

Grain Markets in 2021-2022

2021 Ag Lenders Conferences

Garden City & Manhattan, Kansas

September 28-29, 2021

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Our Focus.....

1) Key Grain Market Factors in 2021-2022

- Production Issues U.S.-World $\Rightarrow$ "tight" Stocks/Use - "high" Price\$

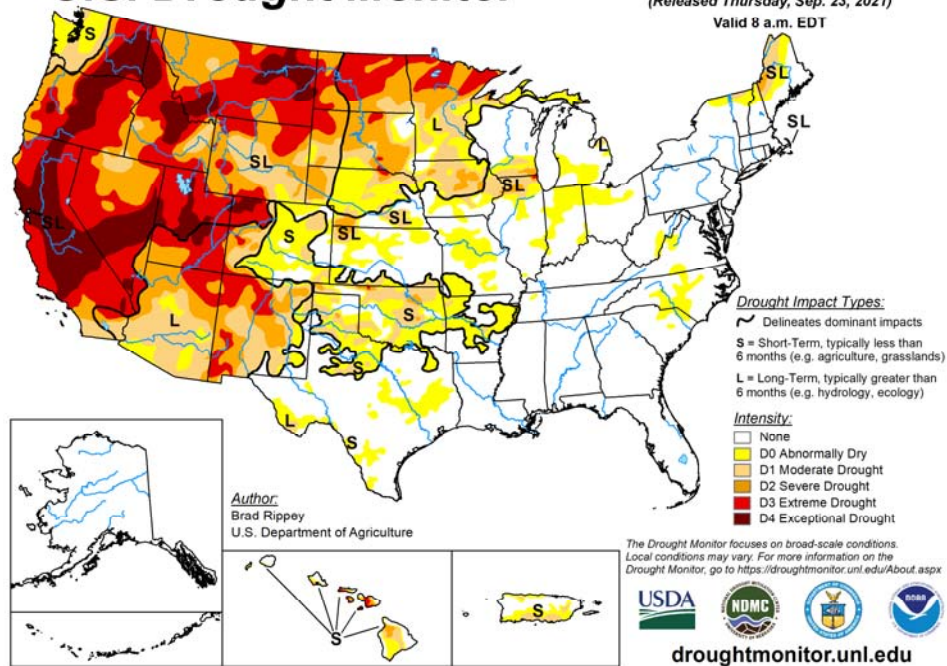
2) Grain Market Analysis & Outlook

- Corn
- Sorghum
- Wheat
- Soybeans

U.S. Drought Monitor

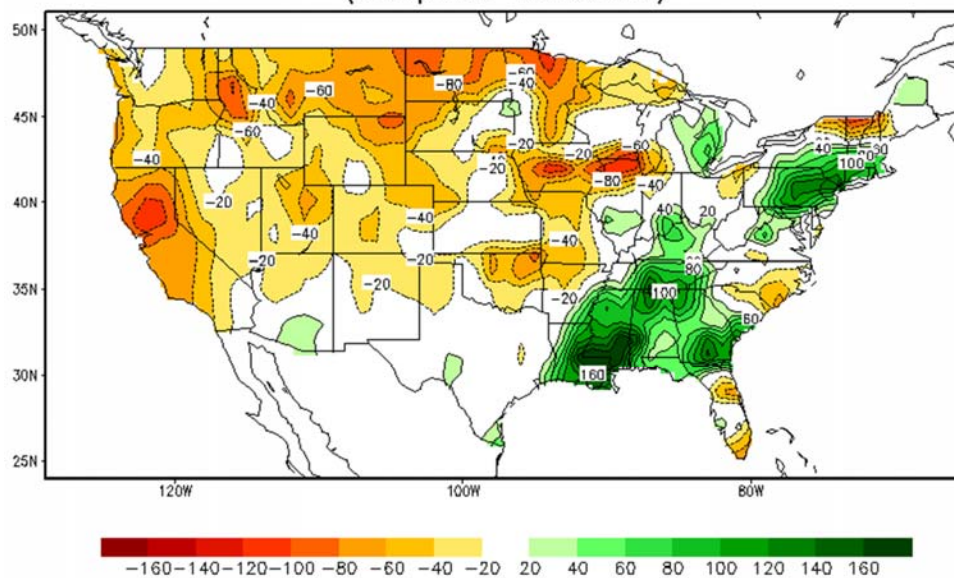
September 21, 2021
(Released Thursday, Sep. 23, 2021)
Valid 8 a.m. EDT

