{0.0} 1.9 (3.2) (1.3)





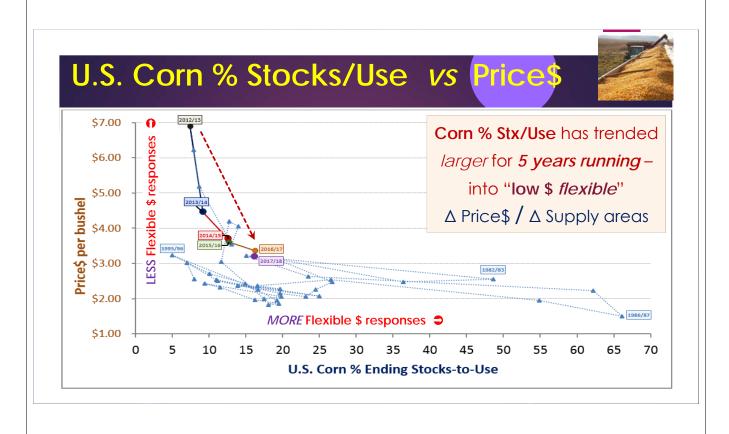
U.S. Meat Production and Prices

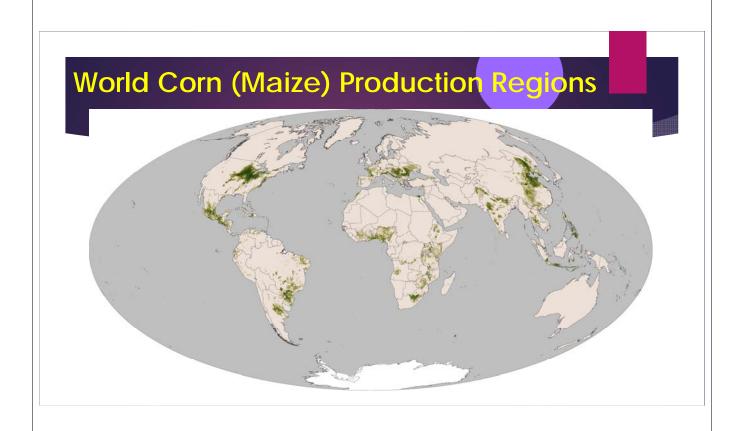
	2017 forecast	2018	2018 Change from	Change from
Production	lorecast	forecast Billion pour	September 12	2017
Beef	26.55	27.30	0.02	0.75
Pork	25.83	26.86	0.14	1.03
Broilers	41.44	42.28		0.84
Turkey	6.01	6.14	-0.04	0.13
Total meat	100.59	103.34	0.12	2.75
Prices		Dollars/cw	vt	
Steers	119.55	115.25		-4.30
Hogs	49.01	45.25	-3.00	-3.76
		Cents/lb		
Broilers	93.8	88.5		-5.3
Turkey	98.8	104.3	-0.3	5.4

