

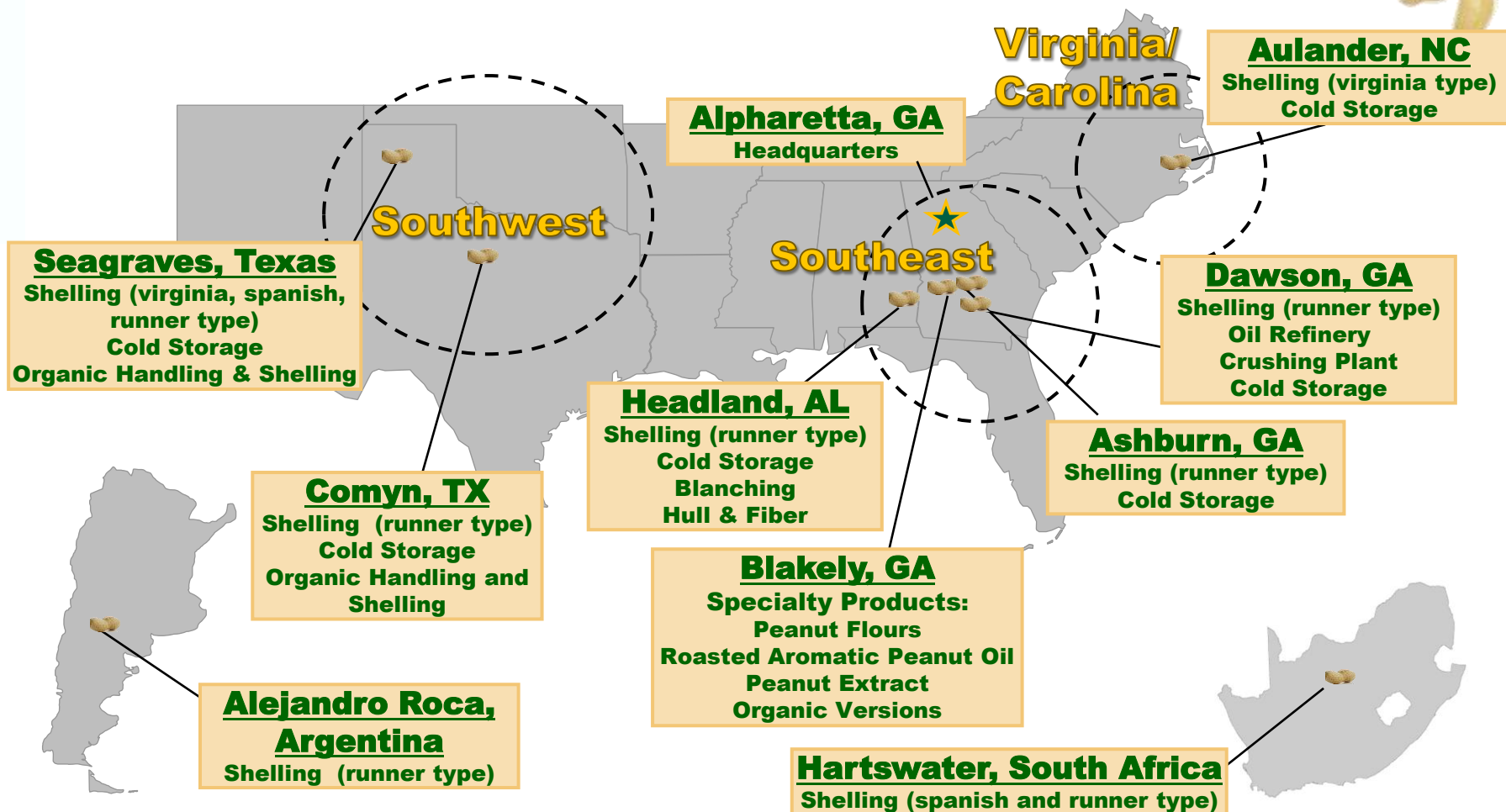
**GOLDEN  
PEANUT  
COMPANY**



Peanut Markets- Long Term  
Domestic First, Then the World



# Our footprint and vertical integration sets us apart from our competitors



# Market factors that pressure demand and pricing:

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**Depressed margins**

**Alternative nut growth**

**Misperceptions on allergens**

**Lack of domestic blanching resources**

**World political turmoil**

**Customer consolidation**

**Limited alternative crop competition**

**Restrictions and requirements on products**

**Increased likelihood of forfeitures**



# Positive factors that are offsetting the negative:

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**New varieties that are customer friendly**

