

Agricultural Products

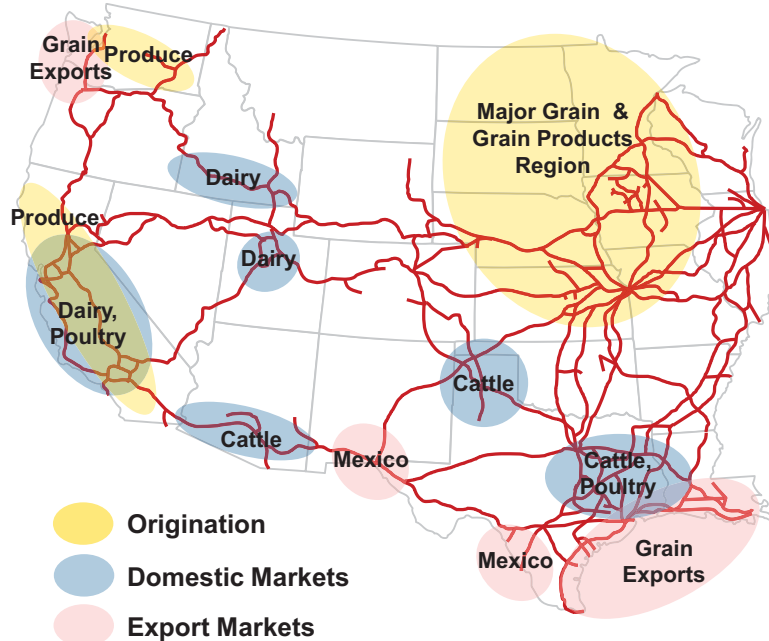
Jason Hess, VP & General Manager



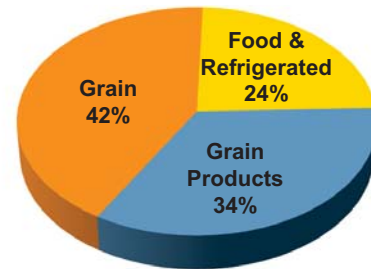
BUILDING AMERICA®

Agricultural Products

\$2.8 Billion Revenue as of 9/30/14

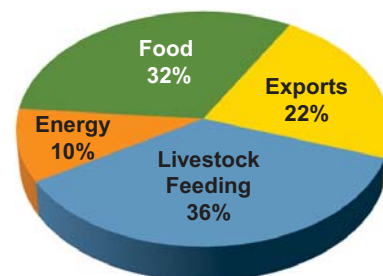


Volume Mix



Key End-Use Markets

(% of Volume)

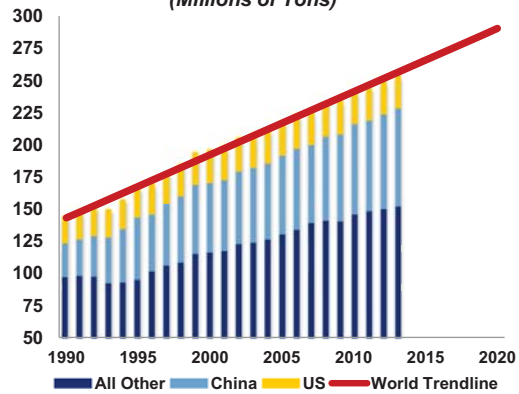


BUILDING AMERICA®

Agricultural Products Macro Drivers

- Crop Production
- World Food Demand
- Bio-Fuels
- Export Opportunities
- Highway Conversions
- Changing Consumer Behaviors

World Meat Consumption*
(Millions of Tons)



*Source: ProExporter, USDA



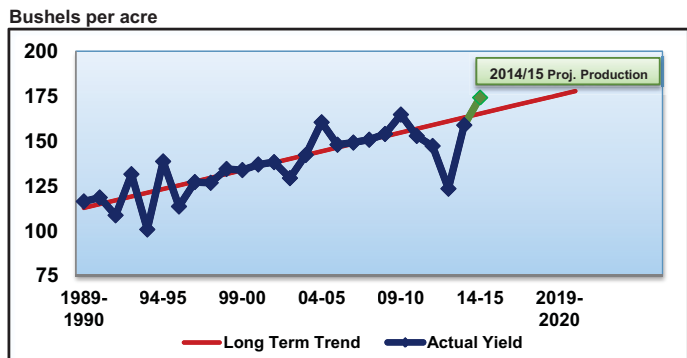
Highway conversions through service products



