

Ag Equipment Intelligence

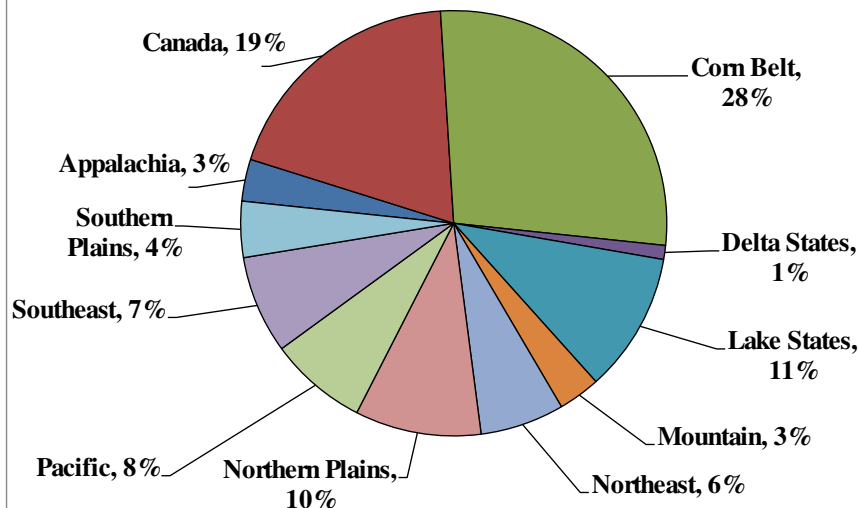
June 2015 Dealer Sentiments &
Business Conditions Update

Monthly Ag Equipment Intelligence North American Dealer Survey

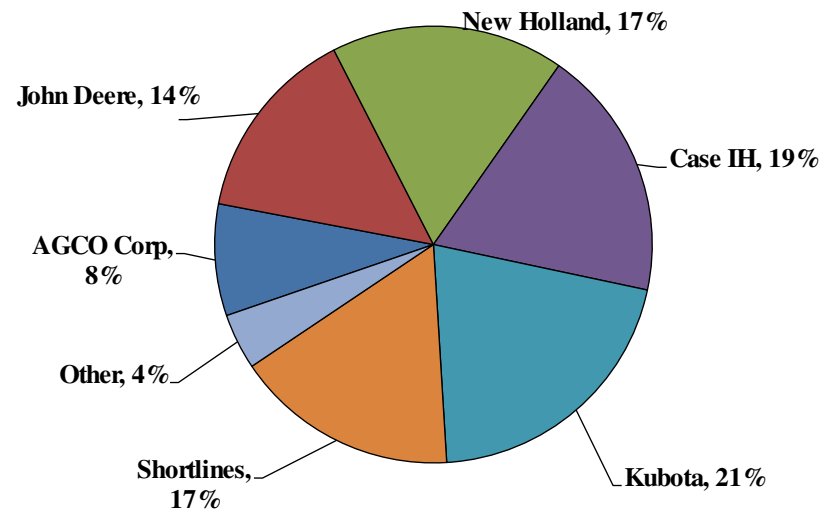
Background:

- We are pleased to announce the results of the June Ag Equipment Intelligence survey conducted in partnership with Cleveland Research Company. We hope this monthly survey will provide valuable and timely insight into industry trends and fundamentals.
- The June survey had 95 respondents representing combined annual revenues of roughly \$3.8 billion. Participants representing a broad cross section of geographies and brands are summarized in the charts below.

Survey Participants by Region



Participants by Brand



Appalachia – KY, NC, TN, VA, WV, **Corn Belt** – IL, IN, IA, MO, OH, **Delta States** – AR, MO, LA, **Lake States** – MI, MN, WI, **Mountain** – AZ, CO, ID, MT, NM, NV, UT, WY, **Northeast** – CT, DE, ME, MD, MA, NH, NY, NJ, PA, RI, VT, **Northern Plains** – KS, NE, ND, SD, **Pacific** – CA, OR, WA, AK, HI, **Southeast** – AL, FL, GA, SC, MS, **Southern Plains** – OK, TX. Note AGCO represents Massey Ferguson and Challenger brands.

Highlights / Summary Thoughts

- **Sales** – Average dealer sales were reported down 9% y/y in May, relatively inline with the 10% average decline dealers reported in April. A net 13% of dealers missed their sales budget in May. Commercial and consumer lawn equipment remains the only area of strength, while most large equipment demand remains very weak.
- **Orders** –Orders were reported down 17% y/y on average in May, up from the 19% decline reported last month but a notable deterioration from the first quarter pace.
- **Outlook** – The full year dealer average sales growth forecast remains unchanged at down 13% for the year, with a net 32% of dealers forecasting a sales decline for the year, similar to the April survey results.
- **Inventory** – A net 40% of dealers report new equipment inventories are too high, inline with the April survey and remaining at the high end of our survey history. Used inventories do appear to have improved in May, with only 34% of dealers reporting inventory was too high vs 43% in April.
- **Pricing** – Used large tractor pricing is reported down 4% on average, inline with the April survey results, while utility tractor used pricing improved slightly in the month to up almost 1% y/y. Used combine prices remain weak at down 8% on average, deteriorating from a 7% decline reported last month.

Monthly Sales Growth

- Average dealer sales were reported down 9% y/y in May, relatively inline with the 10% average decline dealers reported in April. A net 13% of dealers missed their sales budget in May, with more dealers reporting sales were worse than expected than we have seen since November 2014.
- A net 26% of dealers report they are less optimistic about overall business conditions, the 13th consecutive month of deterioration in optimism.

N. American Farm Equipment Dealer Survey - Average Dealer Sales Growth

% Change y/y	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
AGCO	0%	-2%	-3%	1%	-3%	4%	-3%	4%	5%	5%	-13%	-12%	3%	-8%	-5%	3%
John Deere	2%	0%	-3%	-2%	-3%	-6%	-4%	-6%	-11%	-8%	-3%	-10%	-21%	-8%	-12%	-15%
New Holland	-2%	-2%	-4%	-10%	2%	-2%	-3%	0%	0%	-9%	-1%	-4%	-6%	-5%	-3%	-6%
Case IH	-2%	-6%	-5%	-1%	-10%	-5%	-9%	-13%	-15%	-14%	-6%	-19%	-11%	-13%	-17%	-12%
Kubota	-3%	1%	-1%	-1%	2%	0%	-2%	1%	1%	-8%	-6%	-10%	5%	-16%	0%	-1%
Shortlines/Other	0%	0%	1%	3%	-2%	3%	5%	5%	5%	-1%	1%	-8%	-14%	-13%	-15%	7%
Total	0%	-2%	-4%	-2%	-4%	-4%	-5%	-6%	-9%	-9%	-5%	-11%	-12%	-8%	-10%	-9%

Source: Cleveland Research, AEI

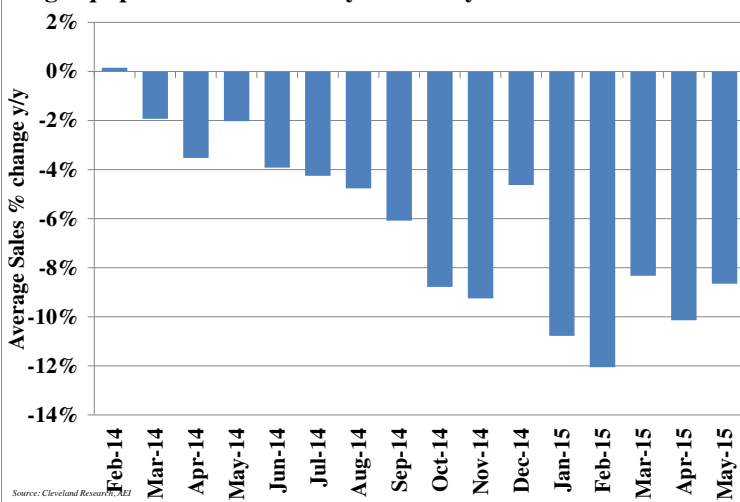
N. American Farm Equipment Dealer Survey - Sales Versus Expectations

% of Dealers Reporting	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
Better than expected	20%	21%	21%	29%	25%	26%	28%	24%	22%	21%	29%	26%	13%	20%	27%	24%
In line with expectations	55%	54%	54%	52%	53%	49%	47%	47%	51%	40%	47%	57%	59%	50%	44%	39%
Worse than expected	25%	26%	25%	19%	23%	26%	25%	29%	27%	39%	23%	18%	28%	28%	29%	37%
Net % (Better - Worse)	-4%	-5%	-4%	10%	2%	0%	3%	-5%	-5%	-18%	6%	8%	-14%	-8%	-2%	-13%

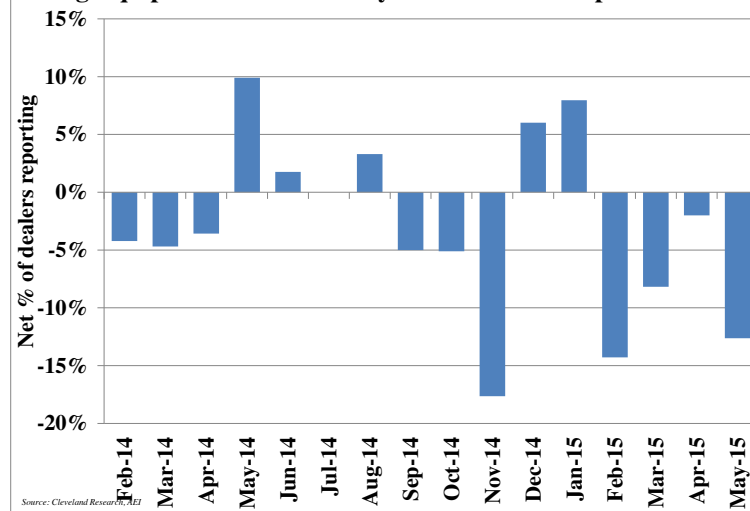
Source: Cleveland Research, AEI.

Monthly Sales Growth Continued

Ag Equipment Dealer Survey - Monthly Sales Growth Trends



Ag Equipment Dealer Survey - Sales Versus Expectations



N. American Farm Equipment Dealer Survey - Average Dealer Revenue Growth Trends

% of Dealers Reporting	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
Positive Sales Growth	45%	49%	39%	50%	46%	42%	37%	37%	40%	27%	33%	26%	13%	20%	27%	24%
Flat Sales	17%	22%	20%	12%	18%	21%	22%	18%	14%	16%	16%	57%	59%	50%	11%	39%
Negative Sales Growth	37%	29%	40%	39%	36%	37%	42%	46%	46%	58%	51%	18%	28%	28%	62%	37%
Net % Reporting Growth	8%	20%	-1%	11%	11%	5%	-5%	-9%	-6%	-31%	-19%	8%	-14%	-8%	-35%	-13%
Average % Change y/y	0%	-2%	-4%	-2%	-4%	-4%	-5%	-6%	-9%	-9%	-5%	-11%	-12%	-8%	-10%	-9%

Source: Cleveland Research

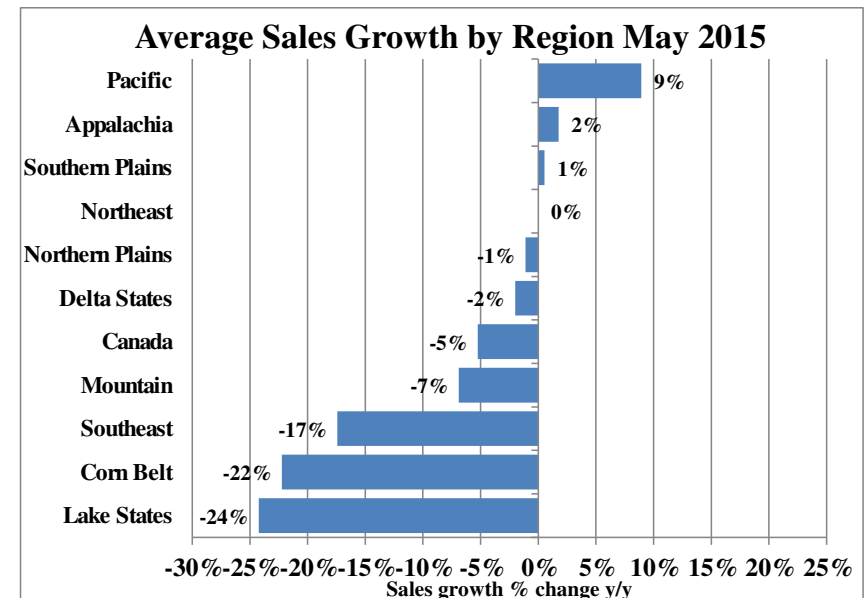
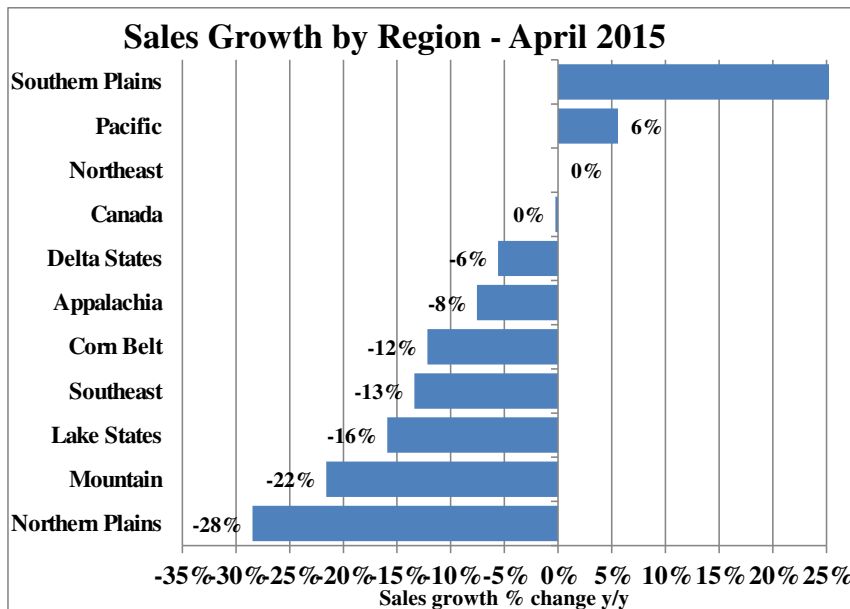
Optimism/Sentiment vs. Last Month