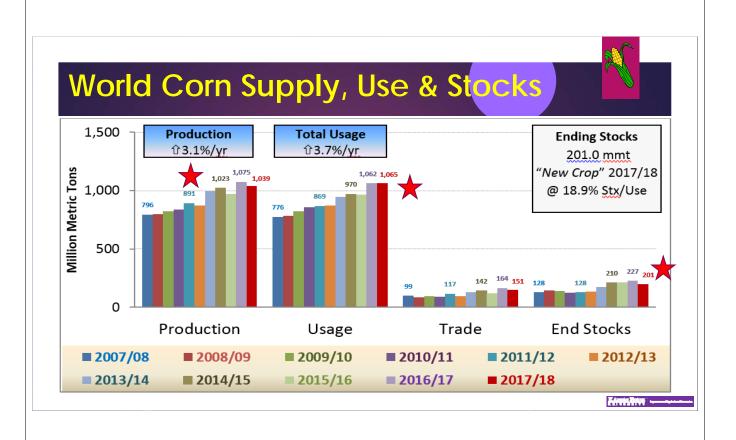






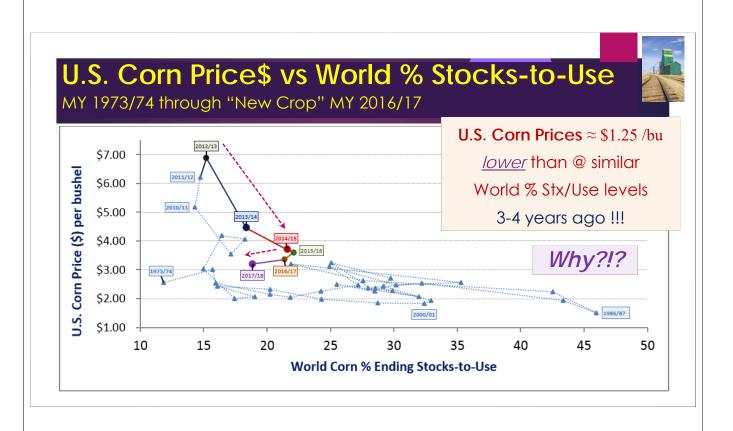


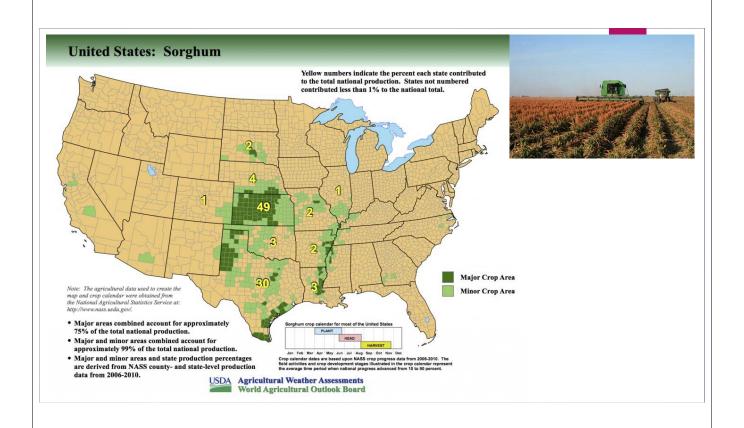


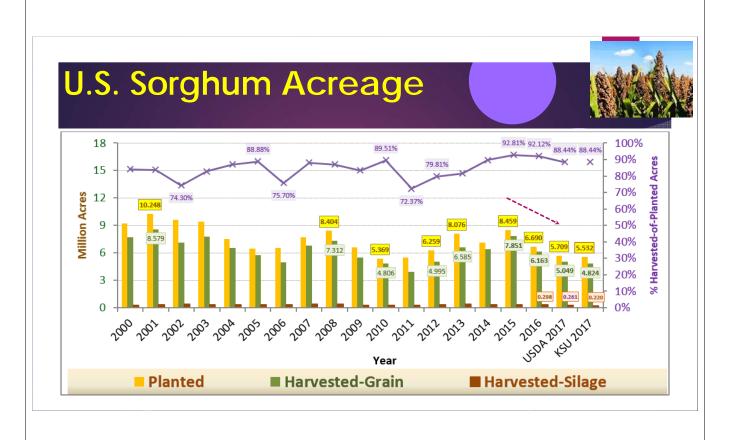


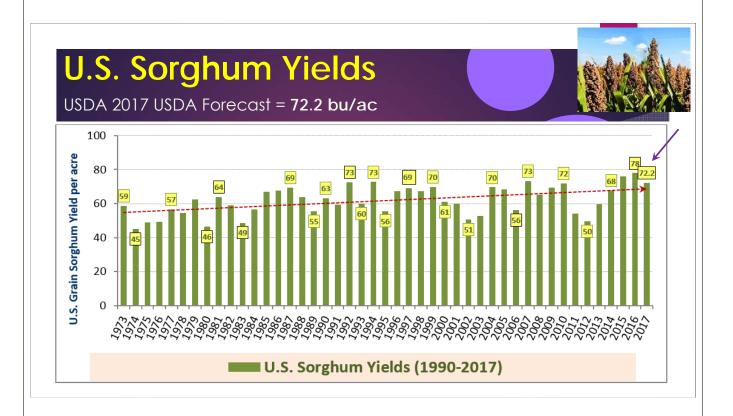
World Corn Production

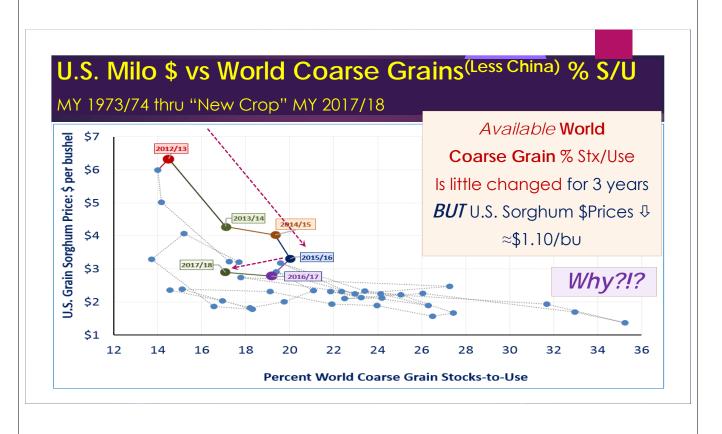
			Change		-
Country or	2016/17	2017/18	from	Change from	
Region	estimate	forecast	September 12	2016/17	_
		M	illion Tons	_	□ Morld Cron
World	1,075.3	1,038.8	6.17	-36.5	
United States	384.8	362.7	2.43	-22.0	- BUT still
Foreign	690.6	676.1	3.74	-14.5	Large Supply
Argentina	41.0	42.0		1.0	9
Brazil	98.5	95.0		-3.5	
Mexico	27.6	26.2	0.20	-1.4	 China
Canada	13.2	14.1	0.20	0.9	
European Union	61.1	59.4		-1.7	₽ EU
Serbia	7.6	4.0		-3.6	<i>₿ Brazil</i>
FSU-12	47.4	46.5	-1.20	-0.8	B UT
Ukraine	28.0	27.0	-0.50	-1.0	
Russia	15.3	15.3	-0.70	-0.0	
South Africa	17.5	12.5		-5.0	☆ Canada
China	219.6	215.0		-4.6	
India	26.3	25.0		-1.3	_













U.S. Wheat Market Overview

- U.S. Wheat <u>Production</u> trending <u>lower</u> (to a 15 year low in 2017)
- Large <u>U.S. & World Stocks</u> continue to limit Wheat <u>Price\$'s</u> **
- "Moderate" Exports limiting 2017/18 Wheat <u>Disappearance</u>

• Exports ^{2017/18} = 975 mln bu (778 mb - 1.291 bb range since 2008/09)

o Food Use $^{2017/18}$ = 950 mln bu (Level Food Use since MY 2012/13)

o Feed Use+ $^{2017/18}$ = 120 mln bu (Down from 228-365 mb in 2012 - 2013)

o HRW Exports $^{2017/18}$ = 390 mln bu (*Down from 455 mb in MY 2016/17*)

BEIVERSITY Protest Charles and

U.S. Wheat Stocks.....

- All U.S. Wheat: "Large" Stocks (but declining)
 - o **End Stocks** ^{2017/18} ⇒ 960 mln bu (1.181 bb last year)
 - o % Stocks/Use 2017/18 ⇒ 45.5% S/U (53.2% S/U last year)
- <u>U.S. HRW Wheat</u>: "Large" Carryovers (but <u>also</u> declining)
 - o **End Stocks** ^{2017/18} ⇒ 487 mln bu (589 mb last year)
 - o **% Stocks/Use** ^{2017/18} ⇒ 56.6% S/U (62.5% S/U last year)

KANSAS STATE Described to the latest state of the latest state of

U.S. Wheat Quality & Grade



- U.S. HRW Wheat ²⁰¹⁷ ⇒ 11.4% protein, 60.8 lb test, 1.1% defects
 Versus 11.2% protein, 60.7 lb test wt, 1.2% defects in 2016
- <u>U.S. SRW Wheat ²⁰¹⁷</u> ⇒ **9.5% protein**, 58.8 lb test, 1.7% defects of *Versus 9.4% protein, 58.6 lb test wt, 1.4% defects in 2016*
- <u>U.S. Soft White ²⁰¹⁷</u> ⇒ 9.6% protein, 60.9 lb test, 0.6% defects
 Versus 10.1% protein, 60.8 lb test wt, 0.6% defects in 2016
- <u>U.S. HRS Spring Wheat ²⁰¹⁷</u> ⇒ **14.6% protein**, 61.2 lb test, 1.0% defects
 - o Versus 14.2% protein, 61.3 lb test wt, 0.9% defects in 2016

KANDAR STATE Product Spinished and

World Wheat Market Prospects

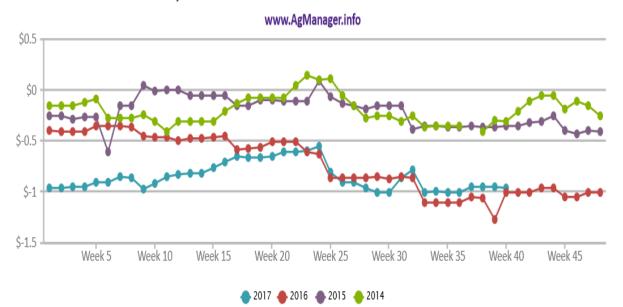


- Record Supplies & Large Usage Forecast for 2017/18
 - 4 consecutive record high World wheat crops
- Varying 2017/18 Crop Prospects by Country
- Still a "buyer's market" for World Wheat Trade....but....
 - Uncertainty about U.S. & World Crops in 2017-2018?
 - BUT a TIGHT "World-Less-China" supply situation has emerged***

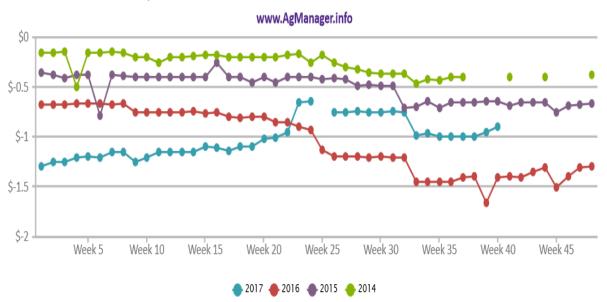
KANSAS SEASE ROOM April 64 Apr



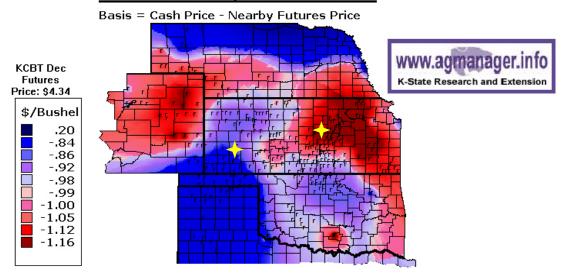
SALINA, KS: Hard Red Winter Wheat Basis - CARGILL