3



Predicted Soil Moisture Anomaly (mm) (26Sep2021–03Oct2021)

4



World Grain Market Expectations

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□ Production & Exports in “New Crop” MY 2021/22 USDA

- **Corn** ^{World} ⇒ Production Up 7% & Exports up 12%
 - o So America + Ukraine: Production Up 25% & Exports up 36%
- **Soybeans** ^{World} ⇒ Production Up 5.8% & Exports up 4.5%
 - o South America: Production Up 7% & Exports up 13%
- **Wheat** ^{World} ⇒ Production Up 0.6%, Exports No Change

Anticipating 2022 U.S. Crop Acres

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□ U.S. Crop Plantings in Fall 2021 & Spring 2022

- **Winter Wheat** ²⁰²¹ **Up 3-5%** ➡ High RMA Insurance prices
- **Soybeans** ²⁰²¹ **Up+++** ➡ “Tight” Current S-D / High \$s
- **Corn** ²⁰²¹ **Up++** ➡ Also “tight” Current S-D / High \$’s
- **Sorghum** ²⁰²¹ **Up+?** ➡ Depending on MY 2021/22 Exports
- **Cotton** ²⁰²¹ **Up+?** ➡ Strong MY 2021/22 Markets, moisture?

Corn & Sorghum Markets

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U.S. Corn S/D & Stocks.....

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- Corn: “**Tight**” Stocks & % S/U @ **\$5.45 /bu** U.S. Farm\$
- **Production** ^{2021/22} ⇒ 14.996 bln bu (vs **14.182 bb** last year)
 - **Ending Stocks** ^{2021/22} ⇒ 1.408 bln bu (vs **1.187 bb** last year)
 - **% Stocks/Use** ^{2021/22} ⇒ 9.5% Stks/Use (↑ vs **8.0%** S/U last year)
 - **U.S. Farm \$** ^{2021/22} ⇒ \$5.45 /bu (\$3.56 & \$4.45 last 2 years)

CME Corn Futures

TFC Commodity Charts

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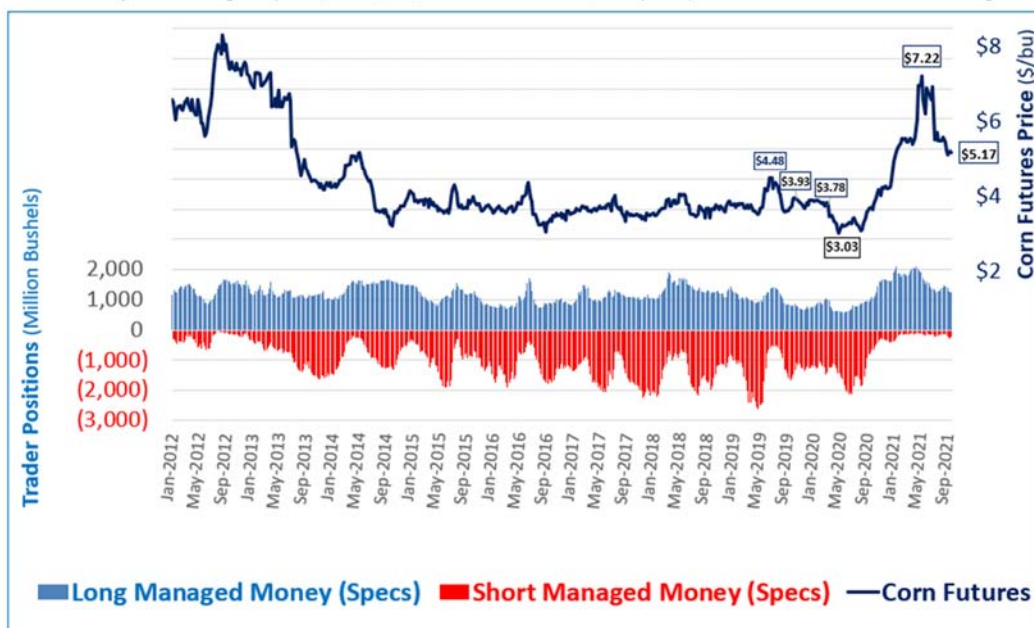


