

Cargill in the Asia Pacific region

The global population is growing and people are getting more affluent. Nowhere is this more evident than in Asia Pacific. How do we feed an additional 750 million people in Asia with a majority of Asians living in cities by 2050? We at Cargill are optimistic. We see opportunities for our customers and us to meet the food needs of today and future generations, in a safe, responsible and sustainable way.

Cargill is working to nourish the world. We're bringing together people, ideas, and resources to deliver products, technology and ways of operating that build successful businesses and communities. We provide food, agriculture, financial and industrial products and services to the world. Together with farmers, customers, governments and communities, we help people thrive by applying our insights and more than 150 years of experience. We have 155,000 employees in 70 countries who are committed to feeding the world in a responsible way, reducing environmental impact and improving the communities where we live and work.

Cargill has a rich heritage of more than 65 years in the Asia Pacific region.

- Since our first office was established in The Philippines in 1948, we've grown to 134 plants in 16 countries and territories across 250 locations to **serve our customers better**.
- Since 1981, Singapore has been our Asia Pacific regional headquarters.
- Two main innovation centers in Beijing and Shanghai provide **research and development**, applications and technical service support to customers around the region

Financial information

- 36% (54,000) of Cargill employees are based in the Asia Pacific region
- 27% of Cargill sales and revenues come from the Asia Pacific region.





Recent Investments

China

Opened innovation center in Shanghai which brings together the expertise of Cargill's multiple businesses and offers one-stop consultancy to food companies to help them meet consumer's evolving needs for nutrition and flavors. Joint venture with New Hope Group and Hebei Bohai Investment Group to launch a US\$100 million oilseeds processing plant to meet growing demand for high quality food products in Northern China.

India

New dairy feed mill for dairy industry in Bathinda, Punjab to feed on average 75,000 cows per day.

Opened US\$100m wet corn milling plant in Karnataka to serve customers in India, Southeast Asia, and Africa.

Indonesia

Joint venture with Japfa to produce and supply fully-cooked poultry products in Indonesia.

\$66m invested in a sweetener plant at Cikande to produce glucose and maltodextrine products to replace imported ingredients used in infant formula.

Korea

Opened our company's largest animal feed plant in the world in Pyeongtaek, with a capacity of 870,000 tons to provide customers with best nutrition solutions and feed safety.

Thailand

US\$50m investment to expand poultry processing operations at Nakhon Ratchasima facility to meet increased customer demands.

Malaysia

Expanded our vegetable oil processing capabilities by commissioning a 300ton/day multi-vegetable oil refinery in Port Klang Free Zone to enable us to better serve the growth of our valued customers in over 70 countries around the world.

The Philippines

Cargill and Jollibee Foods Corporation began building a new poultry processing plant in Batangas to meet increasing consumer demand and create 1,000 new jobs.

Built a new premix facility in Bulacan to deliver 20,000 metric tons of premix solutions per year to domestic consumers.

Vietnam

Opened a new aquaculture feed line in Ha Nam, Hanoi to improve access to customers in the region and to serve the local demand for floating fish feeds

Awards & Accolades

Asia Pacific Region

Asia's Best Employer Brand Award - Jul/17

AmCham CARES Award - Apr/17

Australia

Overall Supplier of the Year - Sep/16

China

Seven Star Excellent Quality Award (Animal Protein) - May/17 Top 10 Creep Feed Brands (Premix Nutrition) - Sep/16

India

Top 100 Best Companies for Women - Feb/17

Indonesia

Social Business Innovation Awards - Sep/16

Malaysia

KFC Asia Supply Chain Partner Award 2016 - Dec/16

Philippines

Top exporter of coconut products - Feb/17

Thailand

Good Labour Practices Certificate - Mar/17

Vietnam

3rd Prize in internal "I CAN DO MORE" Community Enrichment Contest - May/17

Best Place to Work 2016 in Agriculture/Feed/Forestry (4th consecutive year) - Mar/17

Vietnam's High Quality Products (Animal Feed) - Mar/17

Business Leaders & Businesses

Across Asia, we serve customers with a broad range of products and solutions. Singapore is our Asia Pacific regional hub led by Alan Willits, Chairman and Peter Van Deursen, CEO

Cargill Animal Nutrition

We offer a range of products, solutions, software tools and expertise to feed manufacturers, animal producers, and feed retailers around Asia Pacific.