Grain Market Drivers

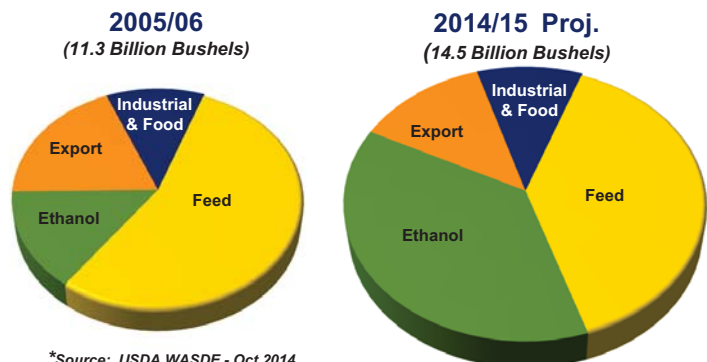
- Acreage Mix and Yield Growth
- Rebound in Livestock Counts
- Ethanol Competitiveness & Global Demand
- Export Variability

U.S. Corn Yield & Trend*



*Source: ProExporter, USDA

U.S. Corn Usage*



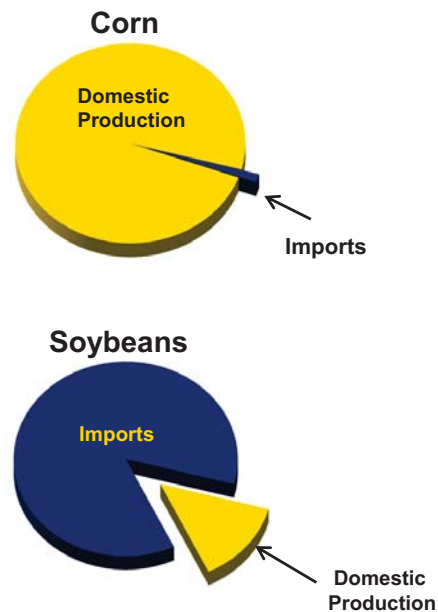
*Source: USDA WASDE - Oct 2014



Grain Opportunities

- **Support Production Growth**
 - New Originations
 - Develop Destination Demand
 - Focus on Efficiencies
- **Domestic**
 - Stabilization of Livestock Markets
- **Exports**

China Supply – Demand*
2014-15 Crop Year

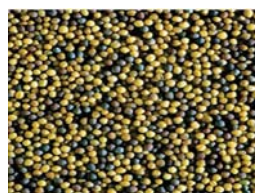


*Source: ProExporter - Oct 2014

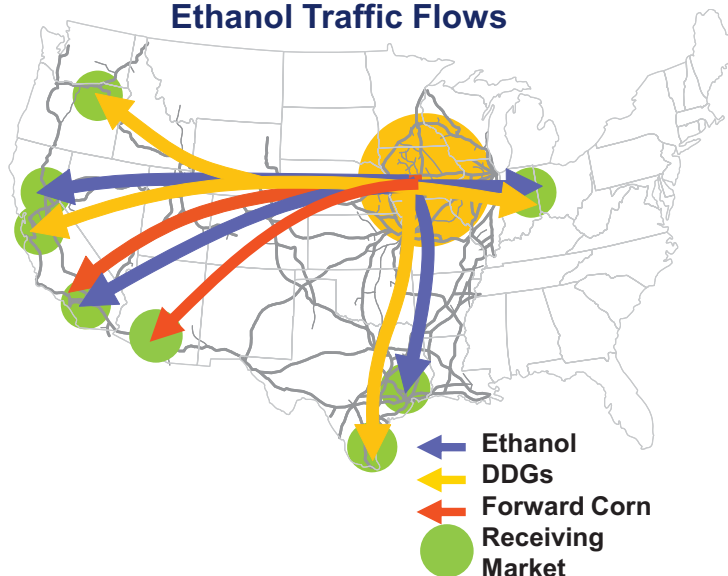


Grain Products Drivers & Opportunities

- **Oilseed crush**
 - Canadian/U.S. Mix
 - Biodiesel
- **DDGS**
 - Livestock Markets
 - Export, Bulk and Container
- **Ethanol**
 - Less Dependency Upon RFS Mandate
 - Exports/Imports
 - E 15



Ethanol Traffic Flows



Food Outlook Drivers & Opportunities

- Population Growth/Demographics
- Diverse Commodity Mix
- Service Products
 - Produce Railexpress
 - Express Lane
 - UPDS One Plus
- Import Beer Growth
- Strategic Investments



7



BUILDING AMERICA®

Agricultural Products Outlook



Grain

- + Trend Line Yield Growth
- + Exports
- Wheat
- ? Volatility

Grain Products

- + Ethanol Exports
- + Meal Exports / Imports

Food & Refrigerated

- + Increasing Trucking Costs
- + Import Beer
- /+ Frozen Meat and Poultry

8



BUILDING AMERICA®