Sweetener Users Association Conference Call Update

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SUA September 2019: Presentation Overview

Domestic Sugar Market

- Supply/Imports (ending stocks and S-T-U ratios lowered for this year & next)
- Beet harvest is underway with mixed progress (production lowered)
- Demand/Deliveries (July deliveries slow, WASDE deliveries lowered)
- Cash prices firm for next year; futures steady to weaker from August

Global Sugar Market

- Brazil harvest advancing with focus on ethanol (esp. after Saudi attack)
- India is key with smaller crop but large stocks as subsidies continue
- Global raw sugar prices firming; record NY raw futures short position

Corn Sweetener Market

- U.S. production/demand (USDA corn crop forecast above expectations)
- Mexico HFCS consumption continues to lag year ago
- Pricing for 2020 seen \$1 to \$2.50 a cwt higher from 2019

Other Issues with Impact on Sweeteners

- Conclusions
- Questions



SUA September 2019: U.S. Market Overview

2018-19

- S-T-U ratio lowered to 14.2% from 14.4% on lower production
- U.S.D.A. lowers delivery forecast on slow pace to date
- Cane deliveries fall in July, beet up; trends intact or declining?
- Spot prices steady as 2018-19 comes to close
- Imports to date are on track to meet projections

2019-20

- S-T-U ratio adjusted to 13.5% from 13.7% (per S.A.)
- Beet crop harvest progressing at mixed pace; forecast reduced
- Cane crop good; Hurricane Dorian dodged; waiting out season
- Beet sugar prices are higher; prices firm overall

Corn sweetener supply/demand

- Corn use for sweeteners unchanged from August.
- Mexican HFCS consumption down 3.1% Oct.-July
- Prices higher for 2020



SUA September 2019: U.S.D.A. 2018-19 WASDE

1,000 short tons	Sept.	Change fi	rom Aug.	Change fro	om 17-18	RS-SPC	USDA's lower beet sugar
raw value	<u> 18-19</u>	<u>Tons</u>	<u>%</u>	<u>Tons</u>	<u>%</u>	<u>18-19</u>	production more than
Begin. Stocks	2,008	-	0%	132	7.0%	2,008	offset lower deliveries,
Production	8,985	(51)	-1%	(308)	-3.3%	9,000	with import changes
Beet	4,957	(51)	-1%	(322)	-6.1%	4,970	nearly offsetting. Ending
Cane	4,028	-	0%	14	0.3%	4,030	stocks & S-T-U ratio both
Imports	3,089	(2)	-0.1%	(188)	-5.7%	3,060	lowered from August.
T.R.Q.	1,582	(22)	-1.4%	(81)	-4.9%	1,580	USDA backed off beet
Other Prog.	420	20	5%	94	28.8%	400	production and delivery
Mexico	997	-	0%	(226)	-18.5%	990	increases from August.
High Tier	90	-	0%	26	40.6%	90	This late in year, USDA's
Ttl Supply	14,082	(53)	-0.4%	(363)	-2.5%	14,068	numbers are near final;
Exports	35	-	0%	(135)	-79.4%	35	My S-T-U ratio is 14.3%
Deliveries	12,300	(25)	0%	115	0.9%	12,275	with slight differences
Food	12,175	(25)	0%	127	1.1%	12,150	(from USDA) in imports,
Other	125	-	0%	(12)	-8.8%	125	production, deliveries.
Misc.	-	-	-	(82)	-100.0%	-	
Total Use	12,335	(25)	0%	(103)	-0.8%	12,310	Tight supplies to end the
Ending Stocks	1,747	(28)	-1.6%	(261)	-13.0%	1,758	2018-19 marketing year.
Stocks-to-use	14.2%	-0.2		-1.9		14.3%	

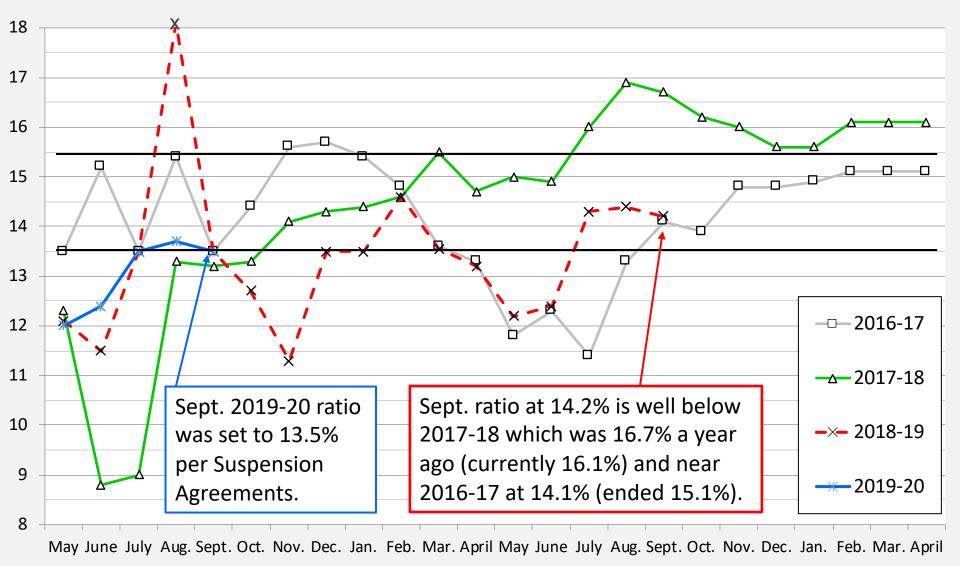
duction more than set lower deliveries, h import changes rly offsetting. Ending cks & S-T-U ratio both vered from August. DA backed off beet duction and delivery reases from August.