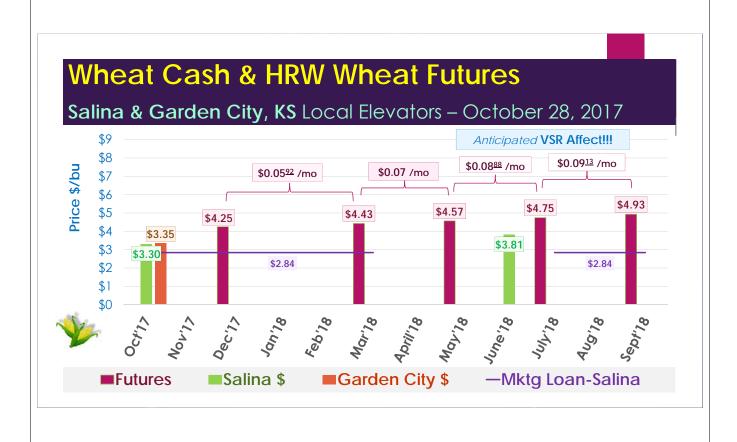


GARDEN CITY, KS: Hard Red Winter Wheat Basis - GARDEN CITY COOP



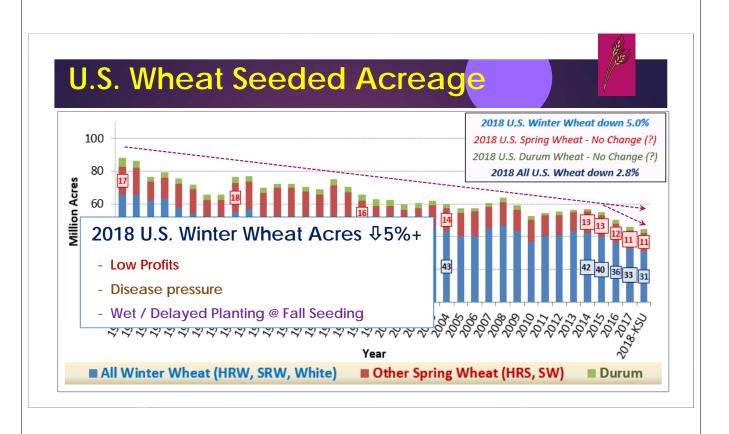
Wheat Basis, 10-25-2017

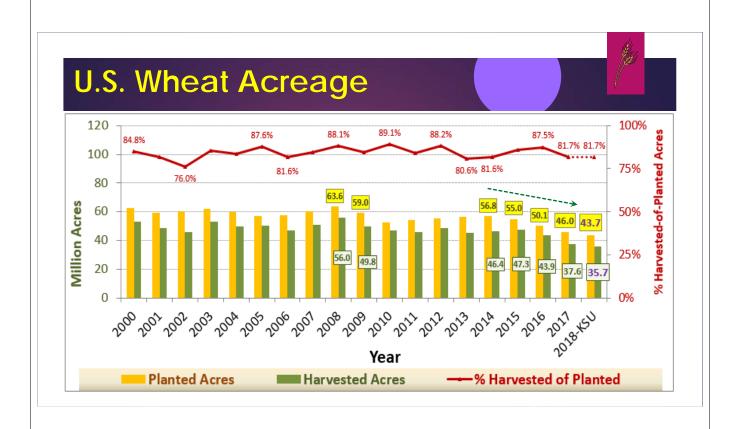


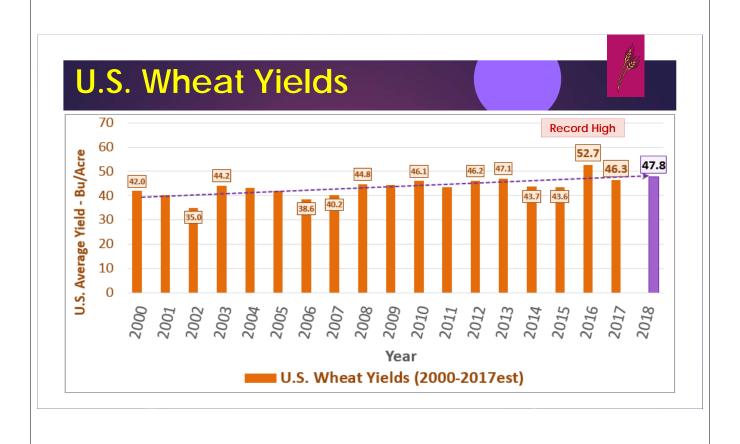


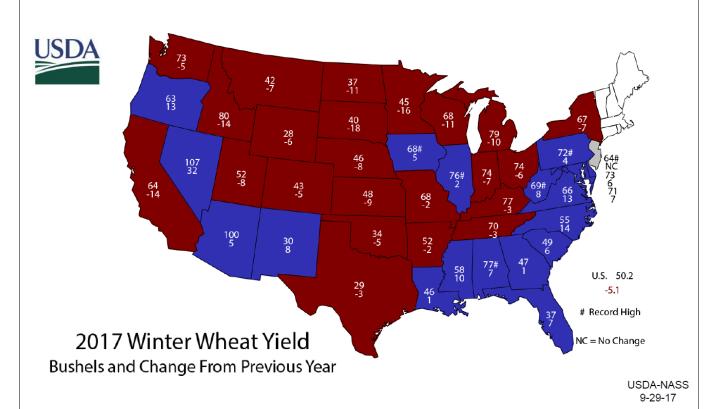
U.S. Wheat Supply and Demand

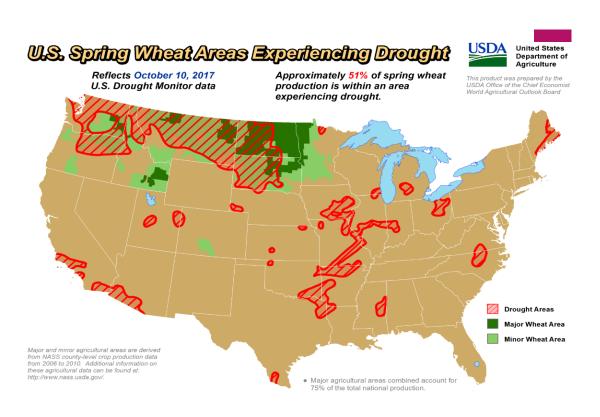
	2016/17	2017/18	from	Change from	
	estimate	forecast	September 12	2016/17	
Planted area (million acres)	50.1	46.0	0.4	-4.1	
Harvested area (million acres)	43.9	37.6	-0.5	-6.3	
Yield (bushels per acre)	52.7	46.3	0.7	-6.3	
• •		Milli	on bushels	Į	- BUT still
Beginning stocks	976	1,181	-4	205	BUT SUIII
Production	2,309	1,741	1	-568	Large Supply
Imports	118	150		32	0
Total supply	3,402	3,071	-2	-331	
Food use	949	950		1	
Seed	61	66		5	Less Domestic Use
Feed and residual	157	120	-30	-37	_ &
Domestic use	1,167	1,136	-30	-31	₽ Exports
Exports	1,055	975		-80	V EXPORTS
Total use	2,222	2,111	-30	-111	
Ending stocks	1,181	960	28	-220	
		P	Percent		
Stocks to use ratio	53.1	45.5	1.9	- 7.7	- &
		Dollar	s per bushel		1 Prices
Average market price	3.89	4.40/4.80		0.71	