% of Dealers Reporting	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
More Optimistic	24%	26%	24%	25%	23%	13%	12%	16%	8%	9%	12%	12%	9%	14%	14%	13%
Same	50%	51%	44%	45%	42%	45%	50%	46%	48%	38%	39%	52%	50%	42%	47%	48%
Less Optimistic	26%	23%	32%	30%	35%	42%	38%	38%	44%	53%	49%	36%	41%	43%	40%	39%
Net % Dealer Optimism	-1%	3%	-9%	-5%	-11%	-28%	-26%	-22%	-36%	-44%	-37%	-25%	-31%	-29%	-26%	-26%

Source: Cleveland Research

Monthly Sales Growth by Region

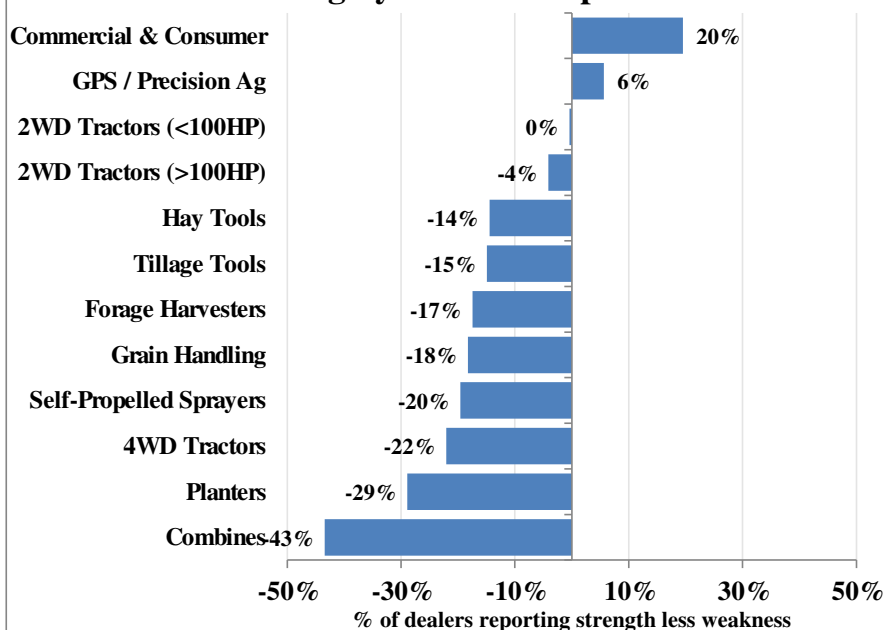
- Sales trends remain varied by geography, with weak sales growth rates persisting across much of the corn belt, lake states, and south eastern regions in May. Relative to last month, sales growth showed improvement across the Pacific Northwest and Appalachia.



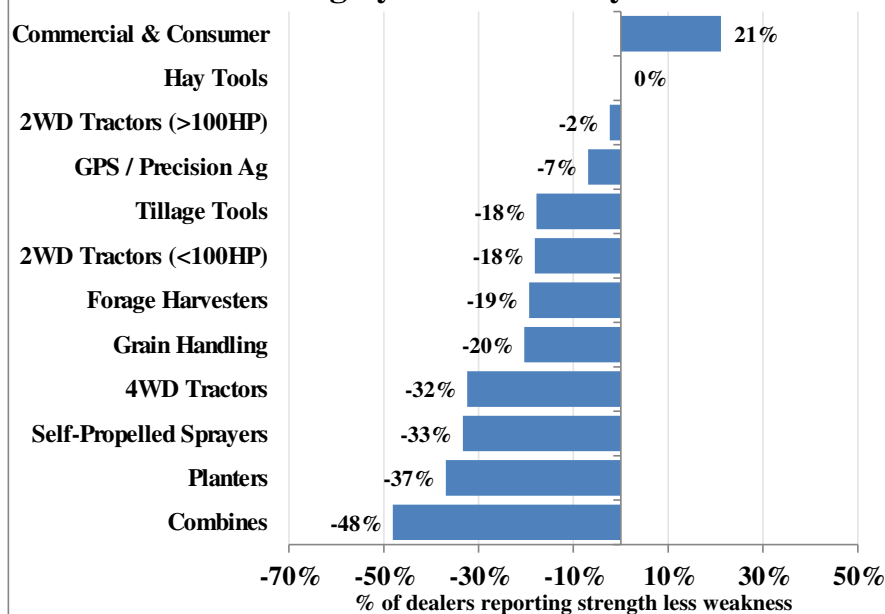
Equipment Category Sales Trends

- Commercial and consumer lawn equipment continues to show strengthening in demand, with a net 21% of dealers reporting higher sales in this category in May, the highest level seen over the last several years. Hay tools showed improvement in demand related to April, while most other product categories continue to show very weak demand trends (combines, planters, and sprayers in particular).

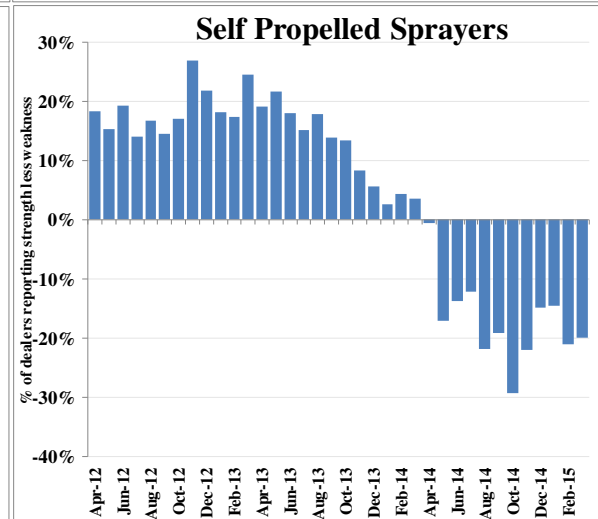
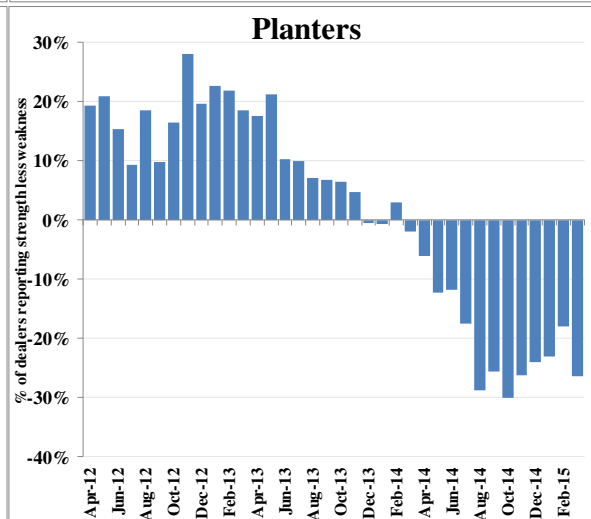
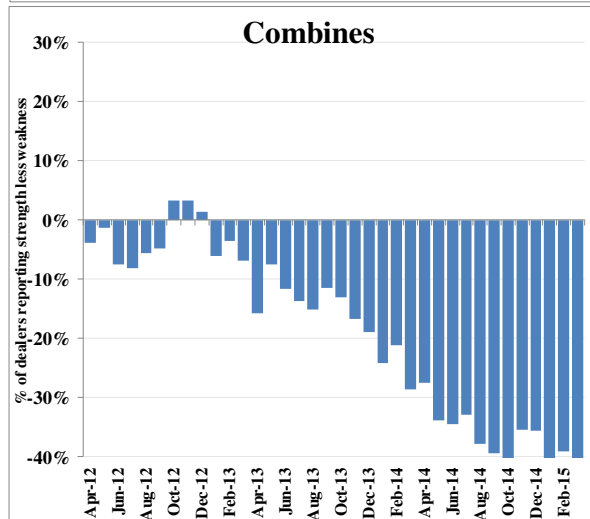
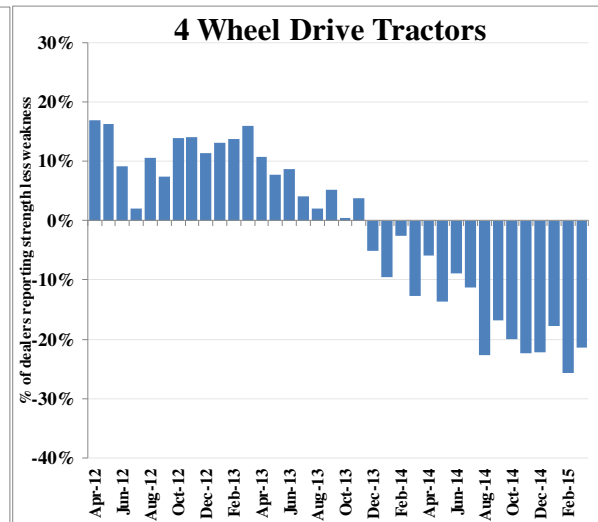
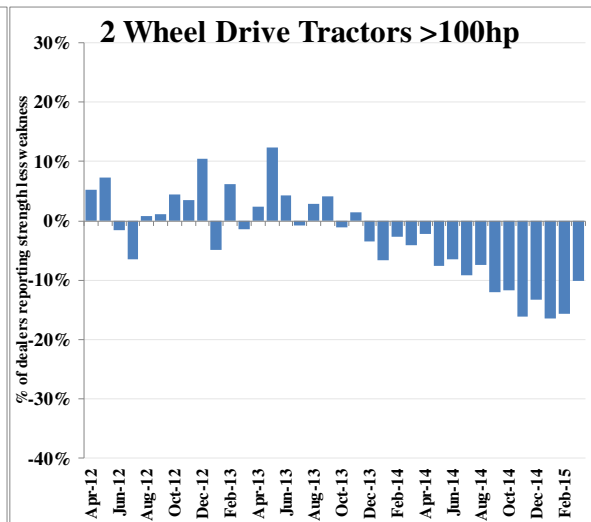
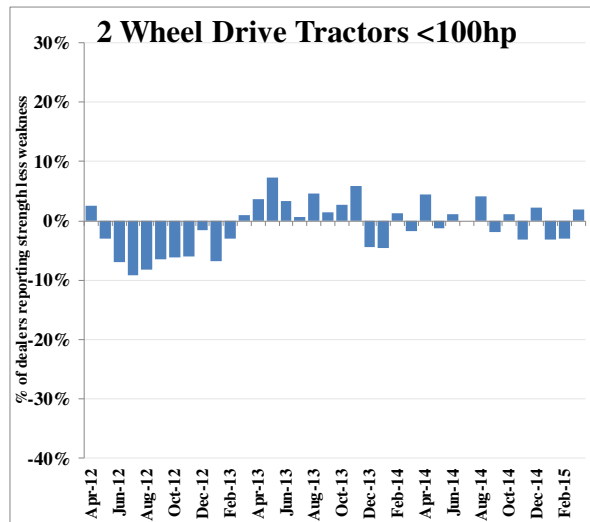
Sales Ranking by Product - April 2015