^{*} S-T-U Ratio change is from prior S-T-U, not in tons or per cent.

SUA September 2019: Monthly S-T-U Ratios

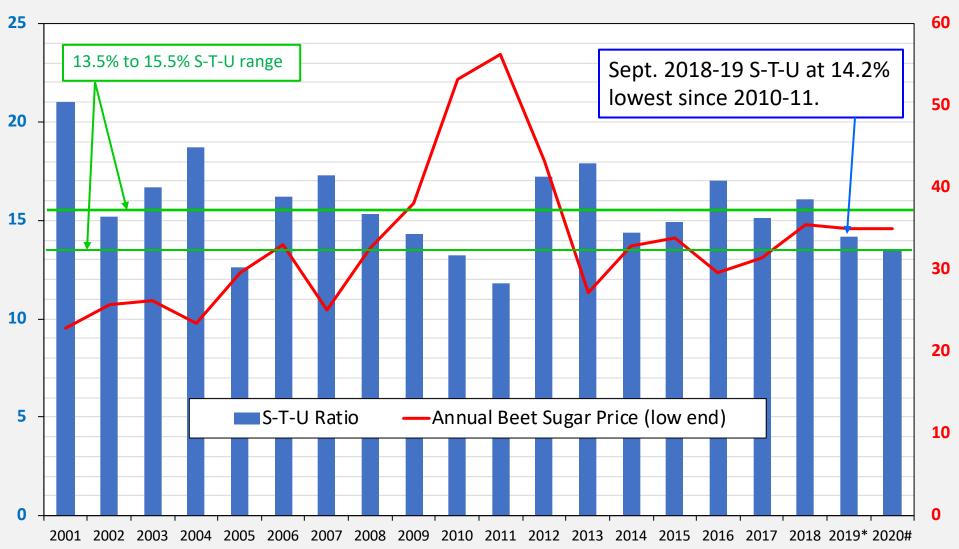
Two-year S-T-U ratios in per cent, beginning with first forecast in May for each marketing year.



Source: U.S.D.A.

SUA September 2019: Annual S-T-U Ratios

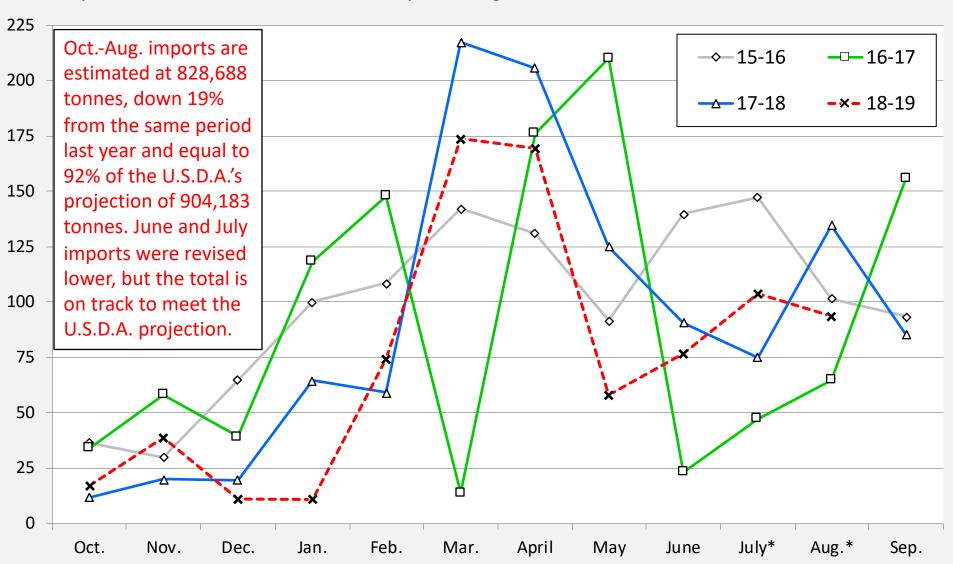
S-T-U in per cent, beet price in cents/lb, as Sept. 12. *Forecast; #Projected.





SUA September 2019: U.S. Imports from Mexico

Monthly, in 1,000 tonnes, raw value. *July and August 2018-19 are U.S.D.A. forecasts.