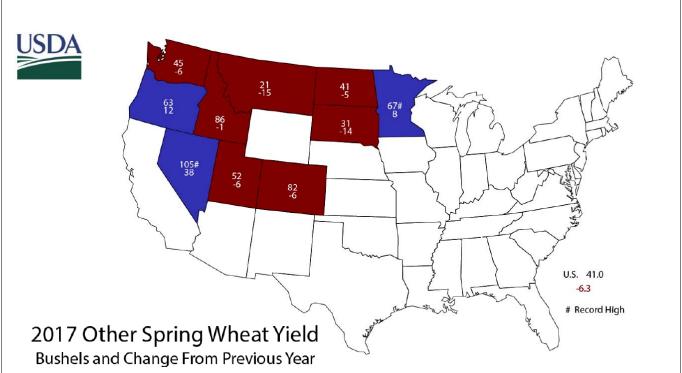










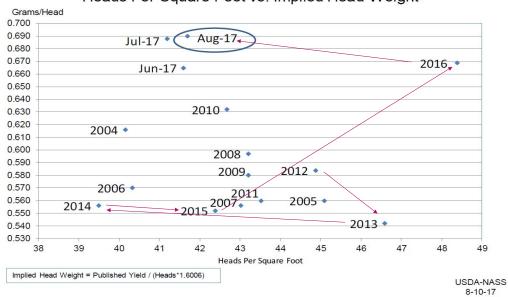


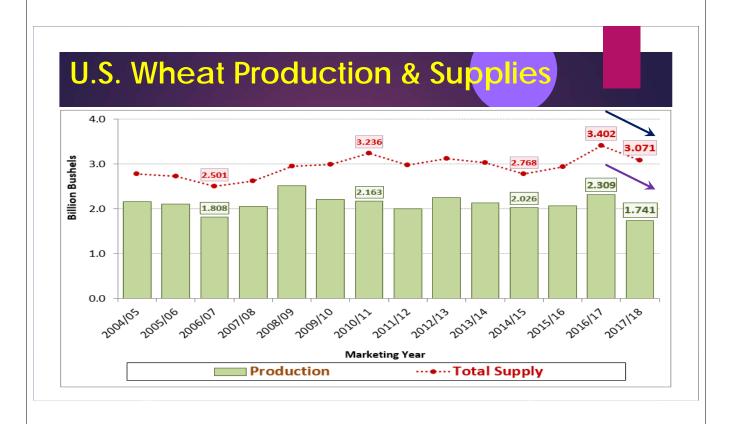
USDA-NASS 9-29-17

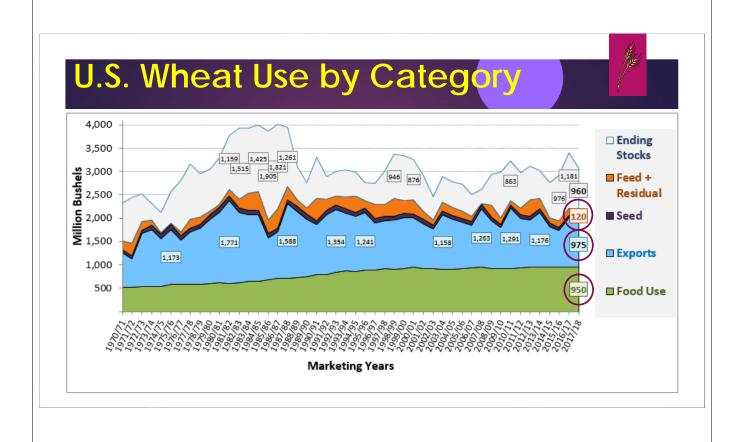


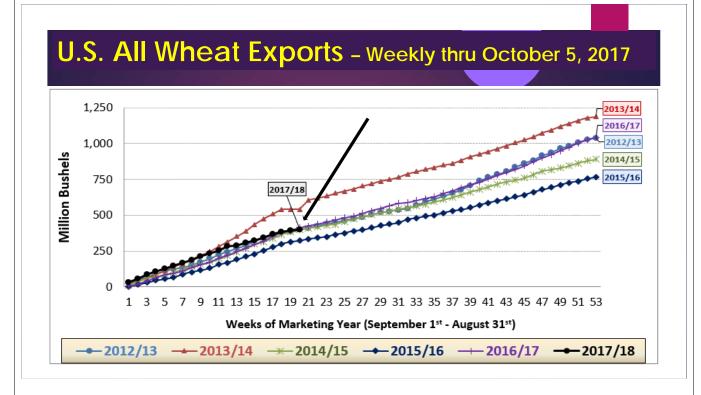
Wheat Objective Yield Region Heads Per Square Foot vs. Implied Head Weight

