2014 Agricultural Symposium
July 15-16, 2014

Brian Newcomer – EVP Business Development
Rabobank’s Global Presence

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- World trade maps
Brazil

- 70–100 million acres available for conversion to agriculture
- “Efficiency is an obsession for our clients”
- Foreign investors can only acquire 49% of domestic operations
Brazil

84% of soybean exports leaving Port of Santos travel > 1,000 miles from Mato Grosso region

It takes 35 days from Santos to China

25% of cost is tied up in logistics

50% of corn production comes from double cropping
Asia

Asia Pacific to deliver 50% of the growth in total agricultural imports to 2021

Agricultural Imports – World growth by region to 2021

- Asia & Pacific 49%
- North America 5%
- Latin America 8%
- Western Europe 7%
- North Africa & Middle East 23%
- Sub-Saharan Africa 9%
- Oceania 1%

Agricultural Exports – World growth by region to 2021

- Asia & Pacific 25%
- North America 16%
- Latin America 34%
- Eastern Europe & Central Asia 20%
- Oceania 8%

Source: OECD/FAO & Rabobank, 2012
Thank you!