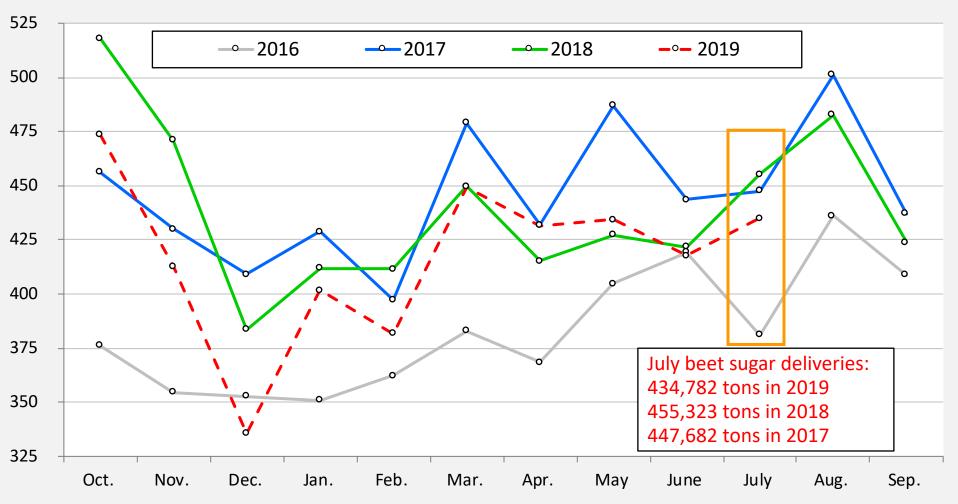


Sources: U.S.D.A. and U.S. Census Bureau



SUA September 2019: Beet Sugar Deliveries

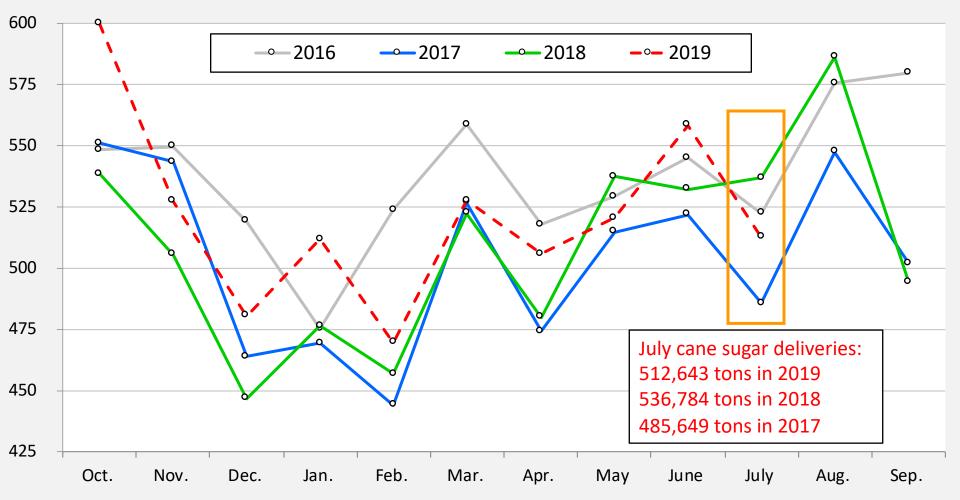
Monthly beet sugar deliveries, in 1,000 tons, raw value. Source: U.S.D.A.



Beet sugar deliveries in July were up 4.1% from June but down 4.4% from July 2018. Oct.-July deliveries continued to average 417,000 tons per month, down 19,000 tons, or 4.4%, from the same period a year ago. July uptick in deliveries was the first increase from the prior month since March. Late harvest may slow Aug.-Sept. deliveries?

SUA September 2019: Refined Cane Deliveries

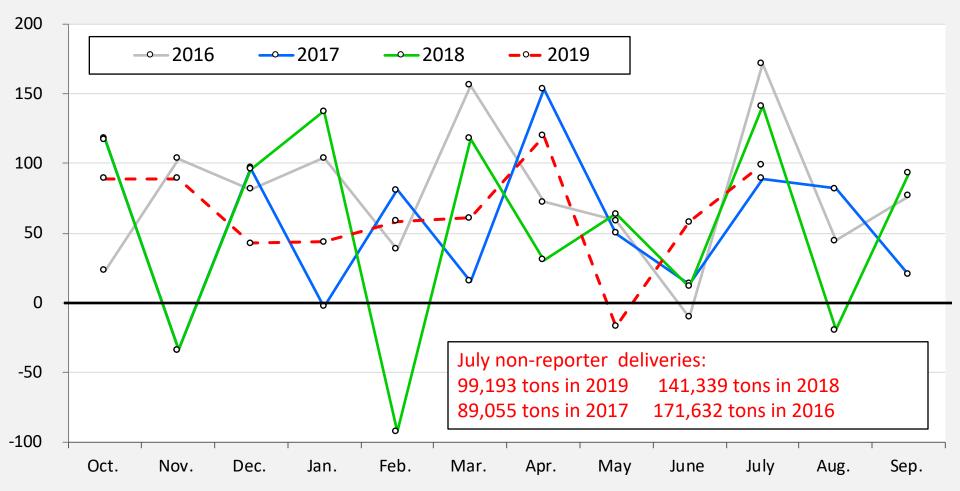
Monthly refined cane sugar deliveries, in 1,000 tons, raw value. Source: U.S.D.A.



