“Innovation is a requirement, not a choice. It’s essential to survival.”
Consumer Trends are Transforming the Industry

At The Grocery Store

In Restaurants

Online

There is a growing demand for “clean” food with simpler ingredients.

90% of consumers want to eat foods that promote “wellness.”

Consumers have access to more information but they often lack knowledge about the economics of food production.

60% of Americans get their news from social media.
Macro Trends Present Challenges

Food production needs to keep up with population growth…

Food production will need to continue to increase by 50% by 2050…

…but farming is becoming more difficult

- CLIMATE CHANGE
- PESTS
- MULTI-YEAR LOWS
Industry Consolidation & Innovation Are Necessary to Address These Changes

Our entire industry is realigning and consolidating

- Farm Sizes are Increasing
- Distributors & Suppliers are Consolidating
- Vertical Integration

The DowDupont merger is part of this constructive consolidation

- Expanded Product & Service Offerings
- World-Class R&D Capabilities
- Optimized Global Supply Chains & Customer-oriented Sales
- Best-in-Breed Team
Our goal is to listen to the right people

The number of farmers age 25 to 34 grew by 2.2% between 2007 and 2012.

The number of beginning farmers has grown by 20% in California, Nebraska, and South Dakota.
How Trade Barriers Could Threaten the Industry

19% Of all agricultural products in the U.S are exported

U.S. Agricultural exports to Canada & Mexico have increased

4X TO $38.1B IN 2016

Food imports continue to increase

2% per year
Bringing the Outside In

CHANGE & INNOVATION