Weekly Chart: Feb. 24, 2017 – September 27, 2021



Managed Money Traders (Specs) Long & Short Positions for CME CORN:

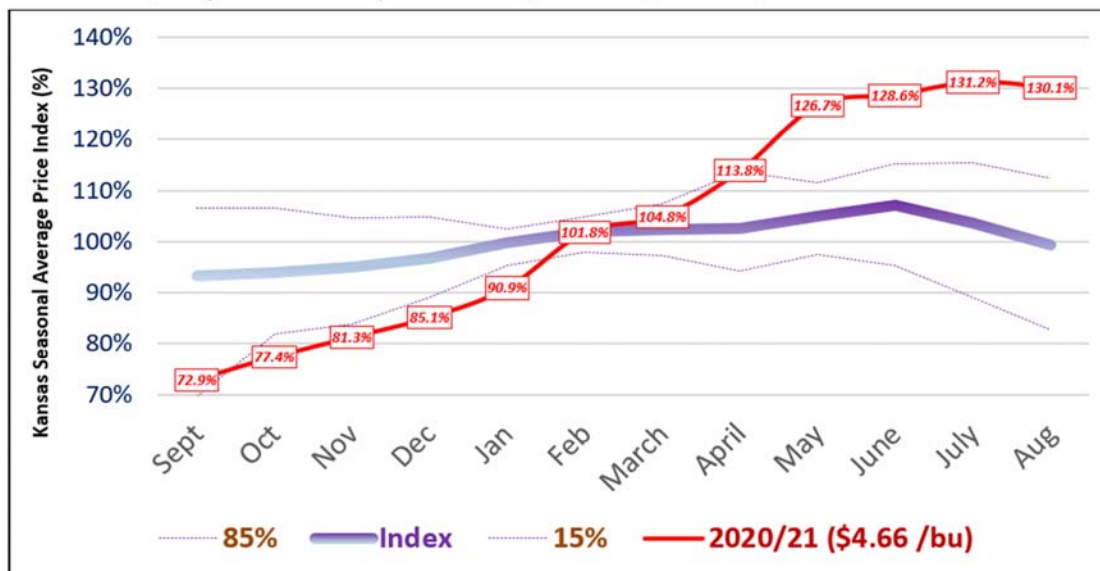
January 2012 through Sept. 21, 2021 (Weekly CFTC Position of Trader Data) + Sept. 21, 2021 DEC²⁰²¹ Corn Futures Closing Price



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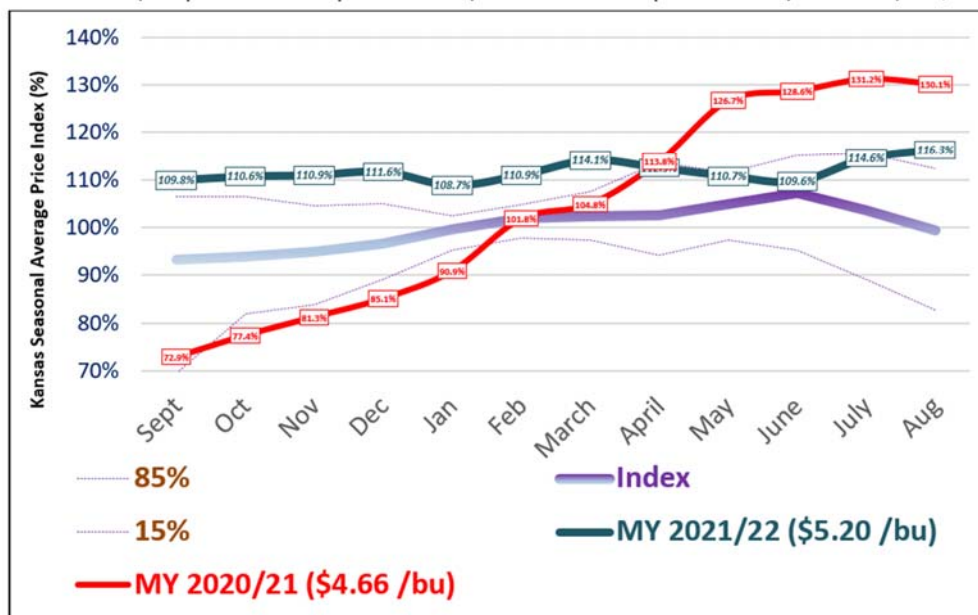
Kansas Corn Seasonal Price Index: MY 1999/00 – MY