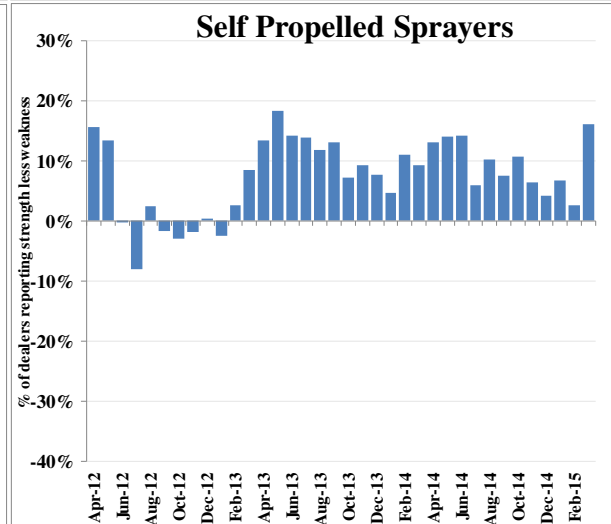
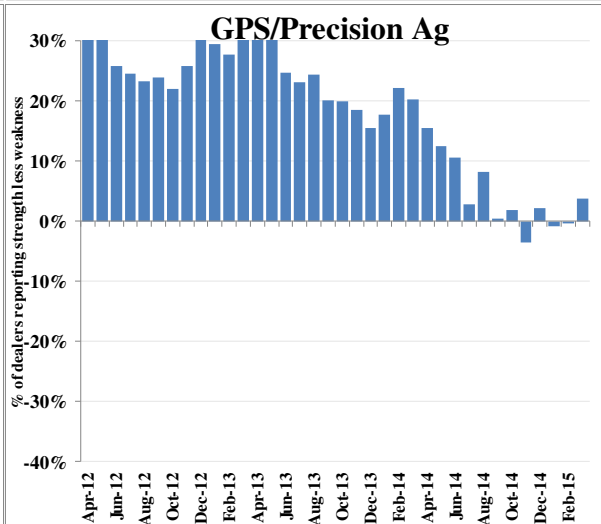
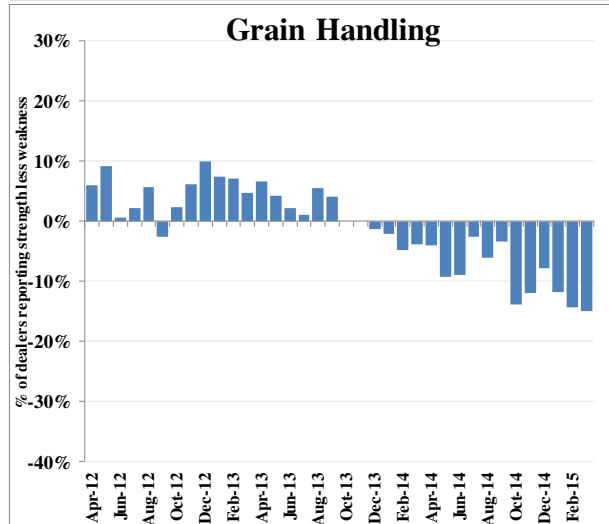
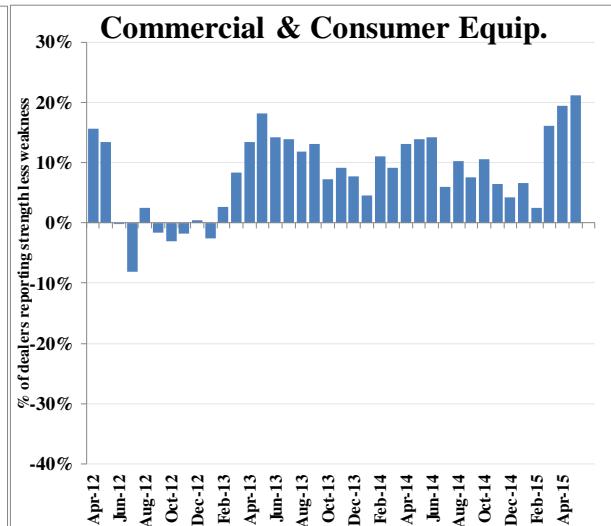
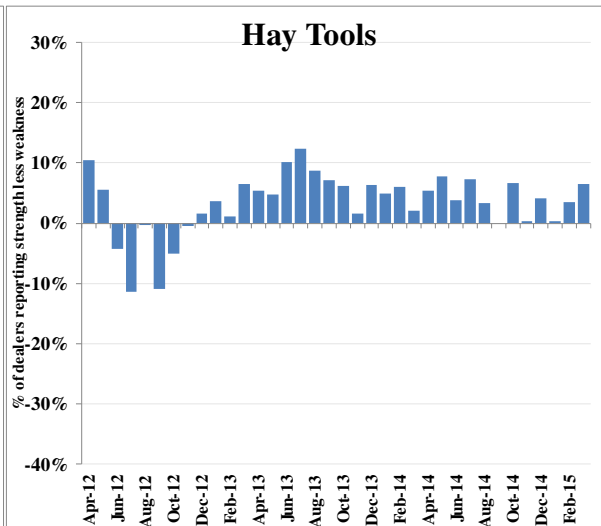
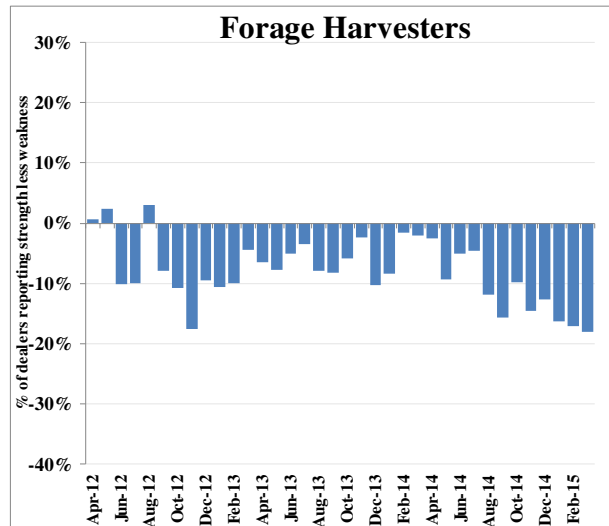
Sales Ranking by Product - May 2015



Equipment Category Sales Trends



Equipment Category Sales Trends (Continued)



Most Interesting Commentary - Monthly Sales and Outlook

- *Lack of spring goods EOP sales from fall 2014. Continued down turn in grain markets is our largest issue this spring. Lack of good planting weather and reduction of Gov 179 tax benefit*
- *We would have had a great month but we had record rainfall in the State of Oklahoma and none of our customers were able to work. That includes lawn/landscape people. farmers. ranchers and construction people.*
- *We are selling used but new tractors over a 100 hp are big zero*
- *We just don't know where the bottom is*
- *managing our used inventory means probably selling less new.*
- *There is high inventory of used across North America.*
- *Our focus is on used .. need to reduce used inventory in order to take more trades*
- *It reminds me of the 80's when farmers were not interested no matter how cheap a price you offered.*
- *The lack of concern by the major manufactures is surprising. Deere came out and said this would be one their best years of the last five. They feel they can weather the down turn by manufacturing less. I am more concerned about 2016 than 2015 as we may have a big surplus of ag commodities , driving down the need for equipment further*

Monthly Order Trends

- Orders were reported down 17% y/y on average in May, up from the 19% decline reported last month but a notable deterioration from the first quarter pace.
- Combine orders remain very weak with only 5% of dealers reporting higher new combine orders in May, and 73% ordering fewer combines.

N. American Farm Equipment Dealer Survey - Average Orders Growth

% Change y/y	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
AGCO	-4%	0%	-1%	-5%	-8%	-3%	-7%	-4%	-2%	-17%	-8%	-16%	-2%	-19%	-11%	-5%
John Deere	-1%	-5%	-6%	-5%	-8%	-11%	-7%	-14%	-17%	-14%	-10%	-11%	-20%	-12%	-20%	-22%
New Holland	-3%	-4%	-8%	-5%	-8%	-5%	-7%	-4%	-5%	-15%	-6%	-5%	-16%	-8%	-10%	-17%
Case IH	-1%	-7%	-4%	-6%	-8%	-9%	-14%	-11%	-18%	-21%	-19%	-18%	-17%	-17%	-25%	-23%
Kubota	-2%	-3%	-7%	-8%	-6%	-4%	-9%	-9%	-4%	-16%	-8%	-7%	-17%	-22%	-24%	-18%
Shortlines/Other	0%	-1%	-2%	-5%	-9%	-4%	-7%	-9%	-12%	-17%	-6%	-14%	-17%	-18%	-16%	-10%
Total	-2%	-4%	-5%	-4%	-8%	-9%	-9%	-10%	-15%	-16%	-12%	-12%	-15%	-12%	-19%	-17%

Source: Cleveland Research, AEI

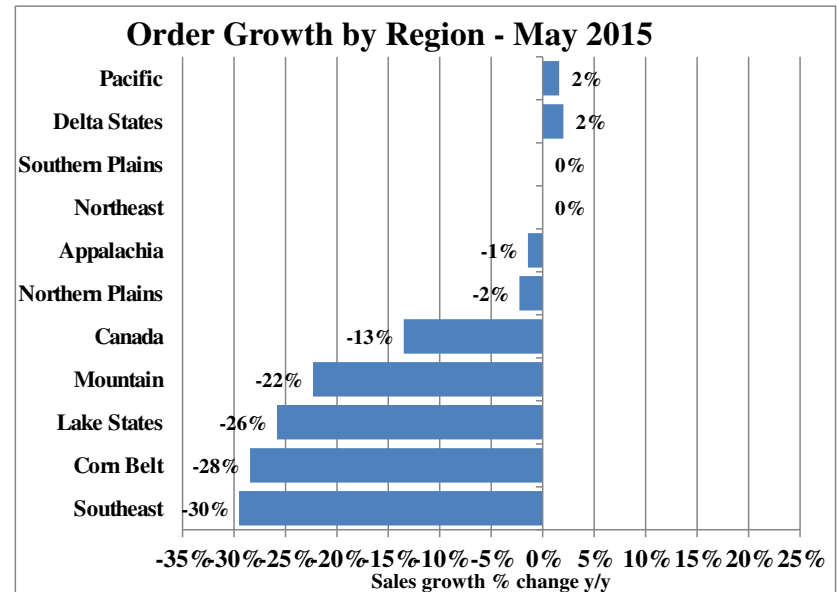
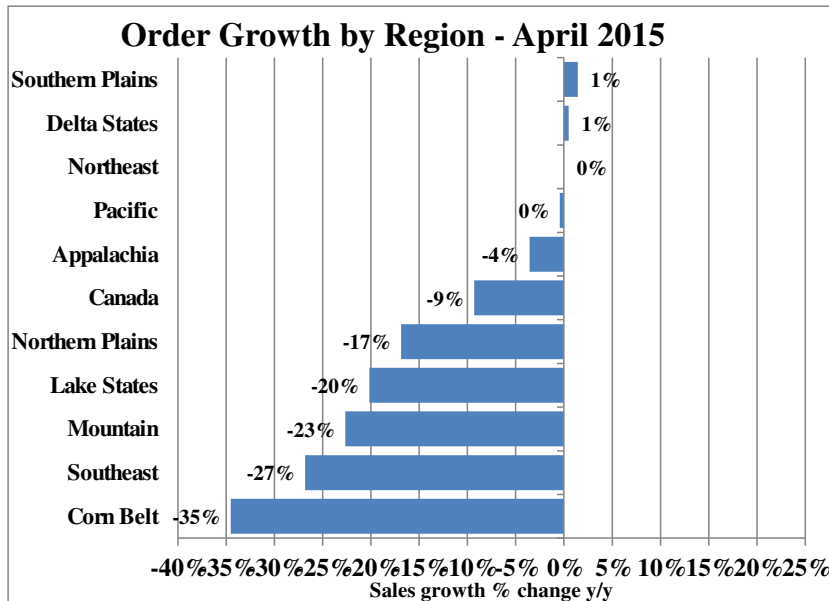
New Combine Order Intentions vs. Last Year

% of Dealers Ordering.	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
More	4%	3%	5%	1%	7%	6%	6%	3%	5%
Same	30%	29%	23%	34%	26%	26%	34%	35%	22%
Less	66%	68%	72%	65%	67%	69%	60%	62%	73%
Net % (More- Less)	-62%	-64%	-67%	-63%	-60%	-63%	-54%	-59%	-68%

Source: Cleveland Research, AEI

Order Trends by Region

- The Pacific Northwest and Delta States regions remain relatively strong compared to the Southeast and Corn Belt regions, which continue to report +25% order declines.



Average Dealer Sales Outlook

- The full year dealer average sales growth forecast remains unchanged at down 13% for the year, with a net 32% of dealers forecasting a sales decline for the year, similar to the April survey results.
- The second table below details the industry outlooks from Deere, Case IH/New Holland and AGCO.