Refined cane sugar deliveries in July dropped 8% from June's record high for the month and were down 4.5% from a year ago. Oct.-July deliveries averaged 521,000 tons per month, up 18,000 tons, or 3.6%, from same period a year ago (compared with relatively weak levels the prior two years). It was the first decline since April.

SUA September 2019: Deliveries by Non-Reporters

Monthly non-reporter deliveries, in 1,000 tons, raw value. Source: U.S.D.A.



Deliveries by non-reporters totaled 645,000 tons from Oct.-July, up 54,000 tons, or 9%, from the same period a year ago and the highest since 799,000 tons in 2016. July typically has been a strong delivery month for non-reporters. August typically falls off. May still is the only month with "negative" non-reporter deliveries so far this year.

1010. Dalinania fan Use

SUA September	Z019: I	Jeliveri	ies for I	Human Use
	FY 2019	FY 2018	Per Cent	OctJuly deliveries
PRODUCT OR BUSINESS OF BUYER	OctJuly	OctJuly	<u>Change</u>	fell to -0.3% from
Total Deliveries/1 (short tons, actual weight)	8,847,556	8,871,341	-0.3	+0.2% in OctJune.
1-Bakery, cereal, and related products	2,054,603	2,049,741	0.2	Slippage in 8 of 12
3-Confectionery and related products	997,097	1,000,513	-0.3	categories, including
6-Ice cream and dairy products	615,823	669,152	-8.0	top 3. For year, six
7-Beverages	600,020	587,254	2.2	are up, six are down.
8-Canned, bottled and frozen foods	341,453	303,555	12.5	• •
5-Multiple and all other food uses	941,556	990,963	-5.0	WASDE lowered 18-
10-Non-food uses	122,531	99,993	22.5	19 deliveries from
11-Hotels, restaurants, institutions	70,603	78,967	-10.6	August on "slow
2-Wholesale grocers, jobbers, dealers	1,849,756	1,790,160	3.3	pace to date," which
4-Retail grocers, chain stores	994,947	1,027,132	-3.1	is confirmed in this
12-Government agencies	10,973	10,817	1.4	table Need to watch

248,194

9,466,885

8,180,876

1,824,172

2,448,525

3,908,178

1,286,009

"slow ite," which ed in this table. Need to watch going forward.

All categories in type of delivery declined from the previous month (y-t-d basis).

-0.3

-0.7

-3.6

1.1

-0.4

1/Deliveries from domestic sugar beet processors, sugar cane processors and refiners.

9-All other deliveries

Unpackaged (bulk)

Non-crystalline/2

Crystalline:

Total Deliveries/1 (short tons, raw value)

Consumer-size packages

Packages 50 lbs and greater

Source: U.S.D.A.

263,094

9,492,335

8,238,776

1,892,719

2,422,864

3,923,193

1,253,559

SUA September 2019: U.S.D.A. 2019-20 WASDE

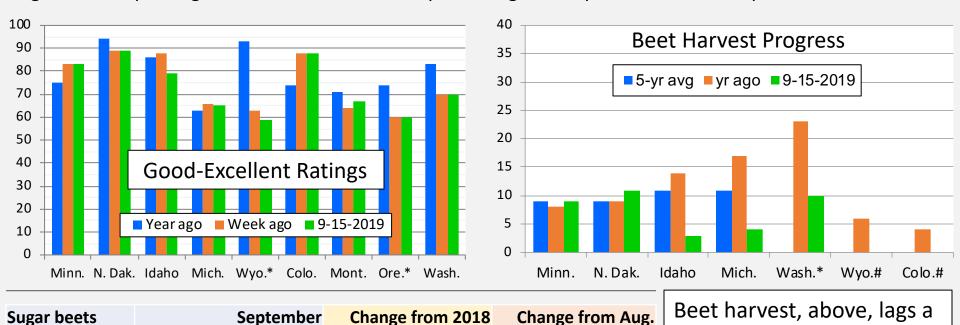
1,000 short tons	Sept.	Change for	rom Aug.	Change fi	rom 18-19	RS-SPC	Lower USDA beginning
raw value	<u>19-20</u>	<u>Tons</u>	<u>%</u>	<u>Tons</u>	<u>%</u>	<u>19-20</u>	stocks and production
Begin. Stocks	1,747	(28)	-1.6%	(261)	-13.0%	1,758	more than offset
Production	9,134	(174)	-1.9%	149	1.7%	9,100	higher imports and
Beet	5,005	(174)	-3.4%	48	1.0%	5,000	lower deliveries,
Cane	4,129	-	0.0%	101	2.5%	4,100	resulting in lower
Imports	3,125	144	4.8%	36	1.2%	3,110	ending stocks to get
T.R.Q.	1,587	(6)	-0.4%	5	0.3%	1,600	S-T-U ratio to 13.5%
Other Prog.	350	-	0.0%	(70)	-16.7%	350	per S.A.
Mexico	1,118	149	15.4%	121	12.1%	1,100	My C T I I ratio is at
High Tier	70	-	0.0%	(20)	-22.2%	60	My S-T-U ratio is at 13.2% based on
Ttl Supply	14,006	(58)	-0.4%	(76)	-0.5%	13,968	current outlook, which
Exports	35	-	0.0%	-	0.0%	35	means Mexico will
Deliveries	12,305	(25)	-0.2%	5	0.0%	12,300	have to be raised
Food	12,200	(25)	-0.2%	25	0.2%	12,200	further to maintain
Other	105	-	0.0%	(20)	-16.0%	100	13.5% S-T-U, and/or
Misc.	-	-	-	-		-	lower deliveries. Also,
Total Use	12,340	(25)	-0.2%	5	0.0%	12,335	not confident in USDA
Ending Stocks	1,666	(33)	-1.9%	(81)	-4.6%	1,633	beet production.
Stocks-to-use	13.5%	-0.2		-0.7		13.2%	