2019/20 plus "Old Crop" MY 2020/21 as of September 27, 2021



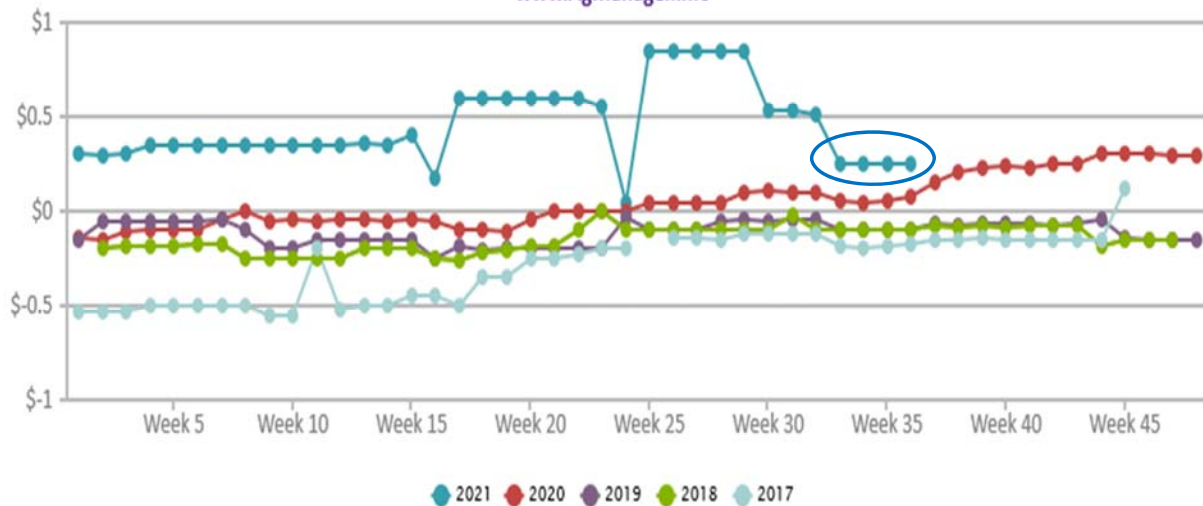
Kansas Corn Seasonal Price Index: MY 1999/00 – MY

2019/20 plus "Old Crop" MY 2020/21 & "New Crop" MY 2021/22 as of Sept. 27, 2021



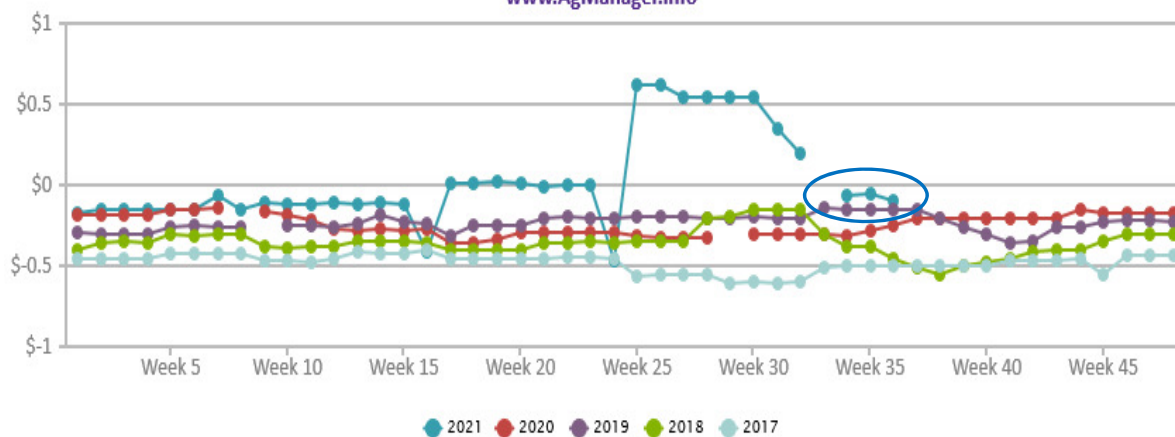
GARDEN CITY, KS: Corn Basis - GARDEN CITY COOP