N. American Farm Equipment Dealer Survey - Full Year Sales Forecast									
% change y/y	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
AGCO	6%	0%	-9%	0%	-10%	-11%	-12%	-5%	-3%
John Deere	-12%	-14%	-9%	-9%	-11%	-18%	-8%	-15%	-18%
New Holland	9%	-8%	-10%	-3%	-6%	-11%	-10%	-4%	-9%
Case IH	-12%	-11%	-16%	-11%	-14%	-17%	-17%	-14%	-18%
Kubota	7%	-6%	-14%	-6%	-11%	-13%	-17%	-10%	-12%
Shortlines/Other	1%	-4%	-16%	-9%	-7%	-10%	-19%	-10%	-4%
Overall	-9%	-11%	-10%	-8%	-11%	-15%	-13%	-13%	-13%

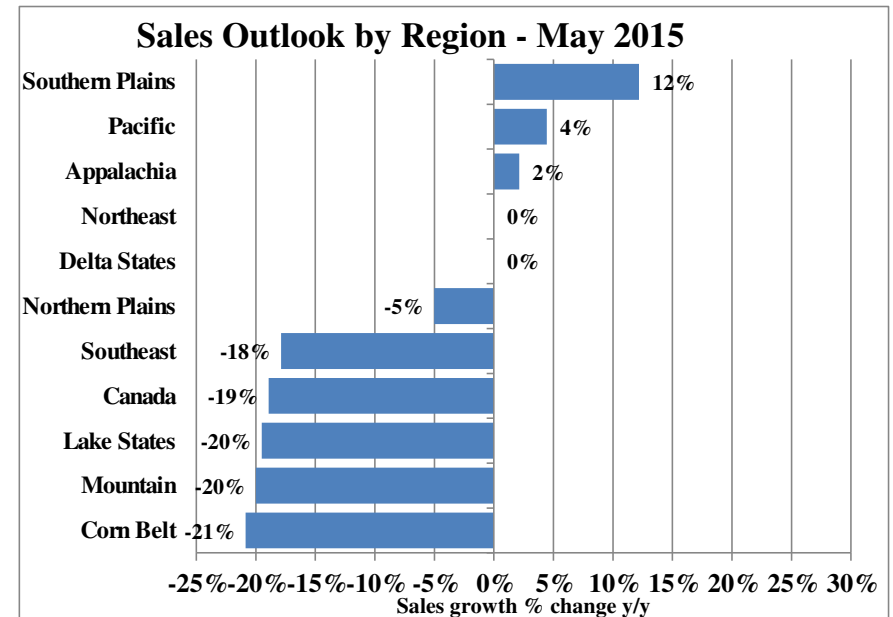
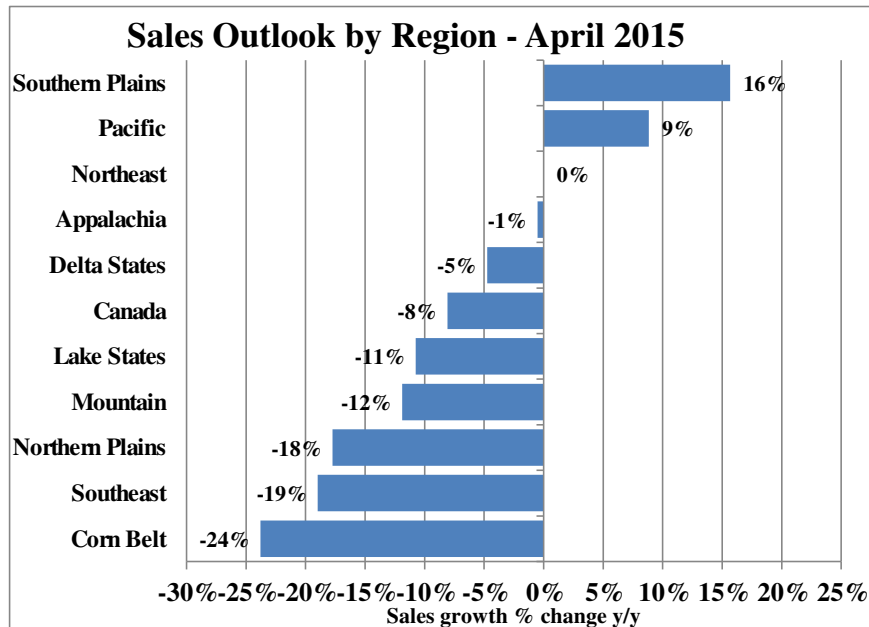
Source: Cleveland Research, AEI

2015 Ag Equipment Outlook - Deere, AGCO, CNH			
Geography	Deere	CNH Industrial	AGCO Corp.
N. America	Down ~25%	Tractors (0-5%); Combines (25-30%)	Down 5-10% (HHP down over 20%)
Western Europe	Down ~10%	Tractors (0-5%), Combines (5-10%)	Down 5-10%
Latin America	Down ~15-20%	Tractors (15-20%), Combines (20-25%)	Down ~15%
CIS or ROW	Down Significantly	na	na
Asia	Down Modestly	Tractors (10-15%), Combines (10-15%)	na

Source: Company reports, CRC estimates

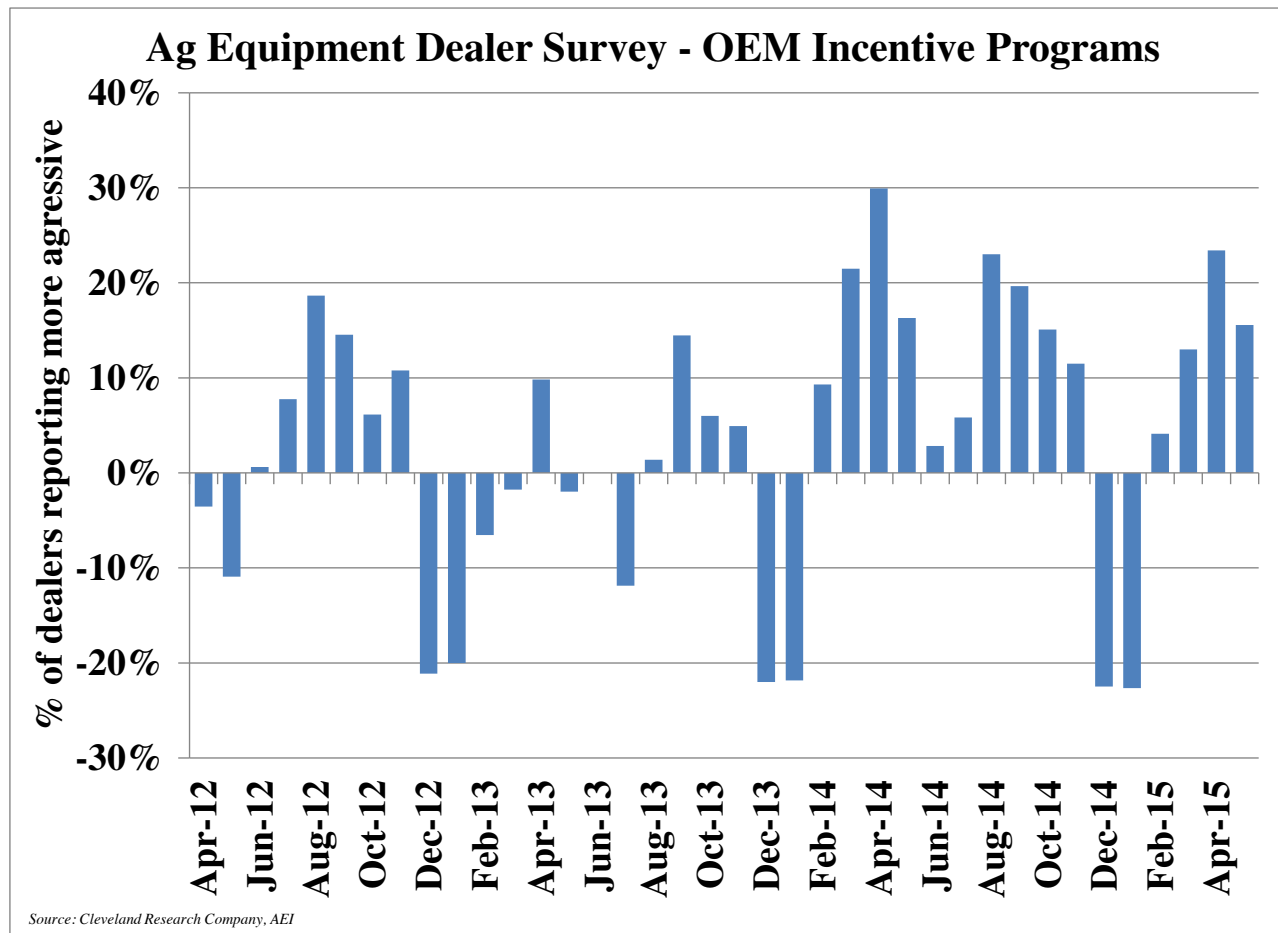
2015 Sales Outlook Continued

- The 2015 sales forecast remains mixed by region, with the Southern Plains States and Pacific Northwest expecting to show growth for the year, while the Corn Belt, Lake States, and Mountain States are the weakest regions in the U.S.



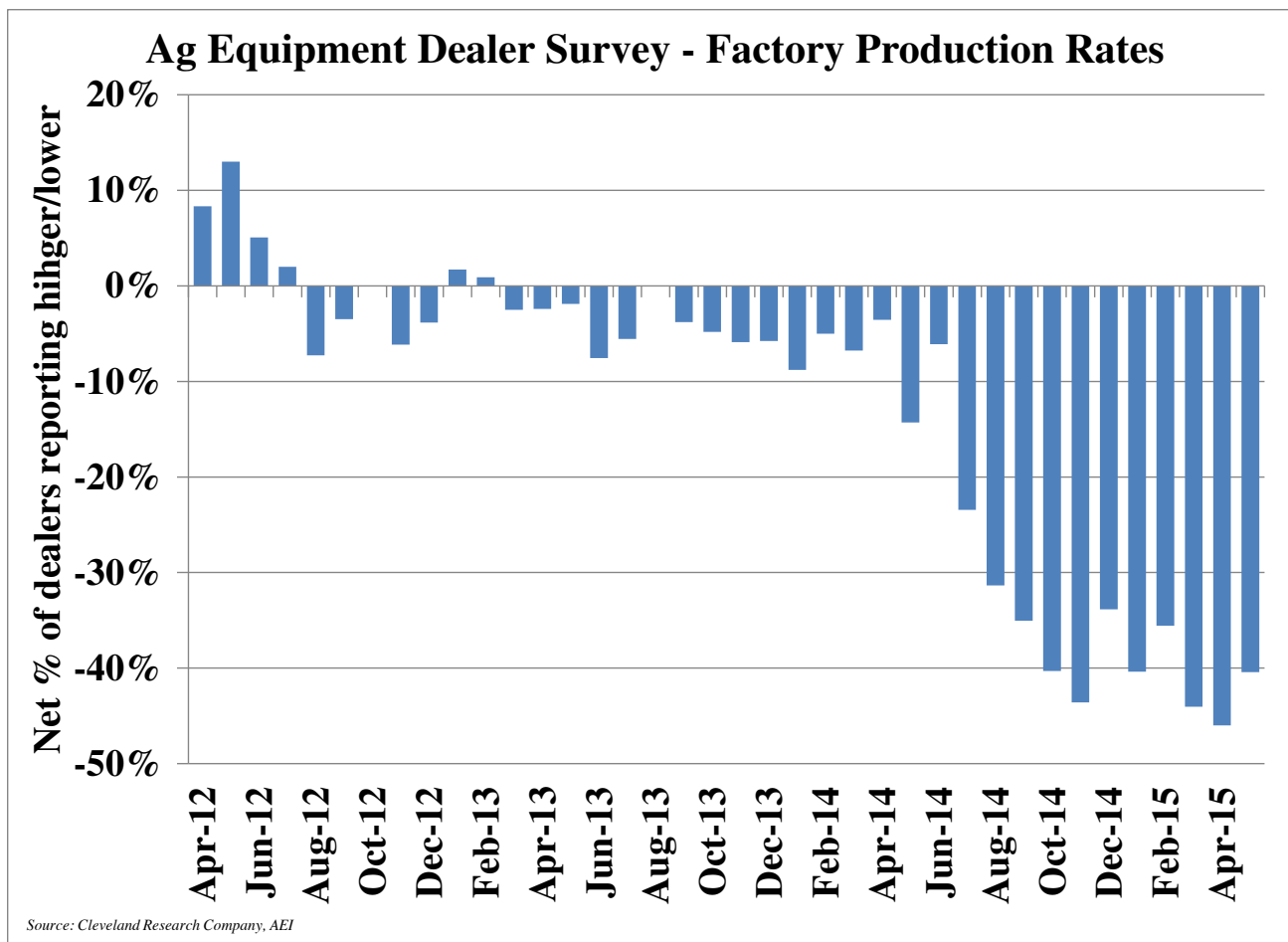
Current Manufacturer Incentive Programs

- OEM incentive programs were reported by dealers to be more aggressive again in May by a net 16% of dealers vs a net 23% of dealers in April.