more than offset higher imports and lower deliveries, resulting in lower ending stocks to get S-T-U ratio to 13.5% per S.A. My S-T-U ratio is at 13.2% based on current outlook, which means Mexico will have to be raised further to maintain 13.5% S-T-U, and/or

^{*} S-T-U Ratio change is from prior S-T-U, not in tons or per cent.

SUA September 2019: U.S. 2019 Beet Crop

Sugar beet crop ratings and harvest in % as of Sept. 15; sugar beet production as of Sept. 1. Source: U.S.D.A.



-11.4%

3.8%

1.2%

10.3%

-108

14

402

-6.3%

2.2%

3.2%

-3.5%

-56

-1,204

8

in 1,000 tons	2018	2019	ions	%	ions	%
Minnesota	10,486	11,241	755	7.2%	-337	-2.9%
N. Dakota	5,731	5,852	121	2.1%	-272	-4.4%
Idaho	6,602	6,673	71	1.1%	-116	-1.7%
Michigan	4,278	4,075	-203	-4.7%	-261	-6.0%
Nebraska	1,407	1,214	-193	-13.7%	-151	-11.1%
Montana	1,319	1,307	-12	-0.9%	-83	-6.0%
California	1,092	1,062	-30	-2.7%	19	1.8%
Colorado	831	809	-22	-2.6%	42	5.5%

September

838

380

33,547

96

946

366

33,145

87

Sugar beets

Wyoming

Washington

Oregon

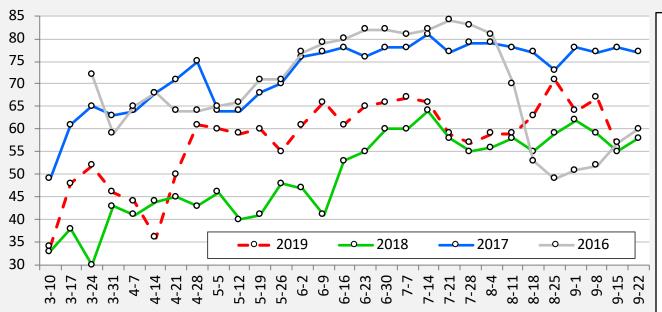
U.S.

year ago in most areas but Red River Valley. Sugar beet production, left, was down 3.5% from August but up 1.2% from 2018. Beet sugar outturn lowered 3.4% from Aug. (2019-20) but is up 1% from 2018-19.



SUA September 2019: U.S. 2019-20 Cane Crop

Louisiana sugar cane, good-to-excellent ratings, in per cent, as of Sept. 15. Source: U.S.D.A.



Louisiana G-E cane rating was 56% as of Sept. 15, lowest since May 26, similar to 2016 & 18 but well below 2017. Below, U.S. cane crop was up 1% from August and up 0.6% from 2018; U.S. cane sugar production was unchanged from August and up 2.5% from 2018.

U.S. 2019-20 sugar cane (Sept. 1) and cane sugar (Sept. 12) production in 1,000 tons. Source: U.S.D.A.

Sugar cane	Se	eptember	F	rom 2018	Fro	m August	Cane Sugar	Production	Per cent change
Production	2018	2019	Tons	Per cent	Tons	Per cent	2018-19	2019-20	from 2018-19
Florida	17,256	18,125	869	5.0%	459	2.6%	2,005	2,096	4.5
Louisiana	15,861	15,390	-471	-3.0%	-48	-0.3%	1,875	1,900	1.3
Texas	1,425	1,240	-185	-13.0%	-51	-4.0%	147	134	- 8.8
U.S.	34,542	34,755	213	0.6%	360	1.0%	4,028	4,129	2.5



SUA September 2019: Cash Sugar Price Outlook

Beet sugar 2018-19 Spot prices holding at 35c f.o.b. Midwest

Spot prices at 40c f.o.b. West Coast (41c delivered)

Cane sugar 2018-19 Spot prices holding mostly at 37c f.o.b. Northeast

Spot mostly at 36c f.o.b. South/Southeast and Gulf

Spot mostly 41c delivered West Coast

Beet sugar 2019-20 Prices have firmed since sales topped 80%

Offers at 34.5c to 35c f.o.b. Midwest; 35.75c Michigan

40c f.o.b. West Coast (41c to 42c delivered)

Cane sugar 2019-20 Prices steady to firmer since August

Southeast offers mostly near 36c f.o.b.