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SALINA, KS: Corn Basis - CARGILL

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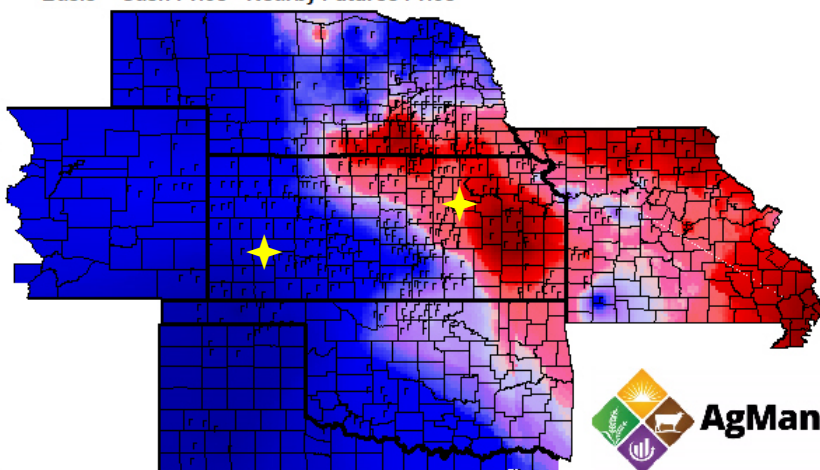
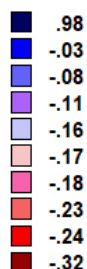