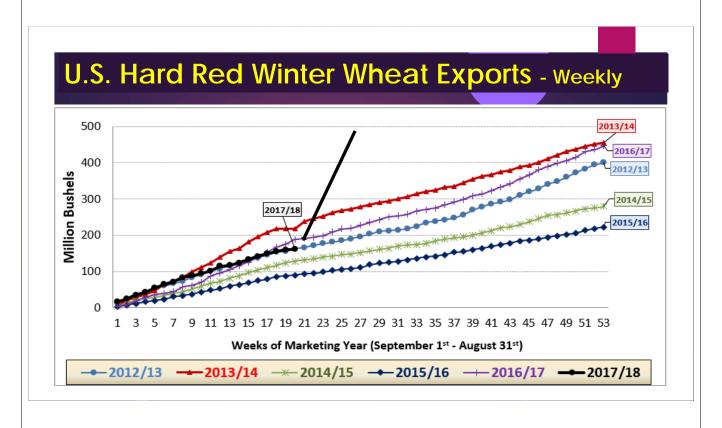




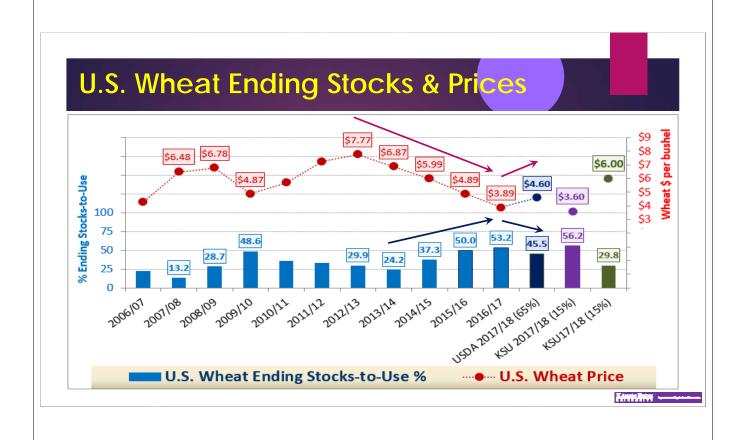




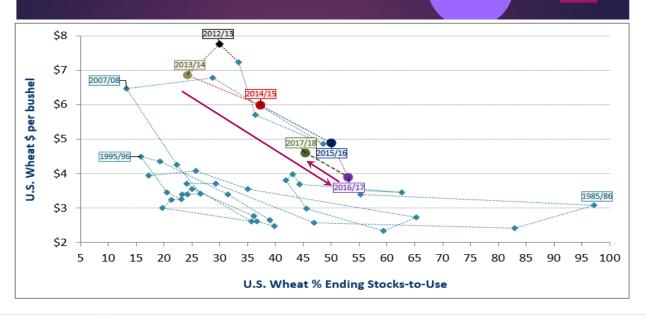


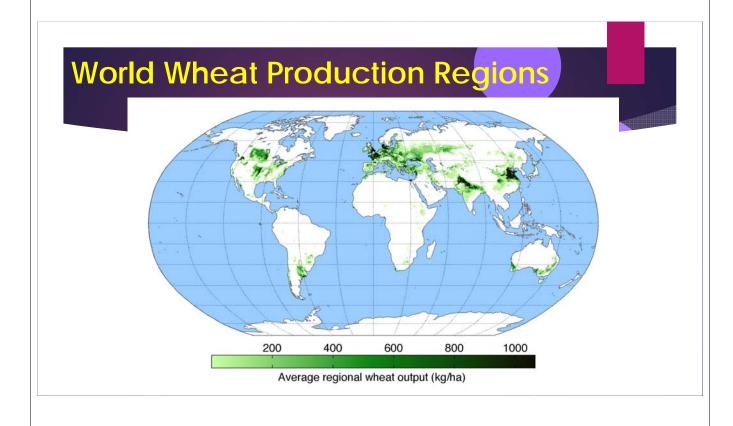


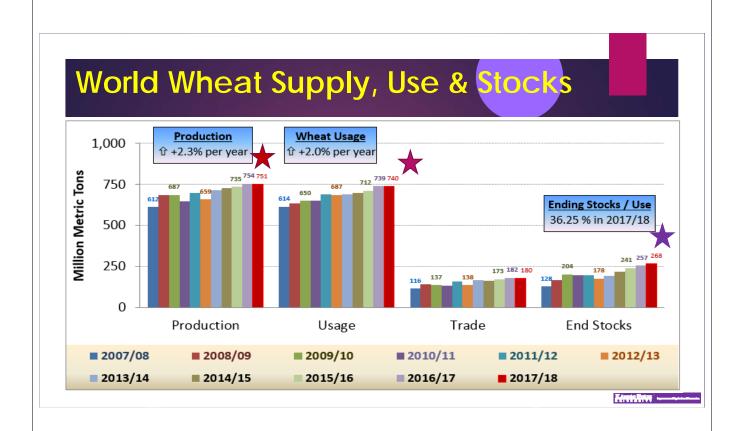




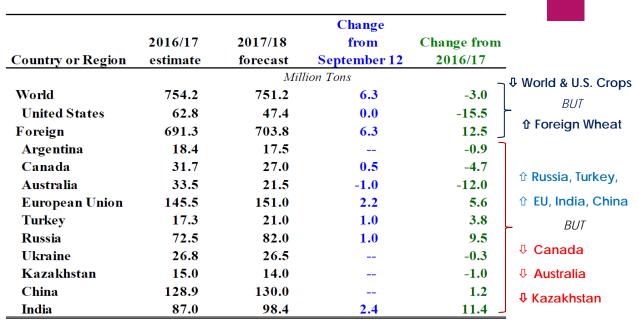
U.S. Wheat Price vs U.S. Stocks-to-Use





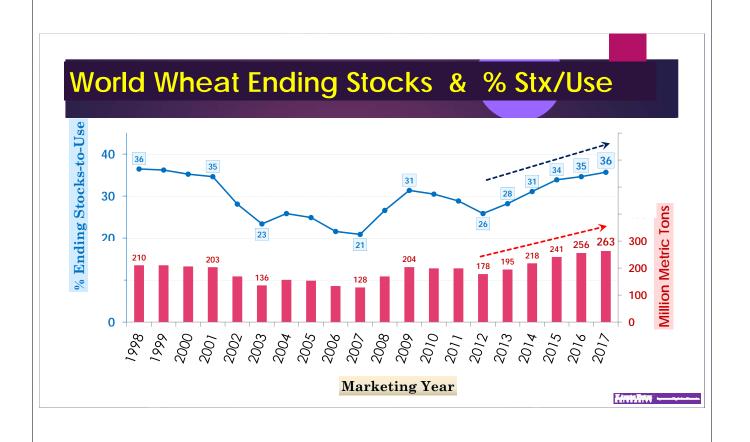


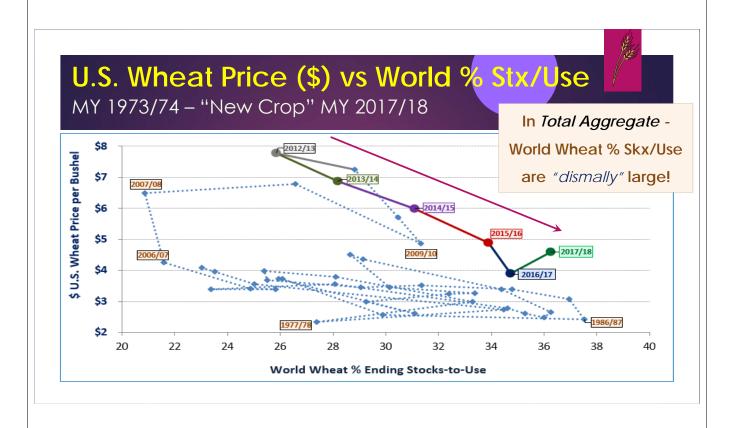
World Wheat Production

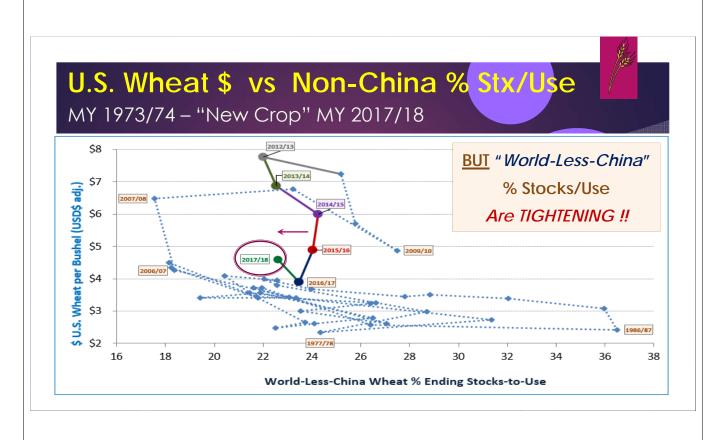


World Wheat Supply and Use

	Change				
	2016/17	2017/18	from	Change from	
	estimate	forecast	September 12	2016/17	
		Mi	llion Tons		
Beginning stocks	241.2	256.6	0.7	15.4	û Beg.
Production	754.2	751.2	6.3	-3.0	- ↓ Prod
Total Supply	995.4	1,007.8	7.1	12.4	🖢 🛈 Sup
Feed use	147.3	141.5	0.9	-5.8]
Total use	738.8	739.6	2.1	0.9	↓ Tota
Trade	182.5	180.0	0.0	-2.4	8 Facilities
Ending Stocks	256.6	268.1	5.0	11.6 -	1 Ending









U.S. Soybean Market Prospects

- Strong Use & Exports, Large Stocks, & Weaker Prices
 - <u>U.S. soybean exports in 2017/18</u> to be historically large in spite of large 2017 South American Production
 - Depends on <u>continued growth in import demand</u> from China, EU, Southeast Asia, Mexico, elsewhere
 - Questions & concerns to emerge in fall-winter 2017-2018
 re: 2018 South American soybean crop size