**Cost competitiveness : yield and efficiency improvement**

**Treatment of allergens**

**Aflatoxin testing improvements**

**Plant protein consumption and nut consumption**

**Chinese shift from exporter to net importer**

**European acceptance of USA product**

**Instability in Argentina**

**Population growth**

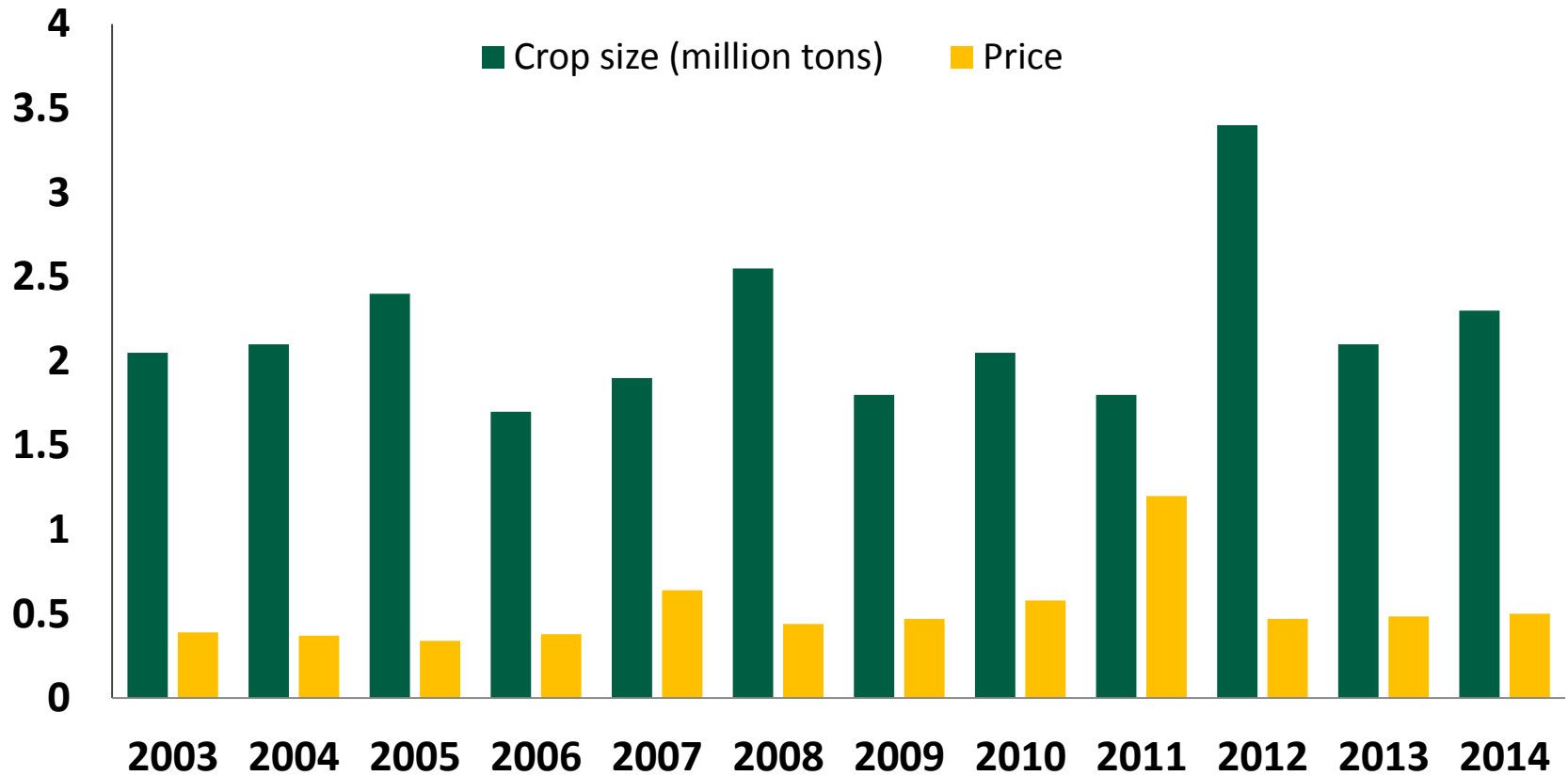
**Value added product development**



# Crop size and pricing, confirms current cycle



## Historical Peanut Crop and Pricing



est  
USDA tons, Lovatt pricing

# Long Term Domestic Review is favorable

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## Runners

- Balanced position in market
- Market appears to have found bottom in mid 40's
- Export prices stronger than domestic

## In-Shell

- Southerly movement of growing region
- Growth in Texas
- Fragmentation in shelling

## Oil

- Steady growth
- Potential for high oleic marketing in future
- Slightly inelastic sales



# Long term global view anticipates changes



## Argentina

- Crop loss 20% +
- 2015= 20-25% decline in acres
- Devaluation, instability
- Struggling to compete on prices

## China

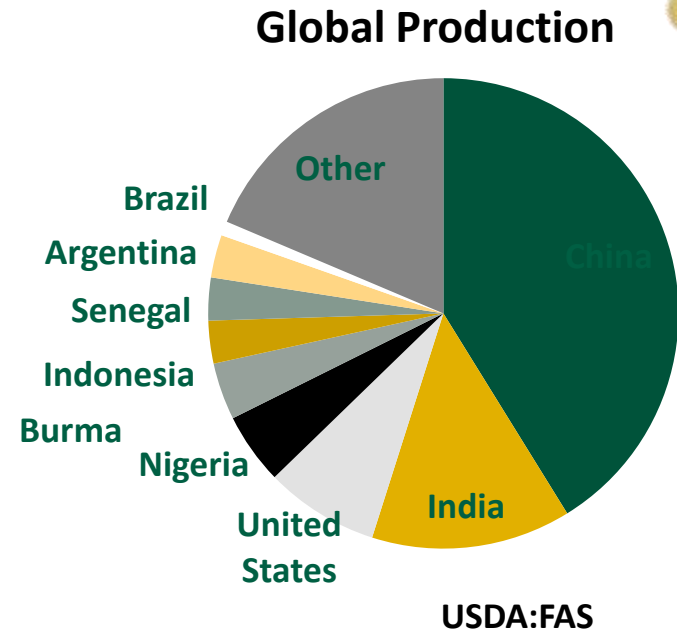
- 2014 plantings down 10 to 15%

## India

- Sizeable carry over, good quality, currency fluctuations

## Brazil, South Africa

- Brazil dry last season, continued growth, little world impact
- SA favorable weather last year, acreage growth on small base



# Growing, but keeping peanuts as our foundation and core business

- Transforming from a peanut supplier to a leading supplier of nuts and nut ingredients
- Procuring and processing across the globe
- Creating a reliable and safe supply chain
- Leveraging our value chain from farm to family



**GOLDEN**

PEANUT **AND** TREE NUTS