Gulf prices have risen to 35c to 36c f.o.b.

Northeast cane holding near 37c f.o.b.; tight supplies

West Coast 41c to 42c delivered

Recent Developments and Factors to Watch

- Issues at Domino plants causing tight supply in Northeast, may boost prices.
- Imperial's Savannah plant lost a few days due to Hurricane Dorian evacuation.
- Beet sugar prices may be raised another quarter to half cent, especially if beet crop comes in below expectations.

SUA September 2019: Mexico WASDE

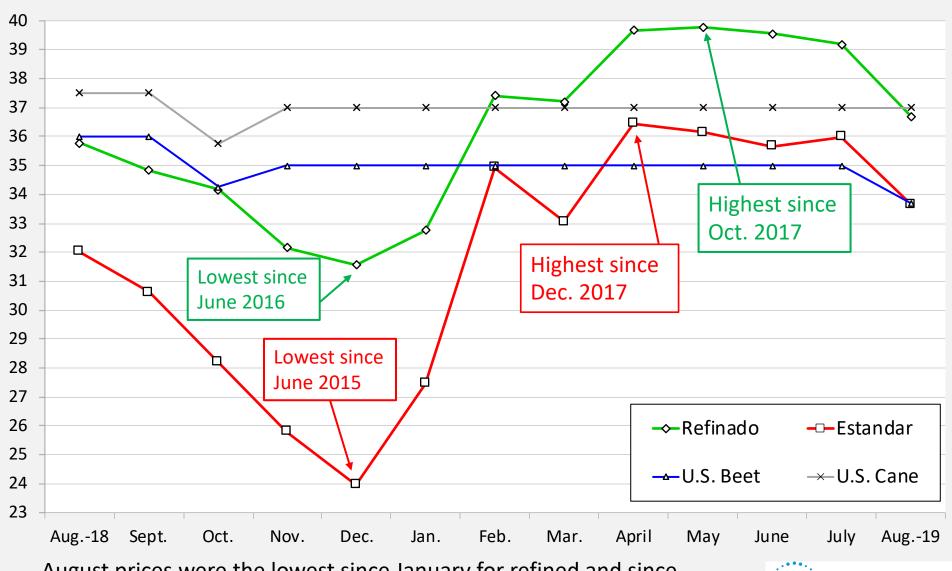
Source: U.S.D.A. Sept. 12, 2019, WASDE.

1,000 tonnes	Sept.	From	Sept.		Change from
Actual weight	<u>18-19</u>	Aug.	<u>19-20</u>	Aug.	<u> 18-19</u>
Begin. Stocks	1,395	-	995	_	(400)
Production	6,426	-	6,200	(48)	(226)
Imports	70	-	70	_	_
Total Supply	7,891	-	7,265	(48)	(626)
Exports	2,179	-	1,494	(48)	(685)
Domestic Use	4,716	-	4,776	_	60
Total Use	6,895	-	6,270	(48)	(625)
Ending Stocks	995	-	995	_	-
S-T-U (total)	14.4%	-	15.9%	0.1	1.5
S-T-U (dom.)	21.1%	-	20.8%	-	-0.3

U.S.D.A. made no changes to 2018-19 estimates. Production was lowered by 48,000 tonnes for 2019-20 due to drought in some areas – something to watch but not seen as a threat at this time. Exports were reduced by a like amount to maintain ending stocks at 995,000 tonnes. Still plenty of sugar in Mexico. Watch Mexico deliveries against NY October world raw contract (No.11).

SUA September 2019: U.S. & Mexico Sugar Prices

Average monthly cash sugar prices. Sources: U.S.D.A. and Sosland Publishing Company



August prices were the lowest since January for refined and since March for estandar but still up about 3% to 5% from August 2018.



SUA September 2019: New York #16 Raw Futures

ICE domestic raw sugar futures as of Sept. 18, in cents per lb. Source: Tech Nova