U.S. Soybean Supply-Use

- 2017 U.S. Soybean <u>Production</u> & <u>Supplies</u> @ record HIGHS
- Large Soybean Stocks in U.S. & So. America** limit Price\$'s
- Low Price\$'s support Use in "New Crop" MY 2017/18 ***
 - o Soy Crush $^{2017/18}$ = 1.940 bln bu (*Record* vs 1.899 bb 1 year ago)
 - o **Exports** $^{2017/18}$ = 2.250 bln bu (*Record vs* 2.174 bb 1 year ago)
 - o Total Use 2017/18 = 4.326 bln bu (Record vs 4.214 bb 1 year ago)
 - o SBM Use $^{2017/18}$ = 46.4 mln tons (vs 44.95 in MY 2016/17 & 45.1 in MY 2015/16)

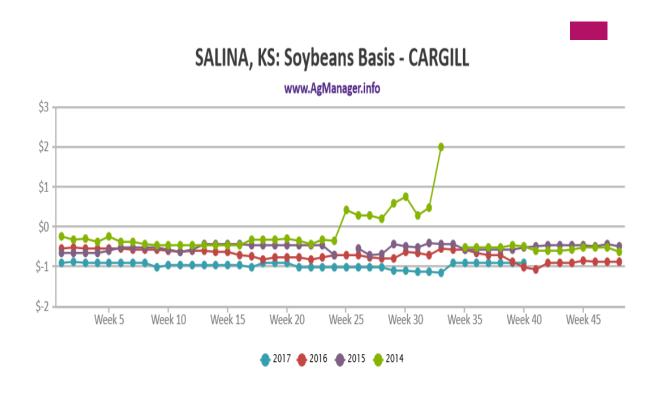
Karmas Sparse

U.S. Soybean & Cotton Stocks.....

- Soybean: "Large" Stocks & % S/U
 - o **End Stocks** ^{2017/18} ⇒ 430 mln bu (*High vs 574 mb in 2006/07*)
 - o **% Stocks/Use** ^{2017/18} ⇒ 9.9% S/U (High vs 18.6% in 2006/07)
- Cotton: "Large" 2017 Crop & "Growing" Stocks
 - o **Production** ^{2017/18} ⇒ 21.1 mln bales (17.2 & 12.9 mb last 2 years)
 - o **End Stocks** ^{2017/18} ⇒ 5.8 mln bales (2.75 & 3.8 mb last 2 years)
 - o % Stocks/Use ^{2017/18} ⇒ 32.5% S/U** (15.1% & 30.2% last 2 years)

CAMBAS SEASE | Particular Spinishers |





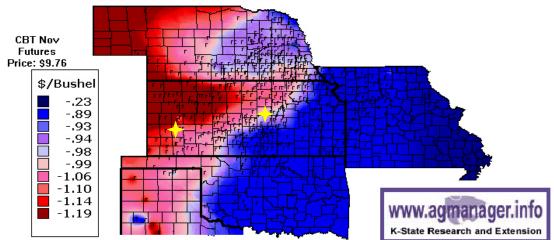
GARDEN CITY, KS: Soybeans Basis - GARDEN CITY COOP

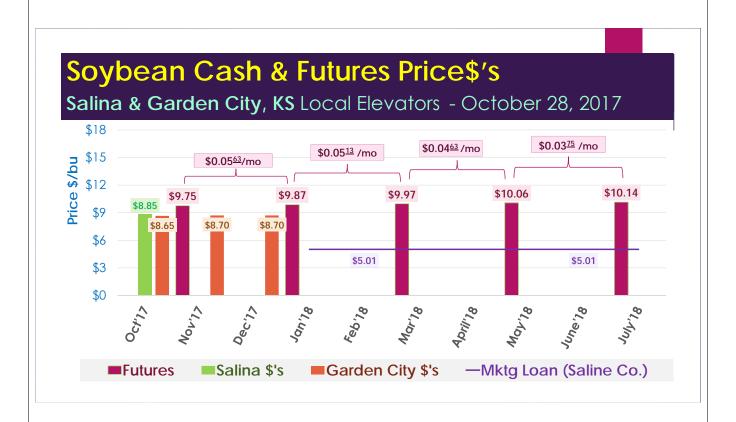
\$2
\$1
\$0
\$-2
Week 5 Week 10 Week 15 Week 20 Week 25 Week 30 Week 35 Week 40 Week 45

\$2017 \$2016 \$2015 \$2014

Soybean Basis, 10-25-2017

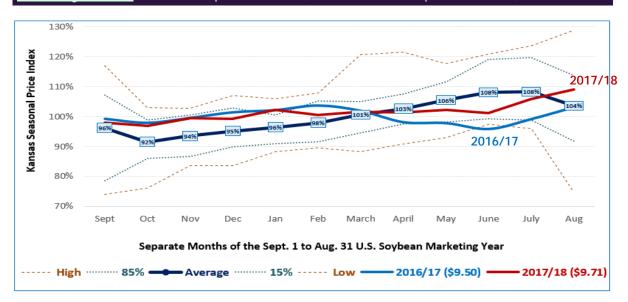
Basis = Cash Price - Nearby Futures Price





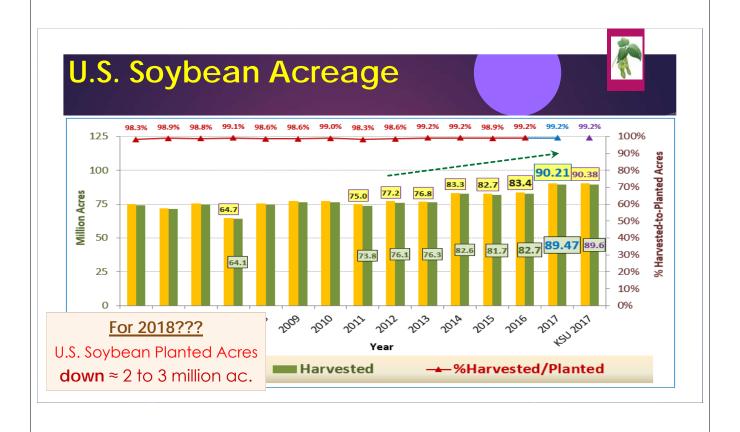
Kansas Soybean Seasonal Cash \$ Index

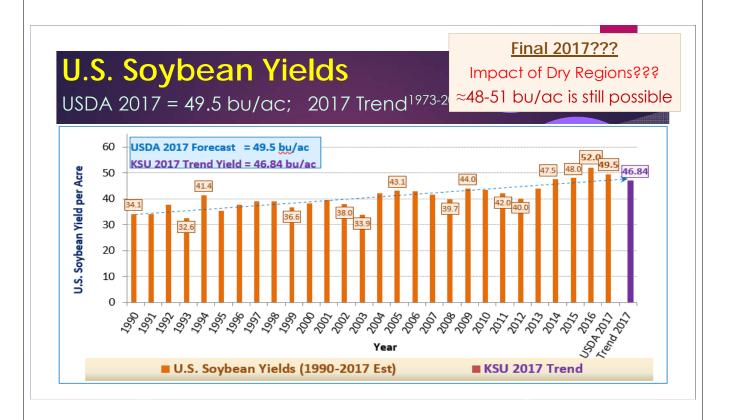
Monthly Prices: "Old Crop" MY 2016/17+ "New Crop" MY 2017/18