Corn Basis, 09-22-2021

Basis = Cash Price - Nearby Futures Price

CBT Dec
Futures
Price: \$5.26

\$/Bushel



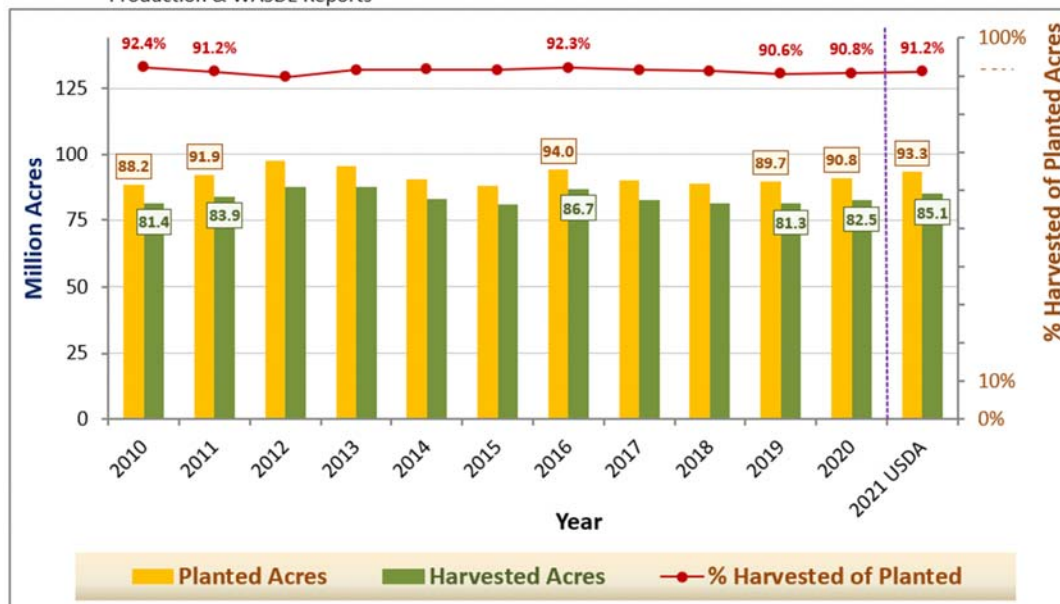
U.S. Corn Supply and Demand

Item	2020/2021		2021/2022		
	Estimate	Change from August 12	Forecast	Change from August 12	Change from 2020/2021
Planted area (million acres)	90.8	--	93.3	0.6	2.5
Harvested area (million acres)	82.5	--	85.1	0.6	2.6
Yield (bushels per acre)	172.0	--	176.3	1.7	4.3
----- Million bushels -----					
Beginning stocks	1,919	--	1,187	70	-733
Production	14,182	--	14,996	246	814
Imports	25	--	25	--	--
Total supply	16,127	--	16,208	316	81
Feed and residual	5,725	--	5,700	75	-25
Food, seed, and industrial	6,470	-40	6,625	--	155
Ethanol	5,035	-40	5,200	--	165
Domestic use	12,195	-40	12,325	75	130
Exports	2,745	-30	2,475	75	-270
Total use	14,940	-70	14,800	150	-140
Ending stocks	1,187	70	1,408	166	221
----- Percent -----					
Stocks to use ratio	7.9	0.5	9.5	1.0	1.6
----- Dollars per bushel -----					
Average market price	4.45	0.05	5.45	-0.30	1.00