Contract	Last	Net Change	High	Low	Settlement	Open Interest	Volume	Time
ESFX19 (D10)	25.50 S	-0.01	25.50	25.50	25.50 S	2958	208	1:21:46 PM EDT - 09/18/19
ESFF20 (D10)	25.86 S	0.01	25.85	25.85	25.86 S	1485	15	1:21:46 PM EDT - 09/18/19
ESFH20 (D10)	26.09 S	-0.01	26.10	26.10	26.09 S	872	24	1:21:46 PM EDT - 09/18/19
ESFK20 (D10)	26.35 S	-0.01			26.35 S	693	0	1:21:46 PM EDT - 09/18/19
ESFN20 (D10)	26.72 S	-0.01			26.72 S	794	0	1:21:46 PM EDT - 09/18/19
ESFU20 (D10)	26.72 S	-0.01			26.72 S	710	0	1:21:46 PM EDT - 09/18/19
ESFX20 (D10)	26.37 S	-0.01			26.37 S	70	0	1:21:46 PM EDT - 09/18/19
ESFF21 (D10)	26.32 S	-0.01			26.32 S		0	1:21:46 PM EDT - 09/18/19
ESFH21 (D10)	26.32 S	-0.01			26.32 S		0	1:21:46 PM EDT - 09/18/19
ESFK21 (D10)	26.32 S	-0.01			26.32 S		0	1:21:46 PM EDT - 09/18/19
ESFN21 (D10)	26.32 S	-0.01			26.32 S		0	1:21:46 PM EDT - 09/18/19

Domestic raws have weakened slightly from a month ago with spot November, which expires Oct. 8, mostly between 25.50c and 25.80c a lb. There is a carry of about 1.20c a lb into late 2020 and of about 0.80c a lb in 2021. Volume in nearby months varies from light to active and should pick up closer to expiration. Trading in late 2020 and 2021 contracts remains nil most days. Modest price strength may be expected once November expires if the carry can be maintained. Watch deliveries against NY November contract (No. 16).

SUA September 2019: Global Sugar Overview

Global supply/demand

- Ample nearby supply continues to limit nearby raw sugar futures
- Carry still seen going forward with small/modest deficit in 2019-20

Brazil harvest advancing

- Cane harvest advancing with strong emphasis on ethanol
- Hedging is behind a year ago due to low prices; some sugar washouts

India nearby stocks remain heavy

- Still huge (record) ending stocks expected this year
- Monsoon rainfall now above average; better prospects for 19-20 crop
- W.T.O. panel reviewing subsidy complains

European processors continue to struggle

Concerns about global sugar demand/consumption

Pricing

Nearby raw sugar futures struggling near 11c a lb; may rise after November contract expires on Sept. 30.

SUA September 2019: New York #11 Raw Futures

Settlement Open Interest Volume

144703

501166

Time

101094 1:00:00 PM EDT - 09/18/19

102360 | 1:00:00 PM EDT - 09/18/19

ICE world raw sugar futures as of Sept. 18, in cents per lb. Source: Tech Nova

High

Low

11.07 10.88 11.00 S

12.19 12.04 12.07 S

Net Change

0.06

-0.03

Contract

ESBV19 (D10)

ESBH20 (D10)

Last

11.00 S

12.07 S

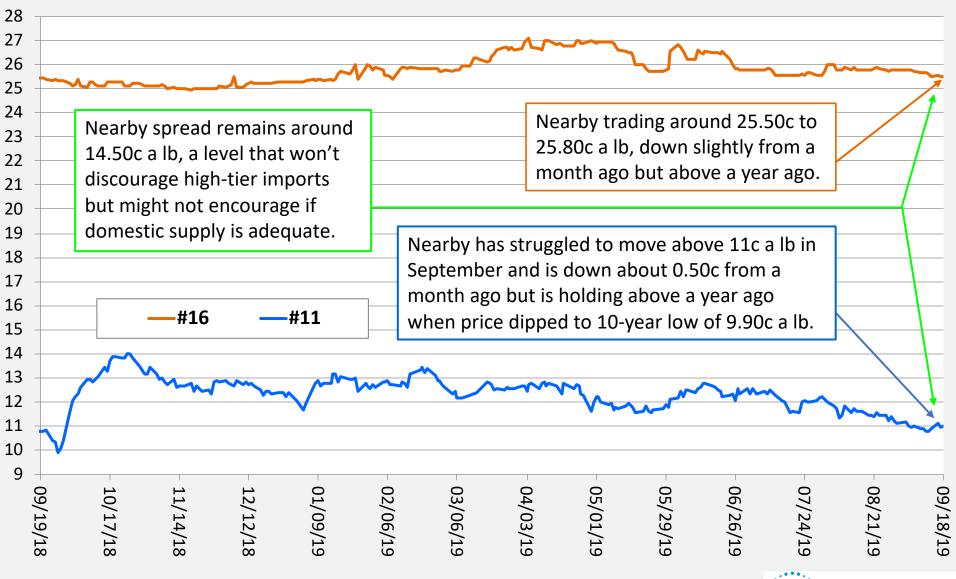
ESBK20 (D10)	12.19 S		-0.03	12.31	12.16	12.19 S	149592	17228	1:00:00 PM EDT - 09/18/19
ESBN20 (D10)	12.34 S		-0.04	12.45	12.32	12.34 S	76206	6983	1:00:00 PM EDT - 09/18/19
ESBV20 (D10)	12.61 S		-0.04	12.72	12.59	12.61 S	66866	1781	1:00:00 PM EDT - 09/18/19
ESBH21 (D10)	13.17 S		-0.05	13.27	13.15	13.17 S	33380	578	1:00:00 PM EDT - 09/18/19
ESBK21 (D10)	13.21 S		-0.04	13.28	13.20	13.21 S	5068	299	1:00:00 PM EDT - 09/18/19
ESBN21 (D10)	13.22 S		-0.01	13.23	13.21	13.22 S	4484	106	1:00:00 PM EDT - 09/18/19
ESBV21 (D10)	13.31 S		-0.01	13.32	13.30	13.31 S	2394	6	1:00:00 PM EDT - 09/18/19
ESBH22 (D10)	13.66 S		-0.01			13.66 S	1376	2	1:00:00 PM EDT - 09/18/19
ESBK22 (D10)	13.61 S		-0.01			13.61 S	56	0	1:00:00 PM EDT - 09/18/19
ESBN22 (D10)	13.62 S		-0.01			13.62 S	20	0	1:00:00 PM EDT - 09/18/19
World raw sugar futures have struggled to move above 11c a lb in spot October, which expires Sept. 30, but is holding above 12c in 2020 contracts. Expectations of strong deliveries against the October contract due to ample supplies in India and Thailand									
	_						• • •		
(and Mexic	(and Mexico) with lackluster demand in Asia have pressured nearby prices. Deferred								
values have a strong carry to the spot due to forecasts of a global sugar deficit in									