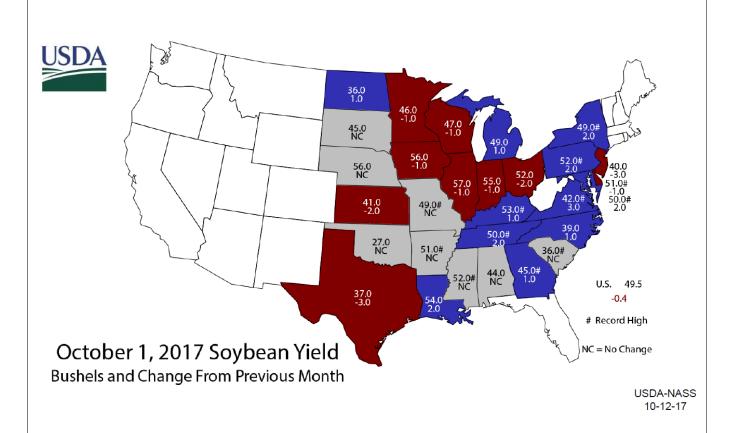


U.S. Soybean Supply and Demand

	Change				
	2016/17	2017/18	from	Change from	
	estimate	forecast	September 12	2016/17	
Planted area (million acres)	83.4	90.2	0.7	6.8]
Harvested area (million acres)	82.7	89.5	0.7	6.8	
Yield (bushels per acre)	52.0	49.5	-0.4	-2.4	☆ Record Crop
• •	Million bushels				and
Beginning stocks	197	301	-44	105	anu
Production	4,296	4,431	-0	135	Large Supply
Imports	22	25		3	
Total supply	4,515	4,757	-45	242 _	
Crush	1,899	1,940		41	
Seed and residual	141	136	-0	-5	
Domestic use	2,040	2,076	-0	36	<u> </u>
Exports	2,174	2,250		76	
Total use	4,214	4,326	-0	113 _	
Ending stocks	301	430	-45	129	1
		Per	cent		① Stocks/Use
Stocks to use ratio	7.2	10.0	-1.0	2.8	- &
		Dollars p	er bushel		
Average market price	9.47	8.35/10.05		-0.27 -	1





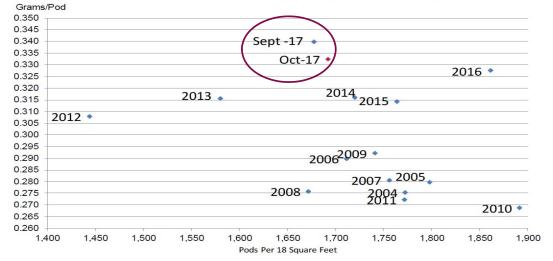




Soybean Objective Yield Region



Pods Per 18 Square Feet vs. Implied Pod Weight



Implied Pod Weight = (Published Yield / Pods) /0.0889

USDA-NASS 10-12-17

U.S. Soybean Yields: 2000-2017

Accuracy of October 1st USDA Forecasts

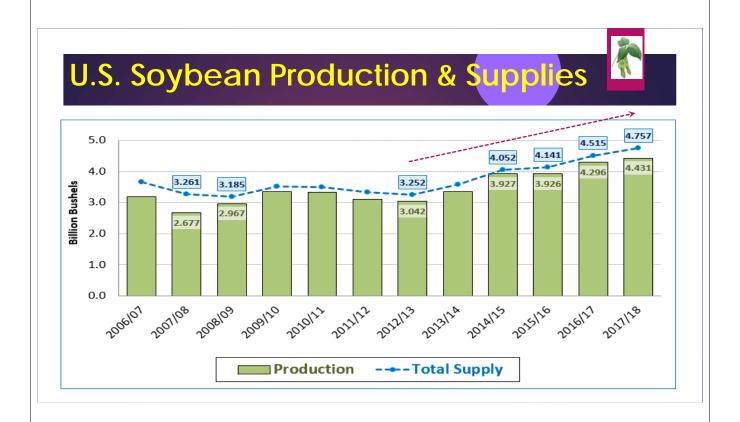


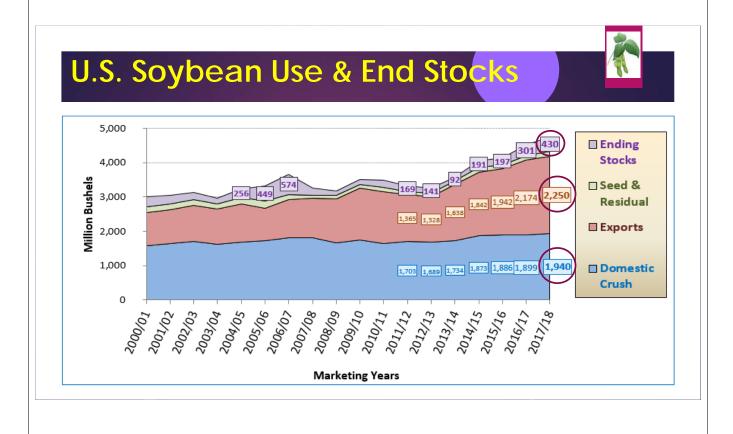
Year

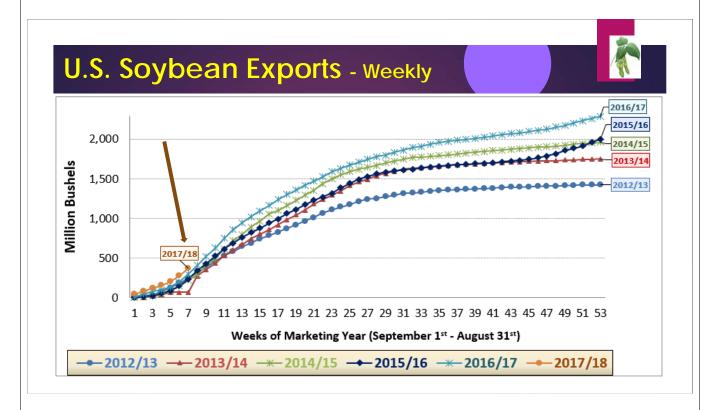
■Difference (bu/ac)