U.S. Corn Acreage for Years 2010-2021 as of the September 10, 2021 Crop

Production & WASDE Reports

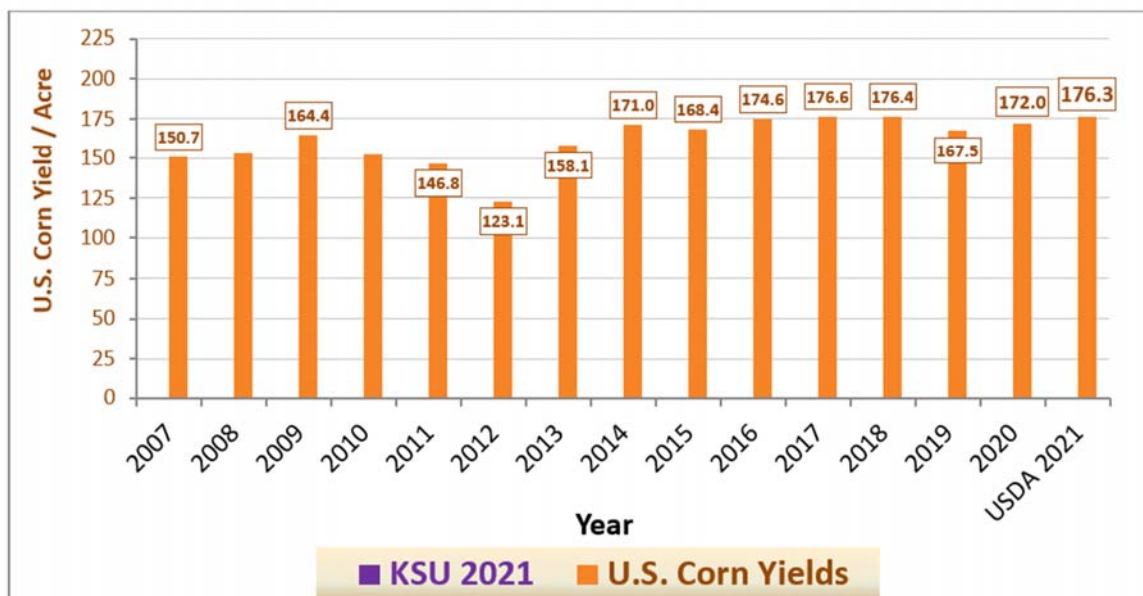
17



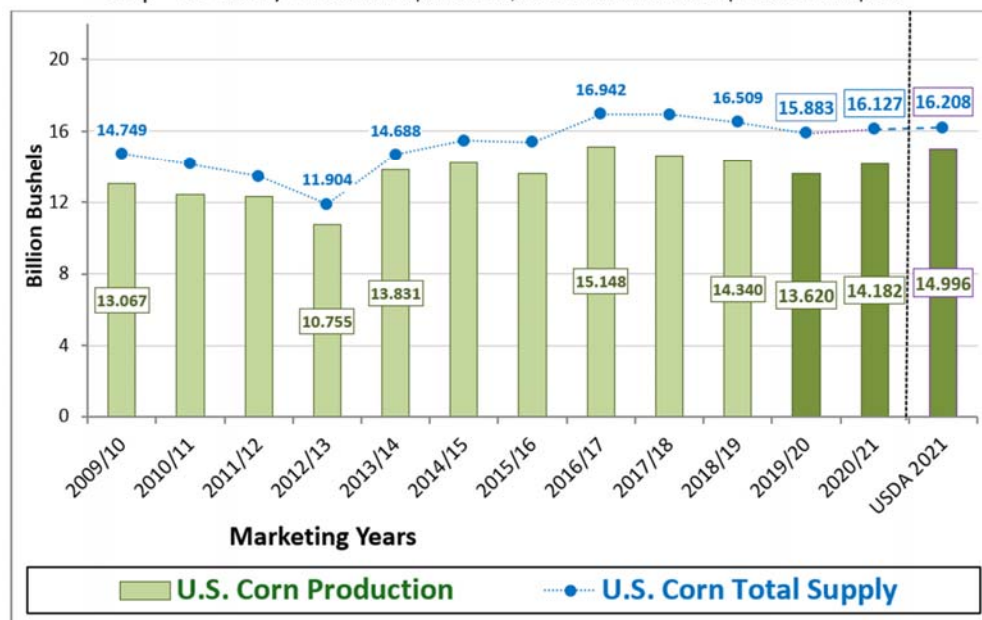
U.S. Corn Yield Trend for 2005-2021 as of the September 10, 2021 USDA

NASS Crop Production Report

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U.S. Corn Production & Total Supplies: MY 2009/10 - "New Crop" MY 2021/22 as of the September 10, 2021 USDA WASDE & Crop Production Reports



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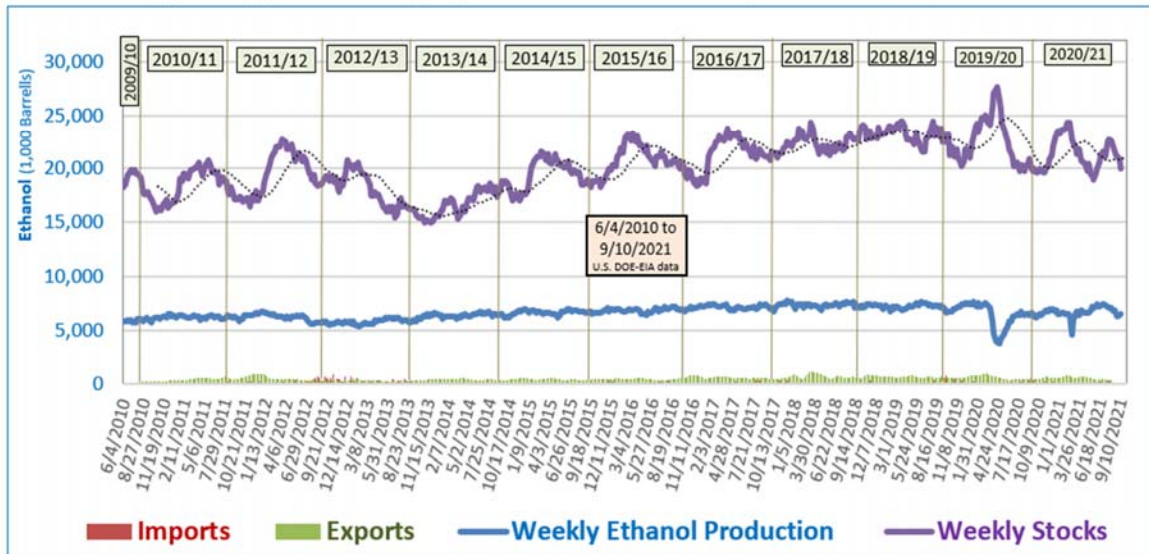
U.S. Corn Use & Ending Stocks: MY 2012/13 through Projected "New Crop" MY 2021/22 as of the September 10, 2021 USDA WASDE report