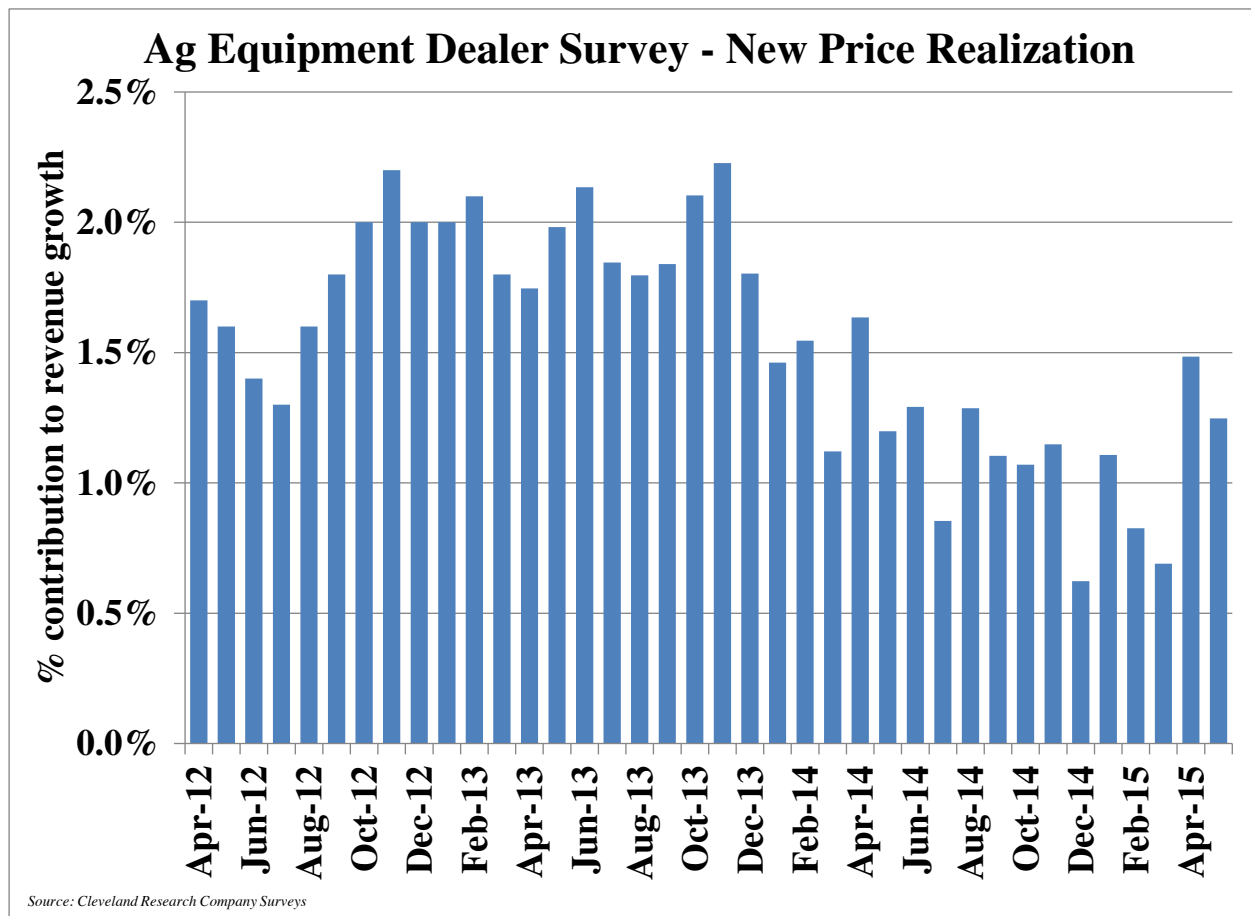
Factory Production

- A net 40% of dealers report OEM production rates are declining, similar to the last several month trend.



Pricing Trends

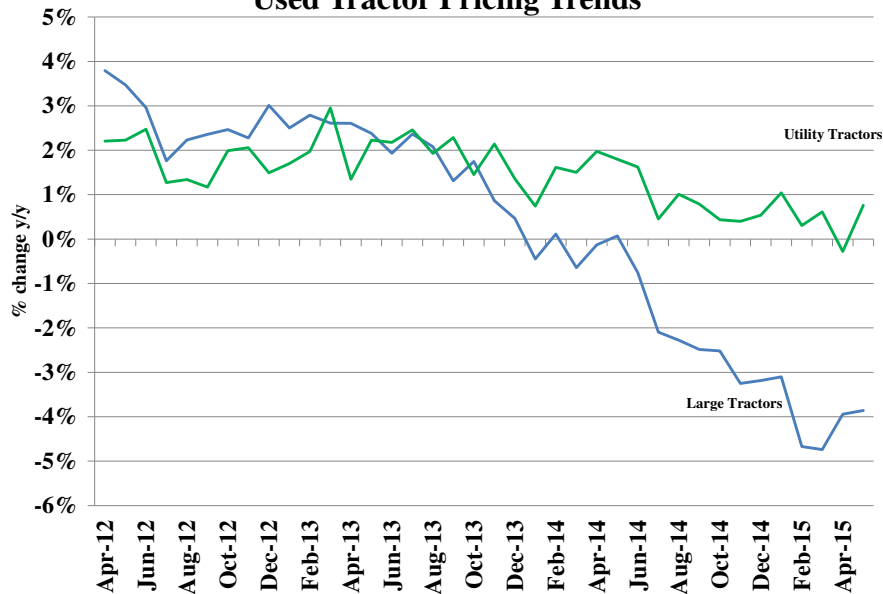
- Dealers report several OEMs pushed through small price increases in recent months, which pushed up the average new equipment price realization across the dealer sample to 1-1.5% over the last two months. Tier 4 final emissions related price increases are also noted as driving higher pricing recently.



Used Equipment Pricing

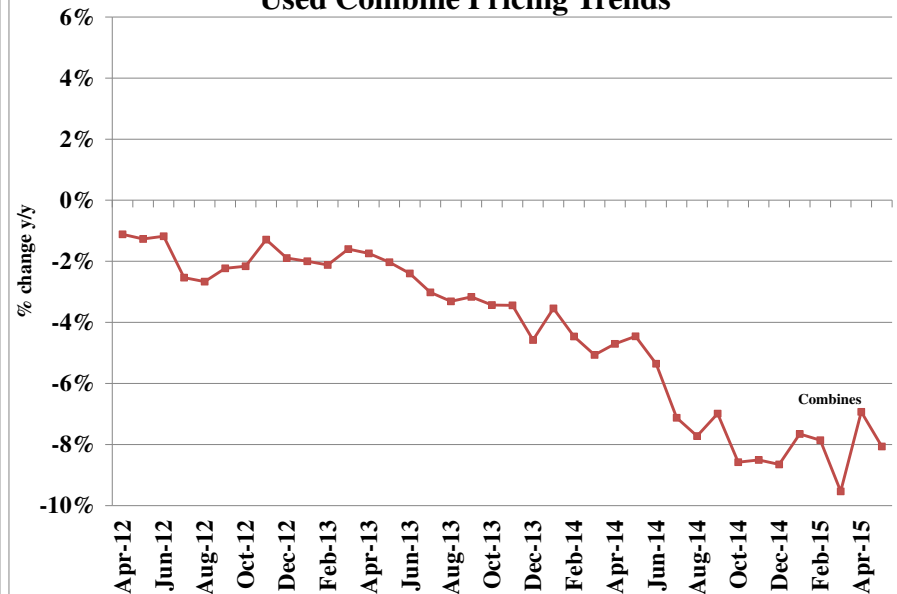
- Used large tractor pricing is reported down 4% on average, inline with the April survey results, while utility tractor used pricing improved slightly in the month to up almost 1% y/y.
- Used combine prices remain weak at down 8% on average, falling from a 7% decline reported last month.

Used Tractor Pricing Trends



Source: Cleveland Research, AEI

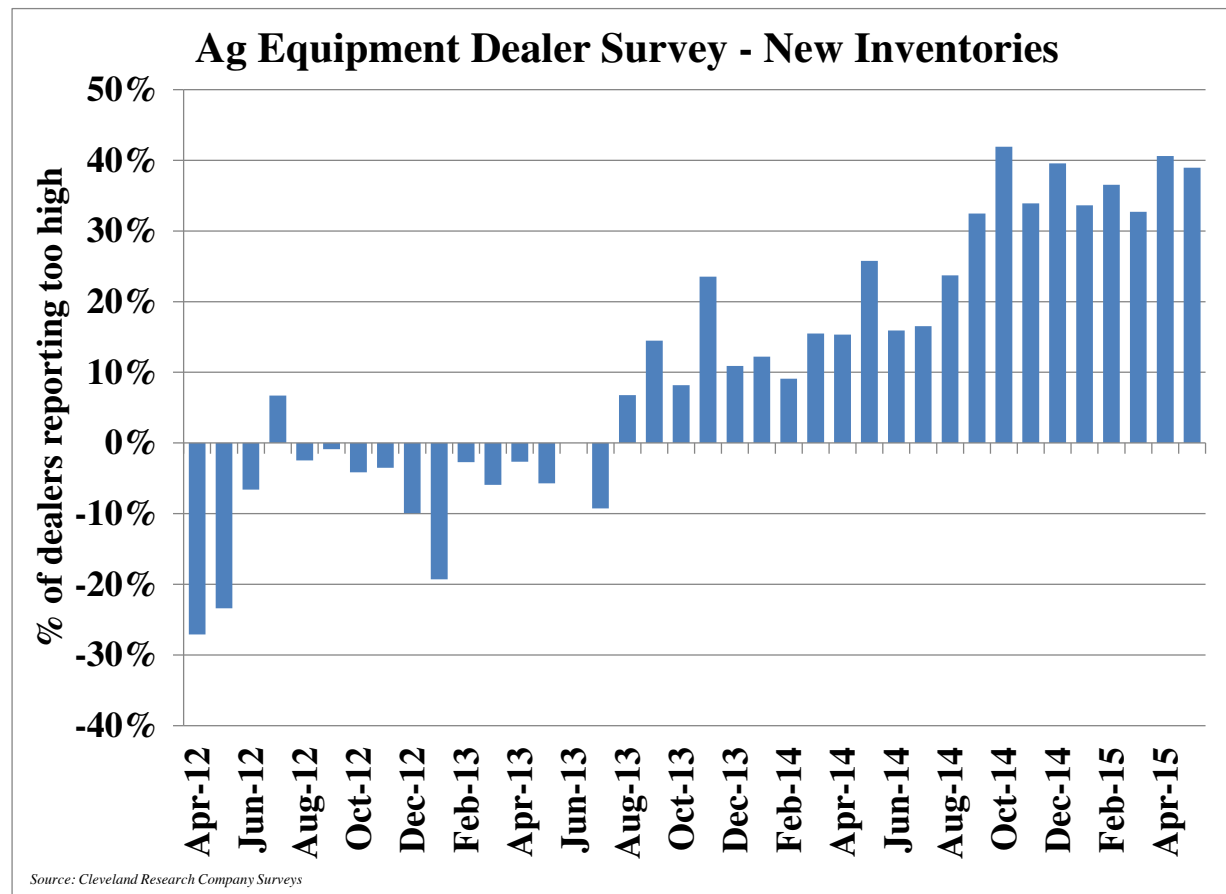
Used Combine Pricing Trends



Source: Cleveland Research, AEI

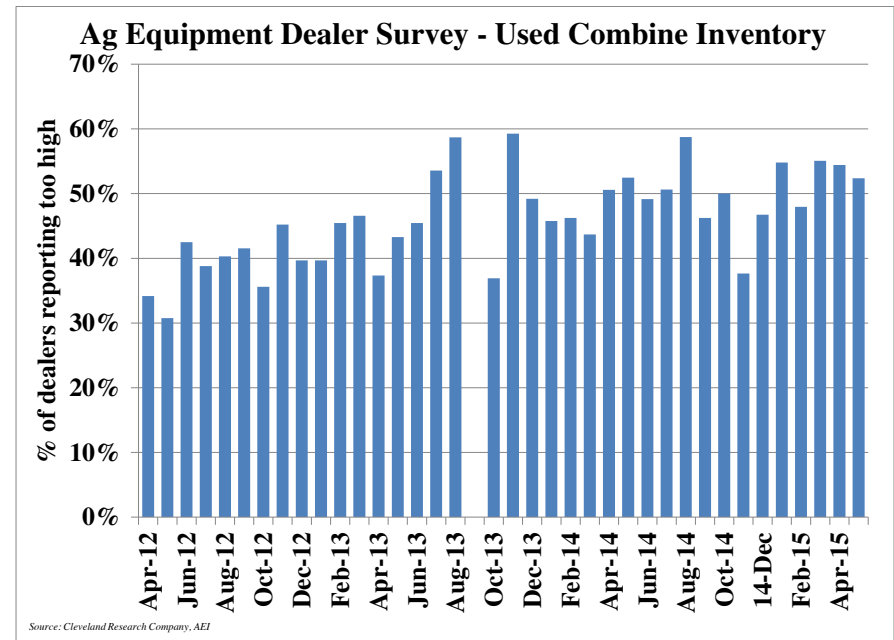
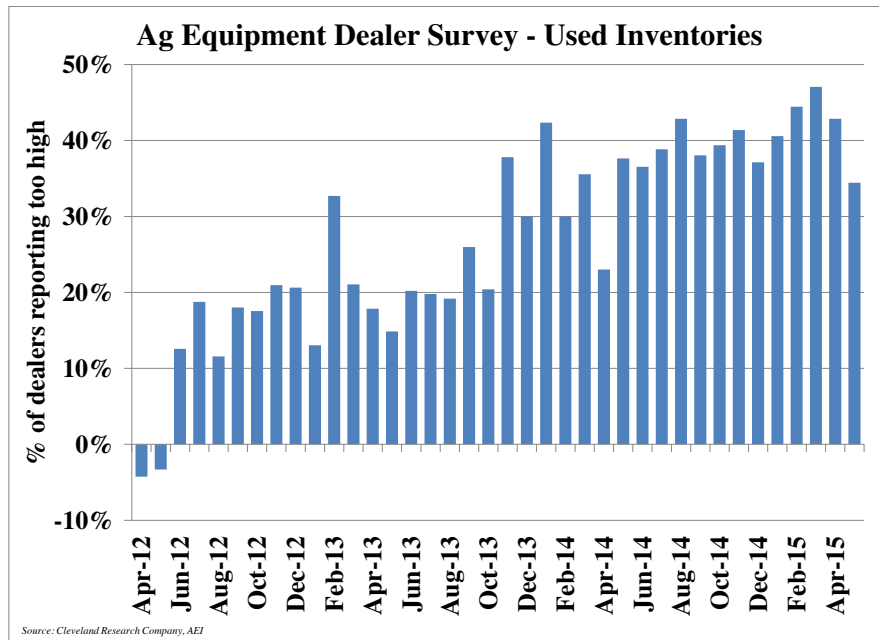
New Equipment Inventory Levels

- A net 40% of dealers report new equipment inventories are too high, inline with the April survey and remaining at the high end of our survey history.



