



# Facts at a Glance

## Who We Are

CHS Inc. (chsinc.com) is a global agribusiness owned by farmers, ranchers and cooperatives across the United States. Diversified in energy, agronomy, grains and foods, we're committed to helping our owners, customers and other stakeholders grow their businesses through our domestic and global operations. CHS supplies energy, crop nutrients, grain marketing services, seed, crop protection products, production and agricultural services, animal feed and food and food ingredients. We also operate petroleum refineries/pipelines and manufacture, market and distribute Cenex® brand refined fuels, lubricants, propane and renewable energy products. Our preferred stock trades on the NASDAQ exchange under CHSCP, CHSCO, CHSCN, CHSCM and CHSCL.

## Key Facts

Net income for fiscal year ending Aug. 31, 2018: **\$775.9 MILLION**

Net revenue for fiscal year ending Aug. 31, 2018: **\$32.7 BILLION**

Owners: **950** cooperatives  
**75,000** producers  
**20,000** preferred stockholders

Employees: About **11,000**

Governance: **17-MEMBER** board of directors consisting of farmers and ranchers elected by owners

Cash returns: **\$3.6 BILLION** returned to owners in the past 12 years

## CHS by the Numbers

Retail operations in more than 450 communities in 16 states serving more than 140,000 customers. Through them, each year we:

- Originates more than 765 million bushels of grain.
- Distributes 2 million tons of crop nutrients.
- Supplies more than 290 million gallons of energy products.
- Offers proprietary agronomic inputs and expertise through the Agellum™ farm planning and management solution, CHS YieldPoint® precision agriculture services, Allegiant® seed's leading genetics, and crop protection products.
- Employs about 5,500 people and build vibrant communities through volunteerism and stewardship efforts including CHS Harvest for Hunger.

### Solutions to help Businesses Grow

- Meets agriculture's financing needs with products and services for cooperatives and country business partners through our CHS Capital subsidiary.
- Strategic advisors in CHS Cooperative Resources work with member cooperatives to develop business plans, recruit and advance talent and deliver industry insights that enable long-term growth.

### Risk Management

- Provides full-service brokerage and risk management to commercial businesses and producers through our subsidiary CHS Hedging.

## Energy

### Petroleum Refining and Pipelines

- Owns refineries at Laurel, Montana, and McPherson, Kansas, with a combined 160,000-barrels-per-day processing capacity.
- Accesses crude oil for our refineries and move product to the marketplace through more than 2,000 miles of pipeline.
- Provides a dependable supply through 400 million gallons of storage at CHS refineries and 12 CHS-owned product terminals.

### Energy Products

- Supplies more than 3 billion gallons of refined fuels annually, including gasoline and diesel.
- Oversees a network of more than 1,500 Cenex®-branded retail outlets, including more than 1,000 Cenex convenience stores, among them more than 30 CHS-owned Cenex Zip Trip® locations.
- Ranks as one of the nation's largest propane wholesalers, helping to supply retail customers with a safe, year-round supply of propane via robust transportation and storage systems, leading to efficient supply chain management.
- Keeps agricultural, industrial machinery and over-the-road trucks, passenger vehicles and recreational equipment running smoothly with high-quality, heavy-duty lubricants.

### Renewable Energy

- One of the largest U.S. marketers of ethanol products, a leading marketer of biodiesel-blended fuels and a growing participant in global renewable fuels imports and exports.

- Operates two ethanol plants in Rochelle, Illinois, and Annawan, Illinois (each at 130 million gallons per year), which produce 700,000 tons of distiller's dried grains with solubles (DDGS) annually.
- Has more than four decades of experience as a leading marketer of renewable fuels, providing a critical link between grain farmers, ethanol manufacturers and blenders of biofuels.
- Manufactures vegetable oil-based, environmentally friendly lubricants.

### CHS Transportation

- Operates one of the nation's largest private truck fleets, logging nearly 35 million miles annually, with specialized equipment serving the needs of North America's businesses.

### Global Grain

We market more than 2 billion bushels of grains and oilseeds (52 million metric tons) annually to domestic and export customers in more than 65 countries.

### CHS North America

Grain marketing offices in the United States and Winnipeg, Canada.

### Grain and Oilseeds

- Have an extensive grain origination network and source and market grains and oilseeds from member cooperatives, CHS-owned facilities and farmers.
- Markets DDGS, a byproduct of ethanol manufacturing used by the livestock feed industry.





### Grain and Oilseeds, continued

- Operates terminals on the Mississippi, Minnesota, Ohio and Illinois rivers.
- Moves grains, oilseeds and DDGS to global customers through strategic export terminals at Myrtle Grove, Louisiana, and Superior, Wisconsin, through the TEMCO joint-venture facilities at Tacoma and Kalama, Washington, and Portland, Oregon, and through a terminal through-put agreement at Houston, Texas.
- Supplies domestic wheat millers, feed manufacturers, high-volume feed grain users and other customers with grain, oilseeds and DDGS and meet the needs of regional cattle, dairy and poultry producers.

### CHS South America

Brazil: With headquarters in São Paulo and locations throughout Brazil, CHS originates grain and distributes fertilizers throughout the main agricultural areas. Products move through major ports in the region.

- Imports fertilizer and blends into formulas for use by farmers in the region.
- Exports grain through ownership of TCN, a joint venture company with terminal access at the Port of Itaquí, São Luís, as well as through main export corridors including Santos and Paranaguá.

