



2014 Agricultural Symposium
July 15-16, 2014

Brian Newcomer – EVP Business Development



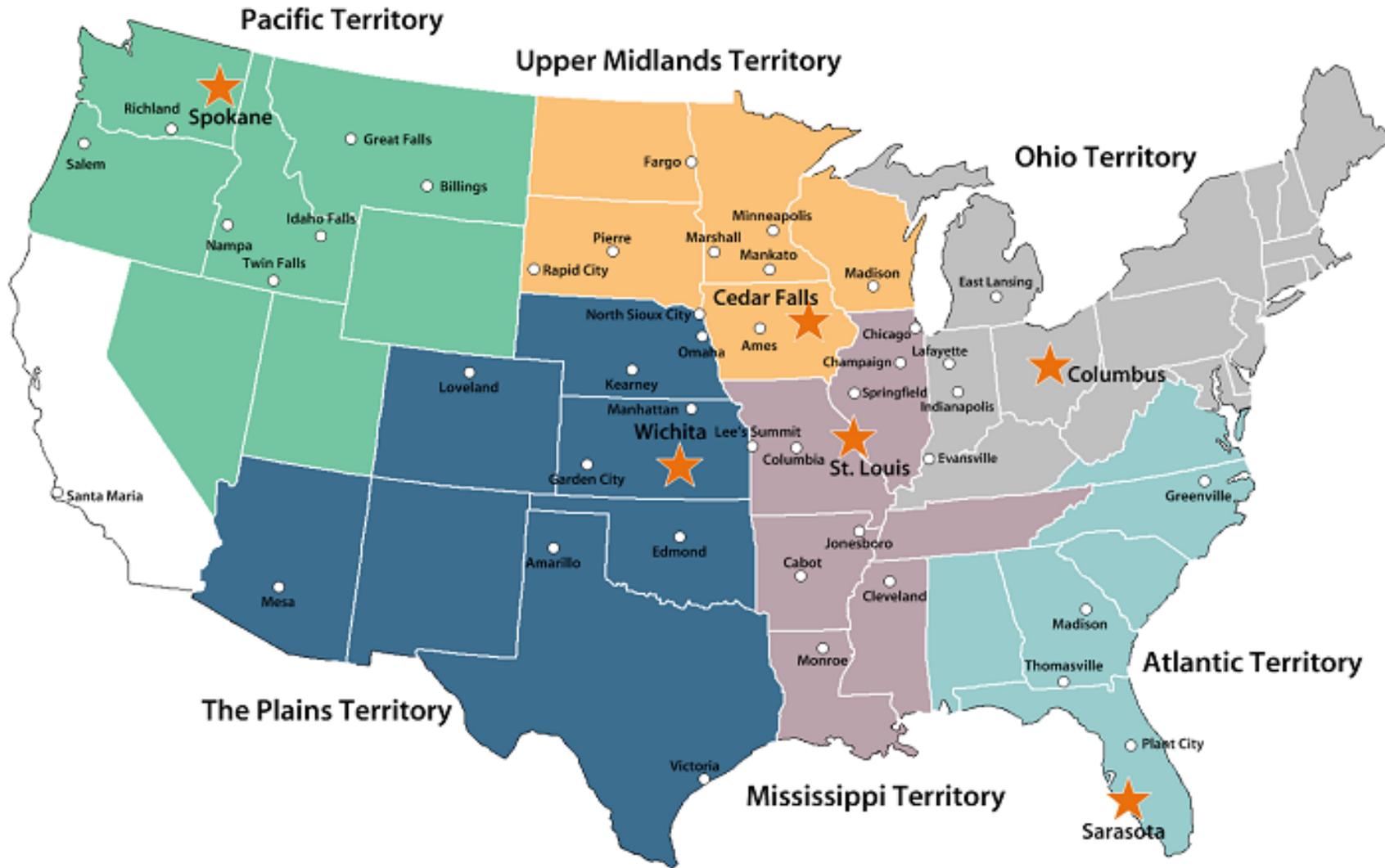
GROWING
AMBITION

Rabobank's Global Presence



RABO SNAPSHOT:
60,000 EMPLOYEES
40+ COUNTRIES
10 million CUSTOMERS

Rabo AgriFinance Locations



Food & Agribusiness Research (FAR) and Advisory

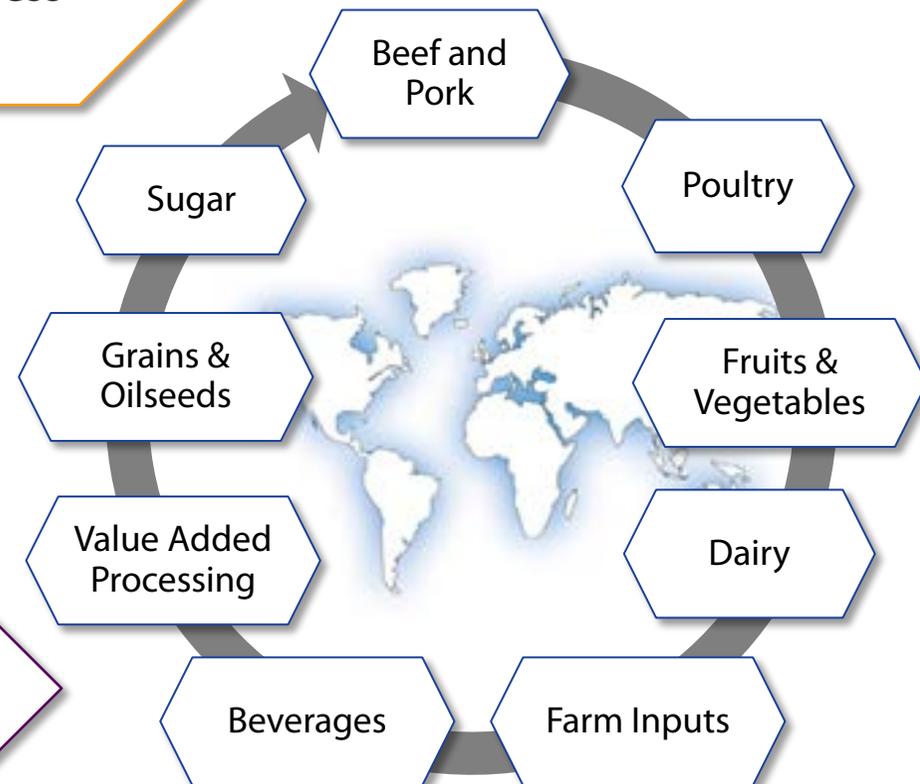
Rabo clients have **exclusive access** to research and information from the Rabobank Food & Agribusiness Research (FAR) and Advisory group.

In-depth analysis, examination and reporting of F&A sectors on a global level

Comprehensive research collaboration from over 80 analysts around the world.