Used Equipment Inventory Levels

- Used equipment inventories do appear to have improved in May, with only 34% of dealers reporting inventory was too high vs 43% in April. Anecdotally, many dealers report their efforts to sell used inventory instead of new has been helpful in recent months, but inventories are still too heavy in specific product categories.
- The used combine inventory remains too high with over a net 50% of dealers reporting inventories are above where they would like them.



North American Farm Equipment Industry Retail Sales

NORTH AMERICAN FARM EQUIPMENT RETAIL SALES														
	Units							% change year-over-year						
	< 40 HP	Utility	Row Crop	4-Wheel	Total Tractor	Row Crop & 4WD	Combines	< 40 HP	Utility	Row Crop	4-Wheel	Total Tractor	Row Crop & 4WD	Combines
May-13	17,189	6,239	3,483	554	27,465	4,037	883	27 %	4 %	20 %	-9 %	19 %	15 %	28 %
Jun-13	13,449	6,363	3,272	541	23,625	3,813	1,123	8 %	4 %	27 %	8 %	9 %	24 %	18 %
Jul-13	10,739	5,542	3,168	491	19,940	3,659	1,480	24 %	15 %	15 %	-11 %	19 %	11 %	10 %
Aug-13	9,359	5,006	2,840	587	17,792	3,427	1,250	15 %	11 %	16 %	0 %	13 %	13 %	-16 %
Sep-13	8,595	4,834	3,356	571	17,356	3,927	1,289	7 %	7 %	8 %	-26 %	6 %	1 %	-27 %
Oct-13	9,644	6,687	5,938	1,225	23,494	7,163	1,665	-3 %	-3 %	5 %	-18 %	-2 %	0 %	-28 %
Nov-13	5,646	3,871	2,646	643	12,806	3,289	897	9 %	-3 %	7 %	2 %	4 %	6 %	25 %
Dec-13	7,623	6,903	4,919	960	20,405	5,879	1,538	-7 %	10 %	13 %	7 %	3 %	12 %	36 %
Jan-14	4,755	4,152	3,303	631	12,841	3,934	824	1 %	2 %	12 %	-7 %	3 %	8 %	33 %
Feb-14	5,308	3,745	2,423	575	12,051	2,998	526	4 %	1 %	-6 %	-14 %	0 %	-8 %	-15 %
Mar-14	10,108	5,110	3,155	655	19,028	3,810	899	22 %	3 %	-9 %	-7 %	9 %	-9 %	-25 %
Apr-14	14,191	6,010	3,752	745	24,698	4,497	996	2 %	7 %	-13 %	-12 %	0 %	-13 %	-13 %
May-14	16,828	6,586	2,928	474	26,816	3,402	669	-2 %	6 %	-16 %	-14 %	-2 %	-16 %	-24 %
Jun-14	15,198	6,520	2,731	409	24,858	3,140	839	13 %	2 %	-17 %	-24 %	5 %	-18 %	-25 %
Jul-14	11,249	5,943	3,225	389	20,806	3,614	1,035	5 %	7 %	2 %	-21 %	4 %	-1 %	-30 %
Aug-14	9,691	5,444	2,575	371	18,081	2,946	946	4 %	9 %	-9 %	-37 %	2 %	-14 %	-24 %
Sep-14	11,333	6,193	3,276	492	21,294	3,768	1,142	32 %	28 %	-2 %	-14 %	23 %	-4 %	-11 %
Oct-14	10,934	7,115	4,929	734	23,712	5,663	994	13 %	6 %	-17 %	-40 %	1 %	-21 %	-40 %
Nov-14	5,857	4,177	1,891	354	12,279	2,245	450	4 %	8 %	-29 %	-45 %	-4 %	-32 %	-50 %
Dec-14	8,142	7,520	3,749	514	19,925	4,263	931	7 %	9 %	-24 %	-46 %	-2 %	-27 %	-39 %
Jan-15	5,382	4,506	3,124	220	13,232	3,344	384	13 %	9 %	-5 %	-65 %	3 %	-15 %	-53 %
Feb-15	5,305	3,250	1,955	348	10,858	2,303	399	0 %	-13 %	-19 %	-39 %	-10 %	-23 %	-24 %
Mar-15	9,735	4,851	2,547	500	17,633	3,047	470	-4 %	-5 %	-19 %	-24 %	-7 %	-20 %	-48 %
Apr-15	16,624	6,461	3,131	430	26,646	3,561	664	17 %	8 %	-17 %	-42 %	8 %	-21 %	-33 %
May-15	16,028	5,643	1,994	260	23,925	2,254	549	-5 %	-14 %	-32 %	-45 %	-11 %	-34 %	-18 %

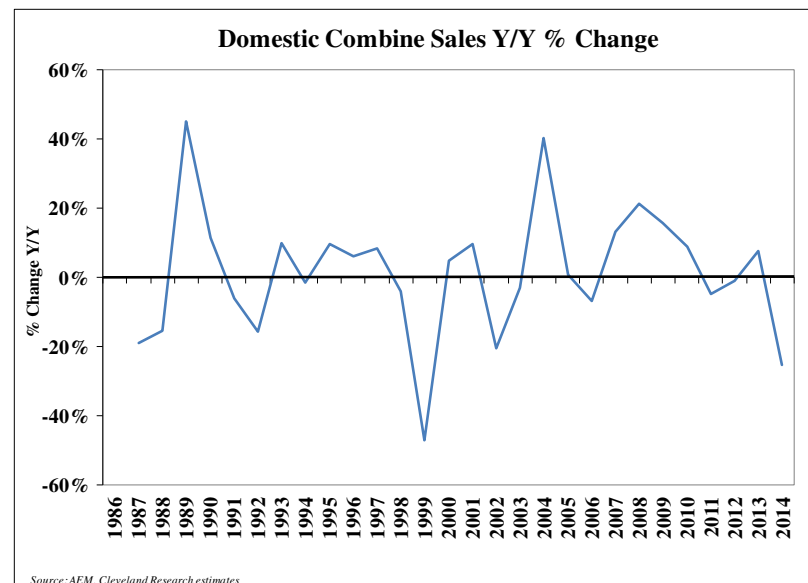
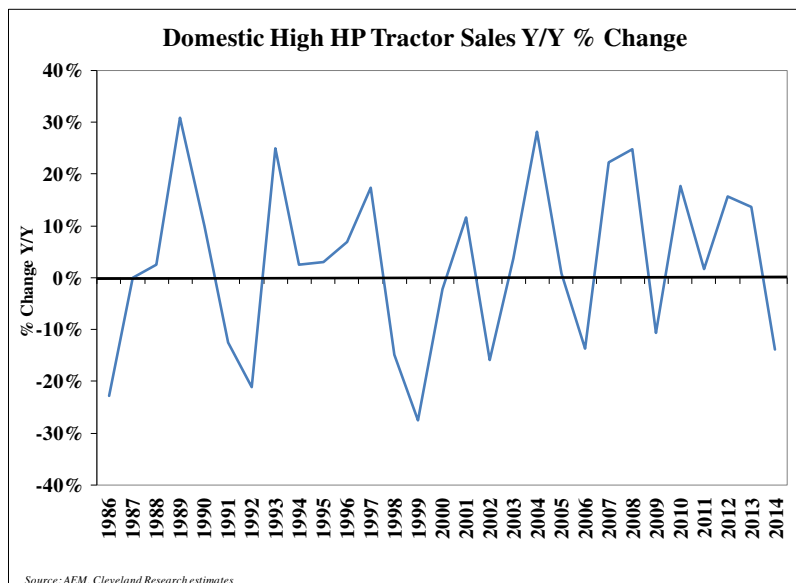
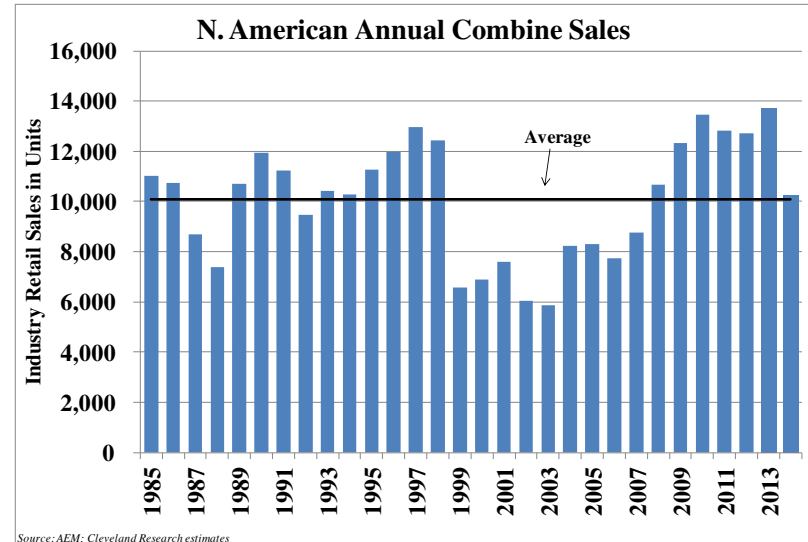
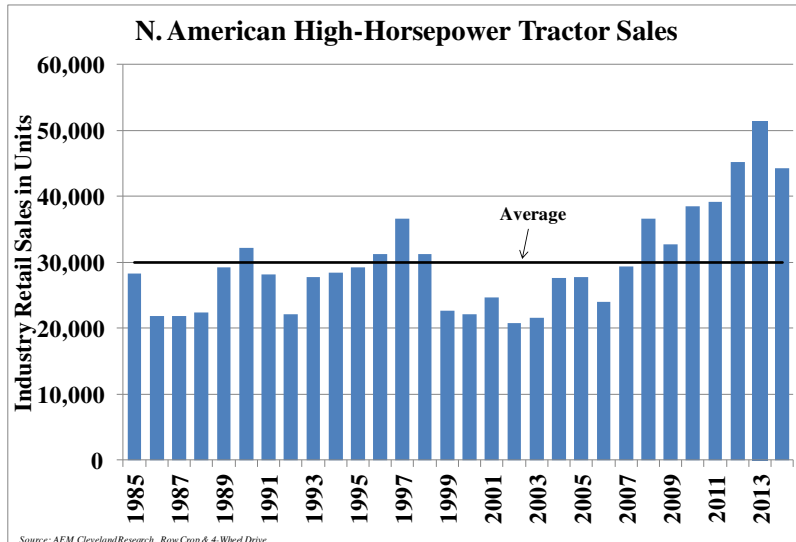
Source: AEM; Cleveland Research Company estimates. High hp tractors are row crop & 4-wheel drive.

