

INFORMATION & 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, grains and foods, we're committed to helping our farmer-owners, customers and other stakeholders grow their businesses through our domestic and global operations. CHS supplies energy, crop nutrients, grain marketing 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, 2017: \$127.9 million

Net revenue for fiscal year ending Aug. 31, 2017: \$31.9 billion

Owners:

- 948 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 cooperative- and producer-owners

CHS BY THE NUMBERS

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

- Originate more than 650 million bushels of grain.
- Handle more than 7 million tons of crop nutrients.
- Supply more than 275 million gallons of energy products.
- Offer agronomic inputs and expertise through CHS YieldPoint® proprietary precision agriculture service, 19 proprietary crop protection products and unique corn and soybean genetics through our own Allegiant™ seed brand.
- Returned more than \$3.5 billion to farmer-owners in seven years.
- Employ more than 6,000 people and build vibrant communities through volunteerism and stewardship efforts including CHS Harvest for Hunger.

SOLUTIONS TO HELP BUSINESSES GROW

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

ENERGY

Petroleum Refining and Pipelines

- Own refineries at Laurel, Montana, and McPherson, Kansas, with a combined 160,000-barrels-per-day processing capacity.
- Access crude oil for our refineries and move product to the marketplace through more than 2,000 miles of pipeline.
- Connect to dependable supply through nearly 3 million barrels of finished product storage and 12 CHS-owned product terminals.

Energy Products

- Supply more than 3 billion gallons of refined fuels annually, including gasoline and diesel.
- Oversee 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 or operated Cenex Zip Trip® locations.
- Ranks as one of the nation's largest propane wholesalers and driven to supply retail customers with a safe, year-round supply of

propane via robust transportation and storage systems, leading to efficient supply chain management.

- Keep 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 and a leading marketer of biodiesel-blended and a growing participant in global renewable fuels imports and exports.
- Operate two ethanol plants, 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.
- Have 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.
- Manufacture 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 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.
- Operate terminals on the Mississippi, Minnesota, Ohio and Illinois rivers.
- Move 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,

[Continued on back >>](#)



and Portland, Oregon, and through a terminal through-put agreement at Houston, Texas.

- Supply domestic wheat millers, feed manufacturers, high-volume feed grain users and other customers grain, oilseeds and DDGS and meet the needs of regional cattle, dairy and poultry producers.

CHS South America

With headquarters in São Paulo and locations throughout Brazil, and offices and operations in Argentina, Paraguay and Uruguay, CHS originates grain and distributes fertilizer throughout South America. Products move through major ports in the region.

- Imports fertilizer through the global CHS origination base for use by farmers in the region.
- Exports grain through ownership in TCN, a Brazilian logistics company, with terminal access at the Port of Itaquí, São Luis, Brazil, and ownership in an export terminal project at Necochea, Argentina.
- Operates fertilizer import, storage and blending services at Paranaguá and Rondonópolis, Brazil.

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.

- Owns facilities in Australia including container packing at Toowoomba, Queensland, and Ballarat, Victoria, along with bulk storage at Moree, New South Wales, and Lakaput, Boort 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.

- Own strategically located facilities including barge loading at Giurgiu, Romania, Oroshaza, Hungary, and on the Danube River.
- Access to Black Sea through deep-water ports at Odessa, Ukraine, and Constanta, Romania, and an export terminal in Russia.

AGRONOMY

Fertilizer

- Receives up to 1.7 million tons of granular urea and 580,000 tons of UAN annually through a strategic venture with CF Nitrogen to establish a long-term dependable nitrogen fertilizer supply.
- 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 river facilities at Memphis, Tennessee; Little Rock and Texarkana, Arkansas; Muscatine, Iowa; Melbourne and Owensboro, Kentucky; Alexandria, Lake Providence, Lettsworth, Mermentau, Tallulah and Vidalia, Louisiana; Winona and St. Paul, Minnesota; and Greenville, Mississippi.

- Brings crop nutrients to customers through owned or leased fertilizer terminals and through strategic joint ventures with member cooperatives.

PROCESSING

We refine nearly 2 billion pounds of soybeans and canola to produce 3.3 million tons of soy protein products and canola meal at processing and refining facilities.

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, with a capacity of 1,500 tons per day. CHS:

- Refines more than 440 million pounds (200,000 metric tons) of canola oil annually.
- Processes 21 million bushels (475,000 metric tons) of canola seed annually.
- Produces 303,000 tons (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, from both our domestic supply and our Argentine partner CHS Agro. We are the largest domestic producer of hulled millet for baking.

- Package and distribute Feathered Friend® and Chirp® brands of premium wild bird food.
- Market 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, 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 investment arms: The CHS Foundation and CHS Corporate Citizenship.

The CHS Foundation focuses on investments that develop ag leaders for life, and CHS Corporate Citizenship 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 Corporate Citizenship strengthens communities through leading advancements in ag health and safety excellence, supporting the community with cooperative matching grants, advancing the CHS culture of service and supporting the industry and business community.
- 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 \$5.2 million and 3.8 million pounds of food since 2011.

OTHER

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