Exclusive resources available to our clients:

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- FAR app for iPad and iPhone 
- Webinar series
- Visiting expert programs, one-on-one visits
- Industry notes, reports and outlooks
- 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

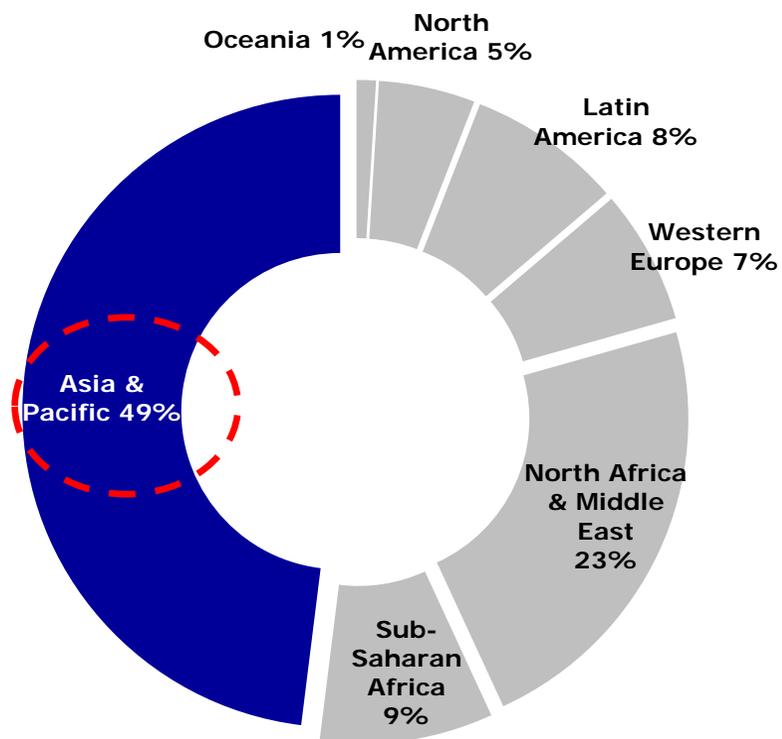
50% of corn production comes from double cropping



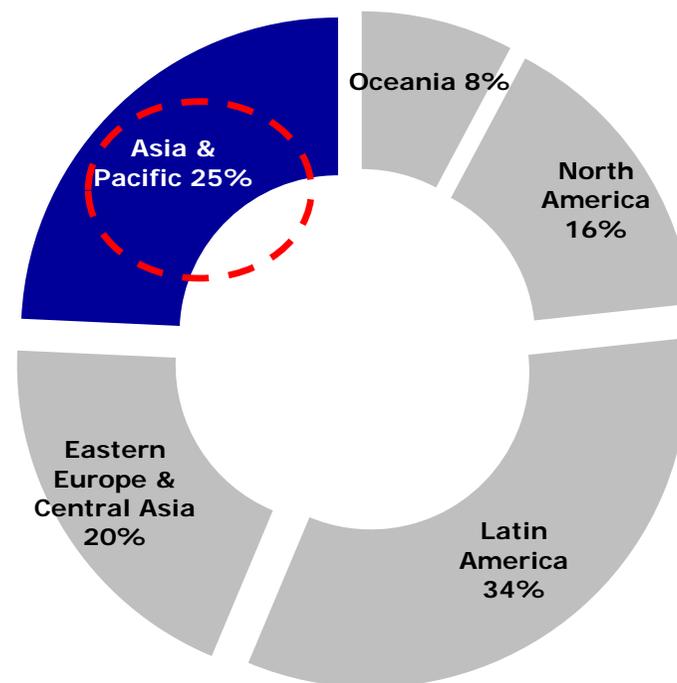
Asia

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

Agricultural Imports – World growth by region to 2021



Agricultural Exports – World growth by region to 2021



Source: OECD/FAO & Rabobank, 2012

Ukraine





Thank you!



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