2019-20, although India's large stocks may keep that in check. Record high net short

suggests bearish market, but subject to short-covering bump up.

SUA September 2019: World/Domestic Futures

Nearby ICE New York raw sugar futures, in cents per lb, as of Sept. 18, 2019.





SUA September 2019: Corn Sweetener Prices

Cents/lb or \$/cwt. NOTE: Prices shown reflect sales to small/med. users; large sales lower.

42% HF0	CS Spot
<u>2019</u>	<u>2018</u>
25-25¾	24¾-25¾
26½-27¼	26¼-27¼
26¾-27½	26½-27½
26¼-27	26-27
27-28¾	26¾-28¾
	25-25% 26%-27% 26%-27% 26%-27

	55% HF0	CS Spot
	<u>2019</u>	<u>2018</u>
Midwest	31¾-32¼	30¼-31¾
Northeast	33¼-33¾	31¾-33¼
Southeast	33¼-33¾	31¾-33¼
South	33-33½	31½-33
West	33¾-35¼	321/4-343/4

	Corn Syr	up Spot
	<u>2019</u>	<u>2018</u>
Midwest	35¾-36¼	34%-35%
Northeast	38-38½	36½-37½
Southeast	38-38½	36½-37½
South	39-39½	37½-38½
West	401/4-403/4	38¾-39¾

Continued indications of declining HFCS production/use.

U.S.D.A. forecast use of corn for HFCS, dextrose/glucose and starch unchanged from August in September Feed Outlook after lowering forecasts in July.

Oct.-July HFCS consumption in Mexico was 3.1% below year-ago with full-year use unchanged at down 4.6%.

Contracting for 2020 expected to advance slowly with pricing \$1 to \$2 a cwt higher for HFCS and \$2 to \$2.50 a cwt higher for corn syrup. Little annual done to date.

Ongoing good demand for dextrose
and glucose on a functional basis
versus as sweetener use, but
production possibly trimmed for
2020. Pricing up from 2019 levels.

	Dextrose Spot		
	<u>2019</u>	<u>2018</u>	
East	40½-41½	39½-41	
Midwest	39½-40½	38½-40	
South	41½-42½	40½-42	
West	421/2-431/2	41½-43	



USDA Sept. corn data bearish. Corn use for ethanol was lowered. Corn futures have recovered slightly from contract lows set in early Sept.

SUA September 2019: Other Issues & Trends

- Weather Weather less of a concern for beets as harvest begins.
 Hurricane watch continues for cane producers and refineries.
- **G.M.O.** and Added Sugars Labeling Consumer reaction remains primary unknown.
- Sugar/beverage taxes Probably more impact outside U.S.
- Consumer Sugar Perception/Reduction Sugar reduction remains high on survey responses and is one of top 2019 trends.
 Diet/moderation losing favor as consumers want wellness/balance.
- **Reformulation** Food and beverage makers continue to cut sweeteners globally in response to consumers and to avoid taxes.
- **Studies/trends** Recent A.M.A study; Supply Side East trends. Seems to be uptick in recent anti-sugar messages.
- Teachers/Kids Example



SUA September 2019: Conclusions

Domestic Sweetener Market

- USDA took back part of August beet sugar production and delivery increases in September WASDE.
- Deliveries remain slow for beet sugar, strong for cane sugar but took downturn in July; total maybe flat with last year.
- Beet sugar offers for 2019-20 have firmed as beet processors have sold 80% to 90% of prospective 2019-20 production.
- Sugar beet harvest behind normal pace in many areas.
- Sugar cane crops look strong; waiting out hurricane season.
- Ongoing onslaught of anti-sugar messages having impact?
- Corn sweetener prices higher for 2020 despite weaker demand.

Global Sugar Market

- Nearby prices limited by ample nearby global stocks.
- Questions growing about global consumption.
- Watch deliveries against New York October.
- Prices should firm going forward; 2019-20 deficit. SOS