October 1 USDA Forecast

Final Yield

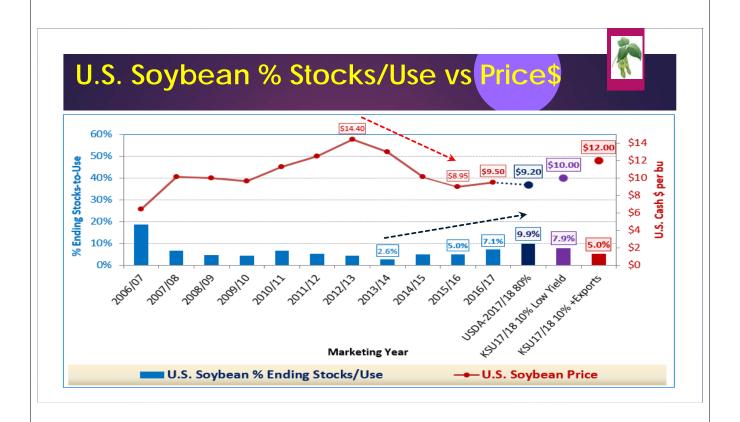


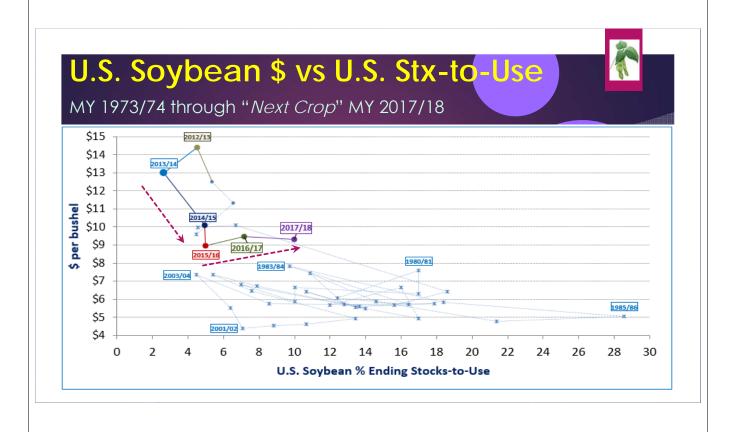


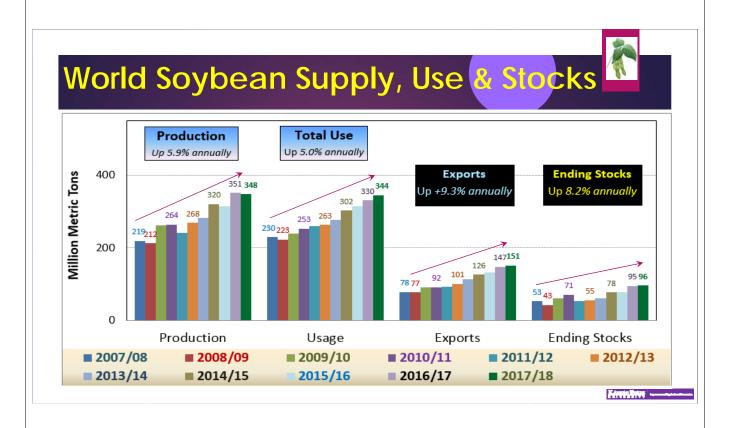


U.S. Soybean Ending Stocks & % Stx/Use

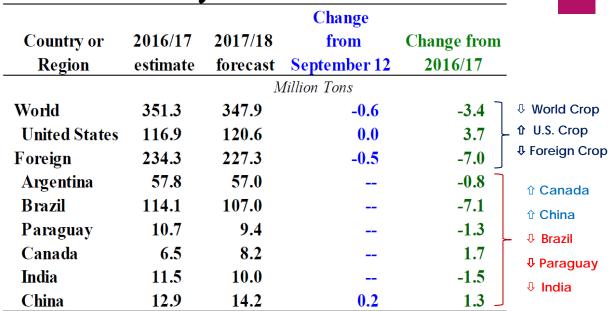






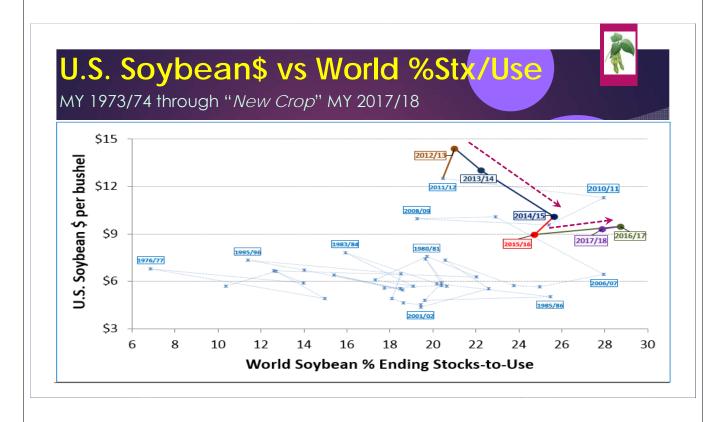


World Soybean Production

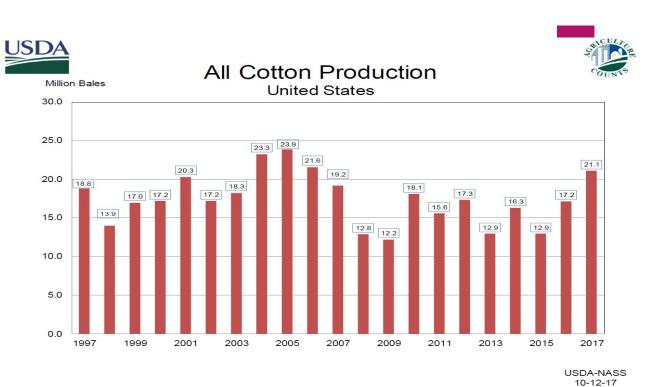


World Soybean Supply and Use

	Change				
	2016/17	2017/18	from	Change from	
	estimate	forecast	September 12	2016/17	
	Million Tons				
Beginning stocks	77.7	94.9	-1.1	17.1	
Production	351.3	347.9	-0.6	-3.4	
Total Supply	429.0	442.8	-1.6	13.7	
Domestic crush	288.4	301.3	0.6	12.8	
Total use	330.3	344.4	0.1	14.1	
Trade	147.5	151.0	-0.5	3.5	
Ending Stocks	94.9	96.0	-1.5	1.2	
Addendum:					
Beginning stocks					
Argentina plus Brazil	49.9	60.4	-0.5	10.5	
Imports*					
China	92.5	95.0		2.5	



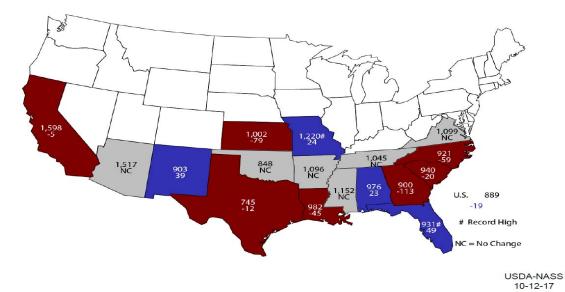








October 1, 2017 All Cotton Yield Pounds and Change From Previous Forecast



U.S. Cotton Supply and Demand

	1 1	J				
			Change			
	2016/17	2017/18	from	Change from		
	estimate	forecast	September 12	2016/17		
Planted area (million acres)	10.07	12.62		2.55		
Harvested area (million acres)	9.51	11.41	-0.10	1.90		
Yield (pounds per acre)	867	889	-19	22		
	Million bales					
Beginning stocks	3.80	2.75		-1.05		
Imports	0.01	0.01		0.00		
Production	17.17	21.12	-0.64	3.95		
Total supply	20.98	23.88	-0.64	2.90		
Mill use	3.25	3.35		0.10		
Exports	14.92	14.50	-0.40	-0.42		
Total use	18.17	17.85	-0.40	-0.32		
Unaccounted	0.06	0.23	-0.04	0.17		
Ending stocks	2.75	5.80	-0.20	3.05		
	Percent					
Stocks/use	15.1	32.5	-0.4	17.4		
		Cents	per pound			
Average market price	68.00	55.0/65.0		-8.00		

World Cotton Supply and Use

	Change			
	2016/17	2017/18	from	Change from
	estimate	forecast	September 12	2016/17
	Million Bales			
Beginning stocks	96.7	89.6	0.00	-7.1
Production	106.6	120.9	0.11	14.3
Total Supply	203.3	210.4	0.11	7.1
Consumption	113.7	118.0	0.26	4.3
Trade	37.4	38.2	0.44	0.8
Ending Stocks	89.6	92.4	-0.16	2.8
Addendum:				
China Ending Stocks	48.4	39.5		-9.0