Stoney Su
Group Director, Cargill
Feed & Nutrition APAC



Lu Yuan
Managing Director,
Cargill Premix &
Nutrition SEA

Cargill Metals & Shipping

We offer our customers physical supply and financial solutions in the energy and metals markets. We are also a leading provider in ocean freight with a sizable fleet and global footprint.



Lee Kirk
Metal Business
Leader, Asia



Andrew Barker
Ocean Transportation
APAC Leader

Cargill Protein and Salt

We process beef, poultry, value-added meats and egg products to food makers, food service companies and food retailers. Our salt is used in food, agriculture, water softening and deicing.



Christopher Langholz
Group Leader,
Protein & Salt

Food Ingredients & Bio-Industrial

We serve food and beverage manufacturers, foodservice companies and retailers with food ingredients as well as food and non-food applications.



Peter Van Deursen
Group Leader, FIBI Asia
Pacific & Malt;
CEO, Cargill Asia Pacific

Cargill Agricultural Supply Chain

We connect producers and users of grains and oilseeds around the globe through sourcing, storing, trading, processing and distributing. We also offer a range of financial, risk management and customized farmer services.



Alan Willits
Group Leader, CASC Asia
Pacific;
Chairman, Cargill Asia Pacific

Creating Shared Value & Sustainability

Cargill is committed to feeding the world responsibly, reducing our environmental impact and improving the communities where we live and work. We strive to be the global leader in nourishing people and operating responsibly across the markets we serve.

Over 150 years, we have been constantly listening and adapting to create a more sustainable, food secure future. We have identified six areas to leverage our size and market presence.

Land use - Protecting forests and promoting sustainable agriculture

Climate change - Reducing our impact while helping farmers adapt to a changing climate

Water resources - Addressing the need to conserve water, improve water quality and promote access to clean water

Farmer livelihoods - Partnering with farmers to increase productivity and strengthen rural communities

Food security - Increasing productivity and improving access to sustainably nourish the world

Nutrition - Leading with solutions in a changing world



Corporate responsibility & sustainable development:

Creating Shared Value

Cargill is committed to nourishing the world in a safe, responsible and sustainable way. Working with diverse partners, we advance a wide range of approaches to keep the food and agriculture system strong.

Our Impact

Cargill is helping to create a more food-secure, sustainable future through both our business investments and corporate responsibility programs. In the region we have reached over 420,000 people annually with nutrition, community development and education programming with more than \$6 million invested in 2016. Additional corporate responsibility highlights include:

Nourishing our world

Food Security and Nutrition

- Tackled micro-nutrient deficiencies in India through vitamin-fortified, refined edible oil products which reach over 30 million consumers annually.
- Partnered with global NGO CARE on a project in India to reduce child malnutrition in three districts. The project reached directly and indirectly 1.1 million people across 760 rural villages over three years

Food system innovation

- Invested \$1 million to expand our research and innovation capabilities in the region

Farmer livelihoods

- Worked directly with more than 1.9 million farmers since 2012 to improve sustainable agricultural practices, productivity and incomes.
- Partnered with Heifer International to improve the lives of more than 450 small-scale farming households in Qingshen, China.

Protecting the planet

Land use and water resources

- Committed to planting 150,000 trees in Indonesia by 2018.
- Committed to meeting the goal of a 100% transparent, traceable and sustainable palm oil supply chain by 2020.
- Five palm oil mills and oil palm plantations in Indonesia recognized by Indonesian government in 2016 for achievements in environmental management.
- Pioneered production of certified sustainable coconut oil in the Philippines with the production of the world's first Rainforest Alliance certified copra.
- Partnered with the China Environmental Protection Fund to provide environmental conservation education for 10,000 students.
- Installed a 1,000-meter water supply pipeline to improve water access for 1,200 farming households in India's Bannikodu village.

Climate solutions

- Established a roadmap to accelerate reductions of GHG emissions across our operations.

Enriching Communities

Economic and community development

- Built more than 80 schools in Vietnam since 1997, impacting more than 13,000 children annually.
- Improved school infrastructure and establishing school libraries in Indonesia, reaching over 8,000 children every year.
- Helped 100,000 people across India, Thailand and Indonesia gain access to better healthcare services and housing infrastructure, as well as new micro-enterprise opportunities and improved financial literacy.

Employee engagement

- Supported more than 60 employee-led Cargill Cares Councils in 9 countries to implement local volunteer projects and community partnerships.