- Operates fertilizer import, storage and blending services through a joint-venture company, Andali, at Rondonópolis, Brazil.

Argentina, Paraguay, Uruguay: With headquarters in Buenos Aires and operations in three countries, CHS originates grain and distributes fertilizers throughout main agricultural regions. Products move through major ports in the region.

- Imports fertilizer for use by farmers in the region.
- Exports grain through joint venture ownership in port Sitio O, as well as through main export corridors in the three countries.

### CHS Asia Pacific

Based in Singapore with offices in Australia, China, South Korea and Taiwan. Serves Pacific Rim customers by receiving grains, DDGS and fertilizer from CHS global origination points.

- Operates import and distribution facility at Nantong, China.
- Owns facilities in Australia including container packing at Toowoomba, Queensland, and Ballarat, Victoria, along with bulk storage at Jondaryan, Queensland, Moree, New South Wales, and Lakaput and Lake Bolac, Victoria.

### CHS Europe

Based in Geneva, Switzerland, with offices in Bulgaria, Hungary, Romania, Serbia, Spain and Ukraine, along with Jordan and Turkey in the Middle East, to source and market grains and oilseeds from the Black Sea and Mediterranean Basin regions and to coordinate global fertilizer sourcing.

- Owns strategically located facilities including barge loading at Giurgiu, Romania, on the Danube River, and Oroshaza, Hungary.

- Access to Black Sea through owned deep-water ports at Odessa, Ukraine, and Constanta, Romania, and through other export terminals in Yuzhny and Nikolayev, Ukraine.

### Agronomy

#### Crop Inputs

- Produces 1.7 tons of nitrogen fertilizers through a strategic venture with CF Nitrogen to ensure long-term dependable fertilizer supply for cooperatives.
- Supplies crop nutrients through North America's largest dealer network.
- Maintains a fertilizer distribution import and distribution system with a deep-water port at Galveston, Texas, and 14 river facilities throughout the Mississippi and Ohio river systems.
- Owns or operates more than 50 wholesale distribution centers for crop nutrients, crop protection, and other specialized crop inputs, including West Central Distribution.
- Brings agronomy products and services to customers through owned or leased fertilizer terminals and through strategic joint-ventures with member cooperatives.

### Processing

#### Animal Nutrition

- Provides livestock producers with quality feeds under the CHS Payback® and CHS Equis® brands.
- Owns half of Consumers Supply Distributing, LLC, based in Sioux City, Iowa, providing wholesale and retail customers with a variety of agricultural and animal nutrition products including Running Horse® equine feed, Rancher's Choice® low-moisture protein tubs, pressed blocks and Country Vet® pet foods and treats.

#### Soybeans

CHS products include refined and crude soybean oil; soybean meal, defatted soy white flake and defatted Honeysoy® flour. CHS:

- Refines more than 1.3 billion pounds (590,000 metric tons) of soybean oil annually.
- Processes nearly 100 million bushels (2.7 million metric tons) of soybeans annually, the equivalent of 2 million acres.
- Produces 2.5 million tons (2.25 million metric tons) of soy protein products for global and domestic use in human and animal foods.

#### Canola

Operates a canola processing and refining plant near Hallock, Minnesota:

- Refines more than 200,000 metric tons of canola oil annually.
- Processes 475,000 metric tons of canola seed annually.
- Produces 275,000 metric tons of canola meal annually.

### CHS Sunflower

- Supplies ingredients to nationally known snack brands, serving more than one-third of the domestic kernel and in-shell market. We also export sunflower products to Europe, the Middle East and the Pacific Rim. We are the largest domestic producer of hulled millet for baking.
- Packages and distribute Feathered Friend® and Chirp® brands of premium wild bird food.
- Markets and develop our own Royal Hybrid® sunflower seed.

### Flour Milling

- Supplies durum wheat to our partner and North America's leading flour miller, Ardent Mills, LLC, which produces flour products for bakeries, food manufacturers and other customers. It serves the consumer marketplace through 40 flour mills, three bakery-mix facilities and specialty bakeries in the United States and Canada.

### Food Products

- Reaches consumer tables across the United States with vegetable-oil-based foodservice and retail products produced by Ventura Foods, LLC, a joint venture company that is the nation's leading manufacturer and marketer of branded and custom-made shortenings, oils, dressings, sauces, mayonnaise, margarines, culinary bases and pan coatings.

### Stewardship

CHS is committed to extending the positive impact of the cooperative system to make a meaningful difference through the work of CHS Stewardship.

CHS Stewardship is comprised of two giving arms: The CHS Foundation and CHS Community Giving.

The CHS Foundation focuses on investments that develop ag leaders for life, and CHS Community Giving focuses on strengthening hometown communities.

- The CHS Foundation develops the next generation of leaders by advancing innovation in cooperative education, cultivating opportunity through university partnerships, growing high-impact youth leadership programs and accelerating the potential for careers in ag.
- CHS Community Giving strengthens communities through advancements in ag health and safety, supporting communities with cooperative matching grants, and advancing the CHS culture of service.
- CHS employees give back with their time, talent and resources. Employees receive paid time off to volunteer to support local causes. In addition, the national Harvest for Hunger food drive has connected CHS employees, customers and partners to raise more than \$5.4 million and 3.6 million pounds of food since 2011.