North American Farm Equipment Industry Inventory

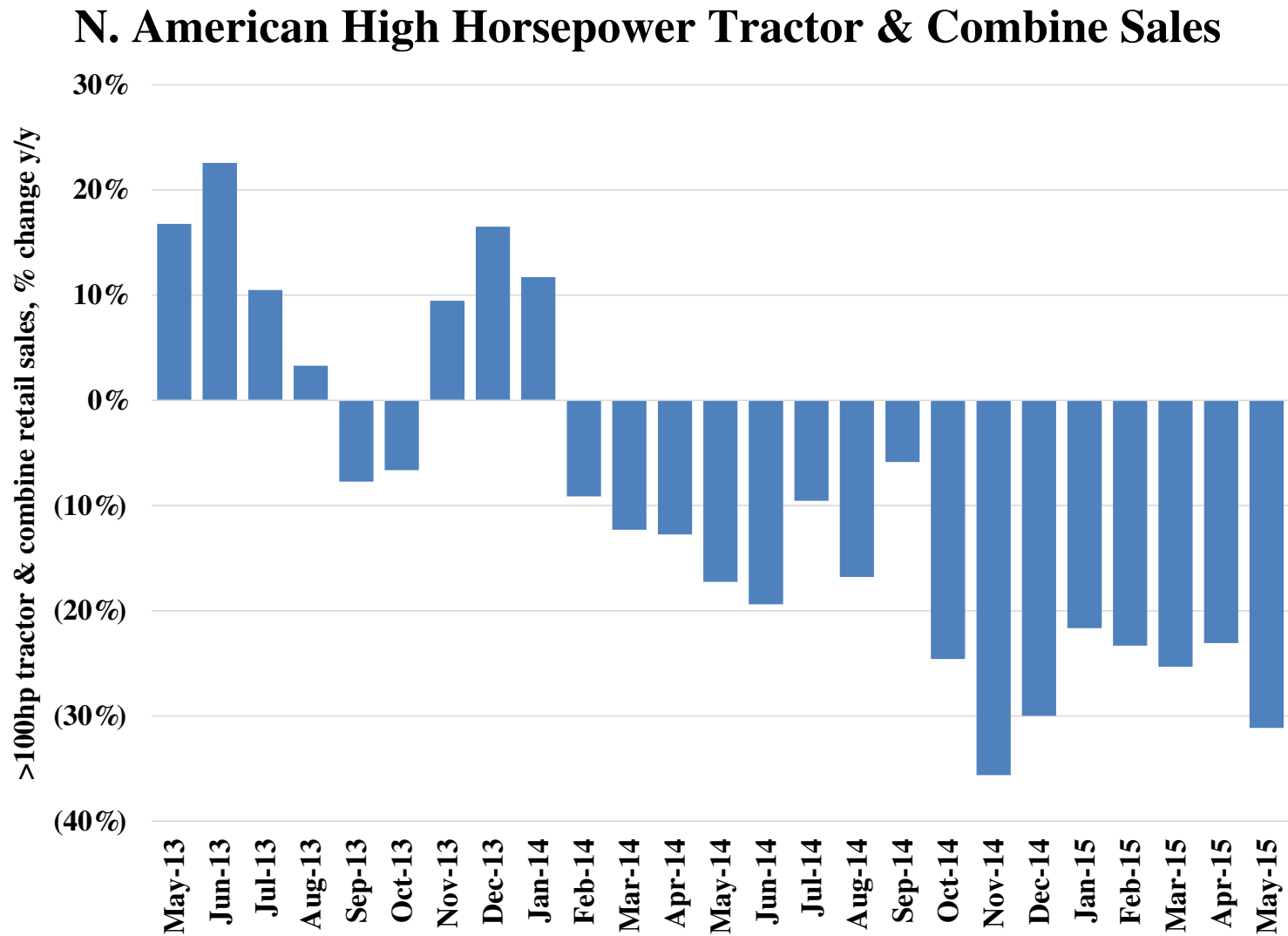
NORTH AMERICAN FARM EQUIPMENT INVENTORY														
	Inventory (Units)							Inventory to 12-mo. Sales						
	< 40 HP	Utility	Row Crop	4-Wheel	Total Tractor	Row Crop & 4WD	Combines	<40HP	Util	RC	4-WD	Total Tractor	Row Crop & 4WD	Comb
Apr-13	70,567	30,512	12,507	1,883	115,469	14,390	2,577	66%	50%	32%	21%	53%	30%	18%
May-13	65,268	30,400	13,202	2,068	110,938	15,270	2,866	59%	49%	33%	23%	50%	31%	20%
Jun-13	62,097	29,271	13,330	2,158	106,856	15,488	3,249	56%	47%	33%	24%	48%	31%	23%
Jul-13	59,174	29,628	14,138	2,177	105,117	16,315	3,208	52%	47%	34%	25%	47%	33%	22%
Aug-13	58,941	30,907	15,063	2,307	107,218	17,370	3,325	52%	49%	36%	26%	47%	34%	23%
Sep-13	60,787	31,714	15,372	2,507	110,380	17,879	3,255	53%	50%	37%	29%	48%	35%	24%
Oct-13	63,364	31,876	14,009	2,094	111,343	16,103	2,222	55%	50%	33%	25%	49%	32%	17%
Nov-13	67,922	33,406	14,847	2,312	118,487	17,159	2,343	59%	53%	35%	27%	52%	34%	18%
Dec-13	67,863	32,028	13,318	2,049	115,258	15,367	2,083	59%	50%	31%	24%	50%	30%	15%
Jan-14	69,111	33,240	12,620	2,028	116,999	14,648	1,681	60%	52%	29%	24%	51%	28%	12%
Feb-14	71,514	34,326	13,267	2,046	121,153	15,313	2,063	62%	54%	31%	25%	53%	30%	15%
Mar-14	71,249	35,256	14,058	2,218	122,781	16,276	2,456	61%	55%	33%	27%	53%	32%	18%
Apr-14	69,986	35,615	13,298	2,117	121,016	15,415	2,467	60%	55%	31%	26%	52%	31%	18%
May-14	66,364	34,755	13,505	2,255	116,879	15,760	2,734	57%	54%	32%	28%	51%	32%	21%
Jun-14	62,025	34,004	14,531	2,294	112,854	16,825	3,101	53%	52%	35%	29%	49%	34%	24%
Jul-14	61,829	34,393	14,836	2,159	113,217	16,995	3,144	52%	53%	36%	27%	49%	35%	25%
Aug-14	62,466	35,692	15,060	2,193	115,411	17,253	3,360	53%	54%	37%	29%	49%	36%	28%
Sep-14	61,811	35,926	16,185	2,399	116,321	18,584	2,891	51%	53%	40%	32%	49%	38%	24%
Oct-14	63,713	35,965	14,640	1,802	116,120	16,442	2,187	52%	53%	37%	25%	49%	35%	19%
Nov-14	67,691	37,110	14,840	1,652	121,293	16,492	2,046	55%	55%	38%	24%	51%	36%	19%
Dec-14	69,876	35,550	14,638	1,426	121,490	16,064	1,674	57%	52%	39%	22%	51%	36%	16%
Jan-15	73,716	35,405	13,934	1,439	124,494	15,373	1,713	59%	51%	37%	24%	53%	35%	17%
Feb-15	78,177	36,676	13,981	1,436	130,270	15,417	1,820	63%	54%	37%	25%	55%	36%	19%
Mar-15	81,662	37,881	14,179	1,346	135,068	15,525	2,040	66%	56%	39%	24%	58%	37%	22%
Apr-15	80,348	37,047	13,193	1,353	131,941	14,546	2,116	64%	54%	37%	26%	56%	35%	24%

Source: AEM; Cleveland Research Company estimates

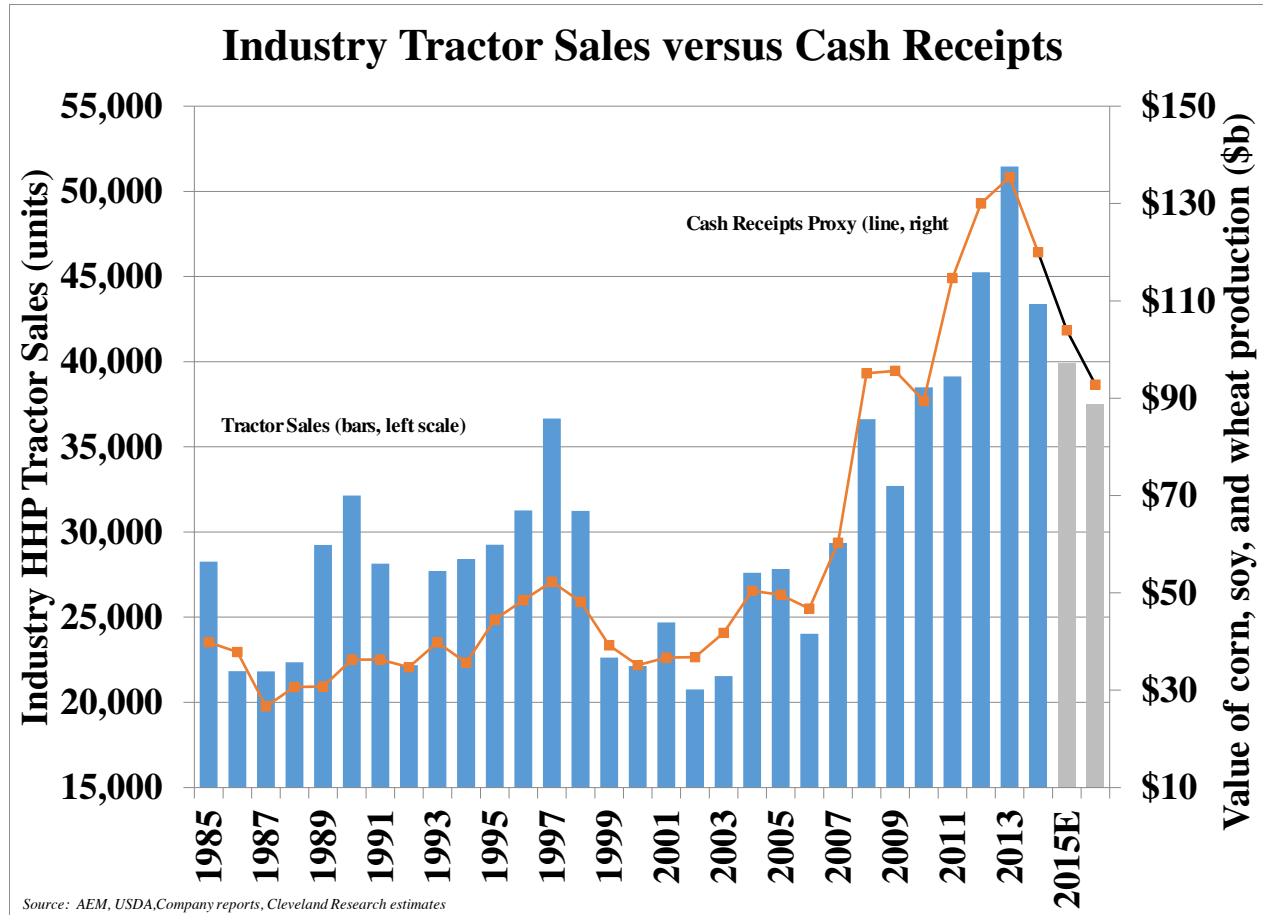
Annual Agricultural Equipment Industry Sales (1985 - 2014)



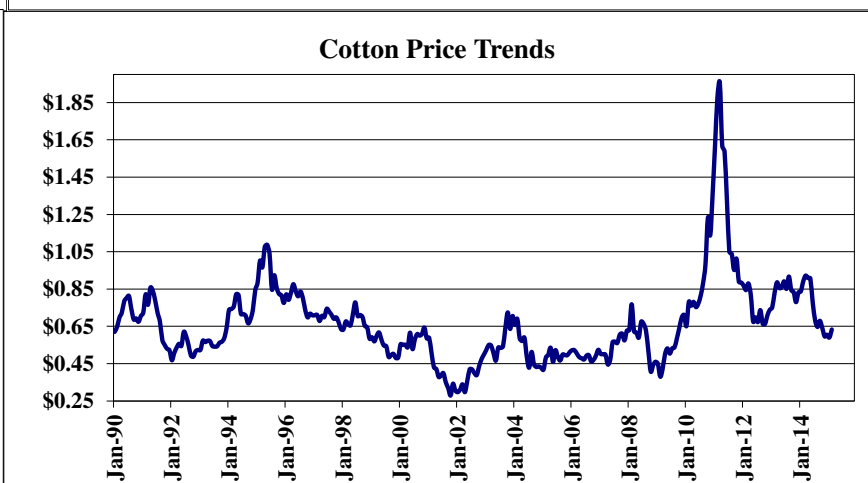
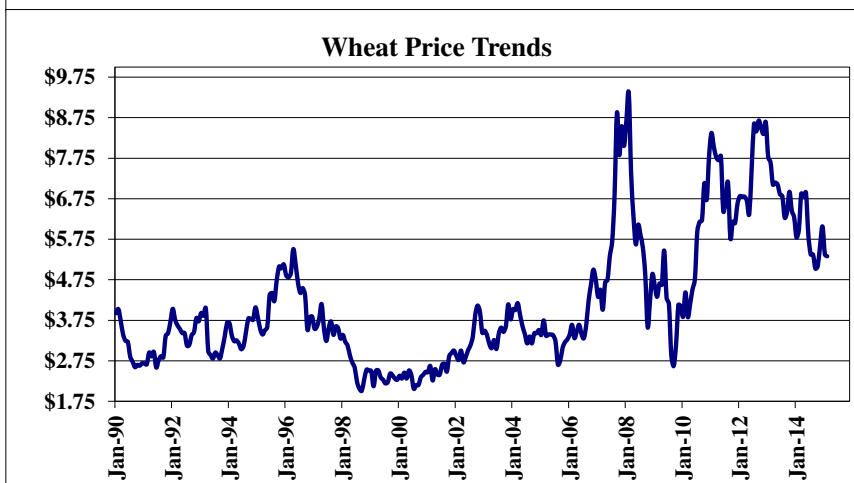
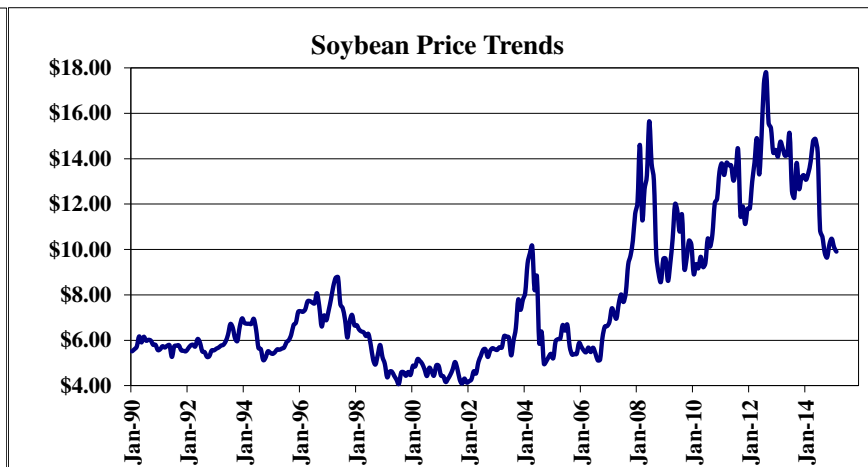
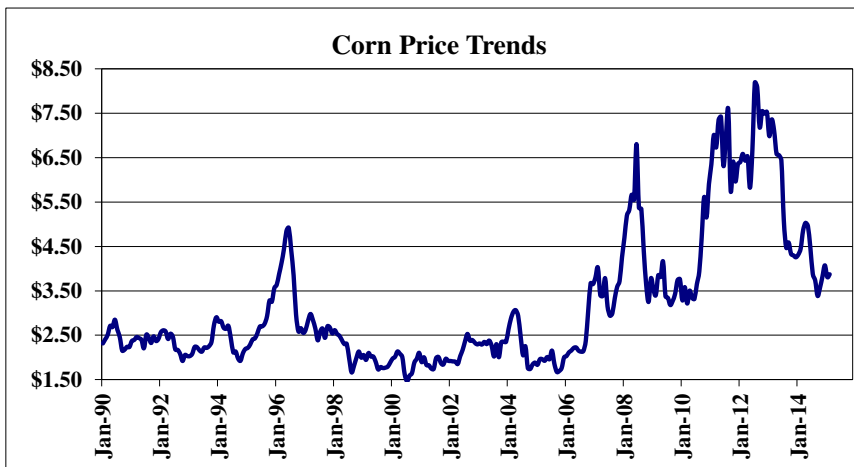
North America Large Ag Equipment Sales



Commodity Prices – Cash Receipts vs. Next Year Equipment Sales



Long Term Commodity Price Trends



Commodity Trends – Long Run Supply and Demand Projections

US Corn, Soy, and Wheat Supply and Demand - Long Term Annual Forecast 2015

US Corn Balance Sheet - USDA Long Term Forecast (Feb 2015)															
Millions of bushels	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25
Planted	88	92	97	95	91	88	90	90	90	90	90	89	89	89	89
Harvested	81	84	87	88	83	80	82	82	82	82	82	81	81	81	81
Yield (bu/acre)	153	147	123	159	173	167	169	171	173	175	177	179	181	183	185
Beginning Stocks (MM bu)	1,708	1,128	989	821	1,236	2,008	1,733	1,738	1,753	1,773	1,748	1,753	1,703	1,683	1,668
Production (MM bu)	12,447	12,360	10,780	13,925	14,407	13,445	13,940	14,105	14,270	14,355	14,520	14,595	14,760	14,920	15,085
Imports (MM bu)	28	29	162	35	25	25	25	25	25	25	25	25	25	25	25
Total Supply (MM bu)	14,183	13,517	11,931	14,781	15,668	15,478	15,698	15,868	16,048	16,153	16,293	16,373	16,488	16,628	16,778
Feed & Residual (MM Bu)	4,792	4,557	4,329	5,300	5,375	5,225	5,375	5,500	5,600	5,650	5,700	5,750	5,800	5,875	5,925
Food, Seed, & Industrial (excl. Ethanol)	1,407	1,428	1,403	1,435	1,385	1,420	1,435	1,440	1,450	1,455	1,465	1,470	1,480	1,485	1,495
Ethanol & By-Products	5,021	5,000	4,648	5,000	5,150	5,200	5,150	5,100	5,075	5,075	5,075	5,100	5,125	5,150	5,200
Exports	1,835	1,543	731	1,900	1,750	1,900	2,000	2,075	2,150	2,225	2,300	2,350	2,400	2,450	2,500
Total Use	13,054	12,528	11,111	13,635	13,660	13,745	13,960	14,115	14,275	14,405	14,540	14,670	14,805	14,960	15,120
Ending Stocks	1,128	989	820	1,146	2,008	1,733	1,738	1,753	1,773	1,748	1,753	1,703	1,683	1,668	1,658
Ending Stocks/Use	8.6%	7.9%	7.4%	8.4%	14.7%	12.6%	12.4%	12.4%	12.4%	12.1%	12.1%	11.6%	11.4%	11.1%	11.0%
Weeks Carryover	4.5	4.1	3.8	4.4	7.6	6.6	6.5	6.5	6.5	6.3	6.3	6.0	5.9	5.8	5.7
Average Farm Price (\$/bu)	\$5.18	\$6.22	\$6.89	\$4.55	\$3.50	\$3.40	\$3.50	\$3.50	\$3.50	\$3.55	\$3.55	\$3.60	\$3.65	\$3.70	\$3.75
Value of Production	\$64,475	\$76,879	\$74,274	\$63,359	\$50,425	\$45,713	\$48,790	\$49,368	\$49,945	\$50,960	\$51,546	\$52,542	\$53,874	\$55,204	\$56,569
% change y/y	39%	19%	-3%	-15%	-20%	-9%	7%	1%	1%	2%	1%	2%	3%	2%	2%

U.S. Soybean Balance Sheet - USDA Long Term Forecast (Feb 2015)															
Millions of bushels	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25
Planted	77	75	77	77	84	84	79	78	78	79	79	79	79	79	79
Harvested	77	74	76	76	83	83	78	77	77	78	78	78	78	78	78
Yield Per Harvested Acre (Bushels)	44	42	40	43	48	46	47	47	47	48	48	49	49	50	50
Beginning Stocks	151	215	169	140	92	450	519	396	282	243	238	232	237	241	244
Production	3,329	3,094	3,034	3,289	3,958	3,820	3,630	3,620	3,655	3,715	3,750	3,810	3,845	3,885	3,920
Imports	14	16	36	90	15	15	15	15	15	15	15	15	15	15	15
Total Supplies	3,495	3,325	3,239	3,519	4,065	4,285	4,164	4,031	3,952	3,973	4,003	4,057	4,097	4,141	4,179
Crush	1,648	1,703	1,689	1,700	1,780	1,835	1,850	1,850	1,855	1,880	1,900	1,925	1,940	1,960	1,975
Exports	1,501	1,362	1,320	1,600	1,720	1,820	1,810	1,790	1,745	1,745	1,760	1,785	1,805	1,825	1,845
Seed & Residual	131	88	90	95	115	111	109	109	109	110	111	111	111	111	111
Total Use	3,280	3,155	3,099	3,395	3,615	3,766	3,769	3,749	3,709	3,735	3,771	3,821	3,856	3,896	3,931
Ending Stocks	215	169	140	124	450	519	396	282	243	238	232	237	241	244	248
Stocks/Use	6.6%	5.4%	4.5%	3.7%	12.4%	13.8%	10.5%	7.5%	6.6%	6.4%	6.2%	6.2%	6.3%	6.3%	6.3%
Average Price (\$/bu)	\$11.30	\$12.50	\$14.40	\$13.10	\$10.00	\$8.50	\$8.55	\$8.80	\$9.10	\$9.20	\$9.30	\$9.35	\$9.40	\$9.45	\$9.55
Value of Production	\$37,620	\$38,669	\$43,690	\$43,086	\$39,580	\$32,470	\$31,037	\$31,856	\$33,261	\$34,178	\$34,875	\$35,624	\$36,143	\$36,713	\$37,436
% change y/y	17%	3%	13%	-1%	-8%	-18%	-4%	3%	4%	3%	2%	2%	1%	2%	2%

Commodity Trends – Long Run Supply and Demand Projections (Cont.)

US Corn, Soy, and Wheat Supply and Demand - Long Term Annual Forecast 2015 (continued)

U.S. Wheat Balance Sheet - USDA Long Term Forecast (Feb 2015)

Millions of bushels	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25
Planted	54	54	56	56	57	56	53	53	53	53	53	52	52	52	52
Harvested	48	46	49	45	46	47	45	45	45	45	45	44	44	44	44
Yield Per Harvested Acre (Bushels)	46	44	46	47	44	46	46	47	47	47	48	48	49	49	49
Beginning Stocks	976	862	743	718	590	644	700	680	663	654	653	666	662	661	663
Production	2,207	1,999	2,266	2,130	2,026	2,155	2,075	2,075	2,090	2,105	2,125	2,115	2,135	2,145	2,165
Imports	97	112	123	170	170	150	155	160	165	170	175	180	185	190	195
Total Supplies	3,279	2,974	3,131	3,018	2,786	2,949	2,930	2,915	2,918	2,929	2,953	2,961	2,982	2,996	3,023
Food	926	941	945	950	960	967	974	981	988	995	1,002	1,009	1,016	1,023	1,030
Seed	71	76	73	74	76	72	71	71	71	71	70	70	70	70	70
Feed&residual	129	162	388	220	180	190	180	170	170	170	170	170	180	180	190
Exports	1,291	1,051	1,007	1,180	925	1,020	1,025	1,030	1,035	1,040	1,045	1,050	1,055	1,060	1,065
Total Use	2,417	2,231	2,414	2,424	2,141	2,249	2,250	2,252	2,264	2,276	2,287	2,299	2,321	2,333	2,355
Ending Stocks	862	743	718	593	644	700	680	663	654	653	666	662	661	663	668
Stocks/Use	35.7%	33.3%	29.7%	24.5%	30.1%	31.1%	30.2%	29.4%	28.9%	28.7%	29.1%	28.8%	28.5%	28.4%	28.4%
Average Price (\$/bu)	\$5.70	\$7.24	\$7.77	\$6.87	\$5.90	\$5.00	\$4.65	\$4.75	\$4.80	\$4.80	\$4.80	\$4.80	\$4.85	\$4.85	\$4.85
Value of Production	\$12,579	\$14,475	\$17,607	\$14,631	\$11,953	\$10,775	\$9,649	\$9,856	\$10,032	\$10,104	\$10,200	\$10,152	\$10,355	\$10,403	\$10,500
% change y/y	16%	15%	22%	-17%	-18%	-10%	-10%	2%	2%	1%	1%	0%	2%	0%	1%

Total Acreage and Value of U.S. Corn, Soy and Wheat Production - USDA February 2015 Projection

	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25
Total Corn, Soy, Wheat															
Planted (mm acres)	219	221	230	228	232	228	222	221	221	221	221	220	220	220	220
Harvested (mm acres)	206	204	213	209	213	211	205	204	204	204	204	204	204	204	204
Yield (bu/acre)	87	86	76	93	96	92	96	97	98	99	100	101	102	103	104
Production	17,983	17,453	16,080	19,344	20,391	19,420	19,645	19,800	20,015	20,175	20,395	20,520	20,740	20,950	21,170
Average Price (\$/bu)	\$6.38	\$7.45	\$8.43	\$6.26	\$5.00	\$4.58	\$4.55	\$4.60	\$4.66	\$4.72	\$4.74	\$4.79	\$4.84	\$4.88	\$4.94
Value of Production	\$114,675	\$130,024	\$135,571	\$121,076	\$101,958	\$88,958	\$89,475	\$91,080	\$93,238	\$95,242	\$96,621	\$98,318	\$100,372	\$102,321	\$104,505
% change y/y	28%	13%	4%	-11%	-16%	-13%	1%	2%	2%	2%	1%	2%	2%	2%	2%

U.S. Acreage Planted Per Crop Year