20

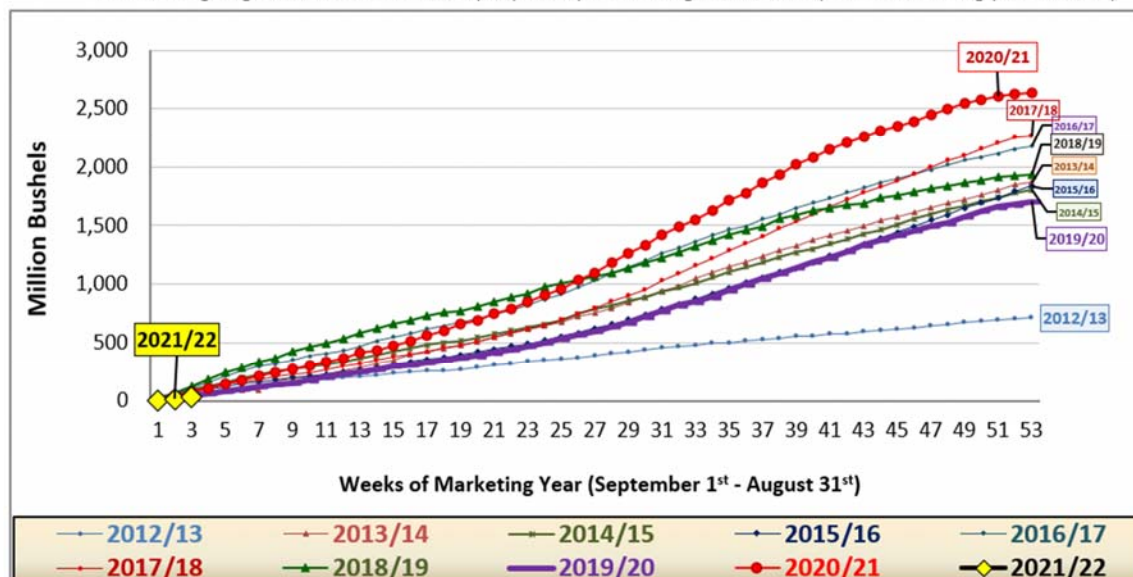
Weekly U.S. Ethanol Production & Stocks

based on U.S. Department of Energy – Energy Information Agency data on U.S. Ethanol Industry Trends as of 9/10/2021



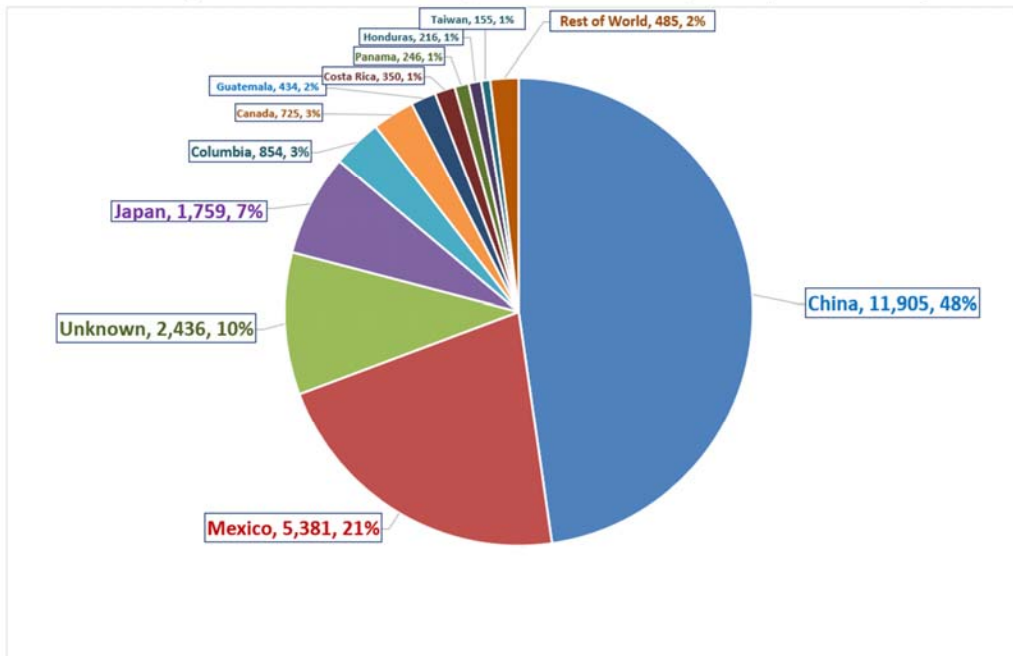
U.S. Corn Exports: MY 2012/13 through “New Crop” MY 2021/22

based on USDA Foreign Agricultural Service Weekly Export reports through 9/16/2021 (End of marketing year on 8/31)



Top U.S. Corn Export Outstanding Sales + Shipments – “New Crop” MY 2021/22

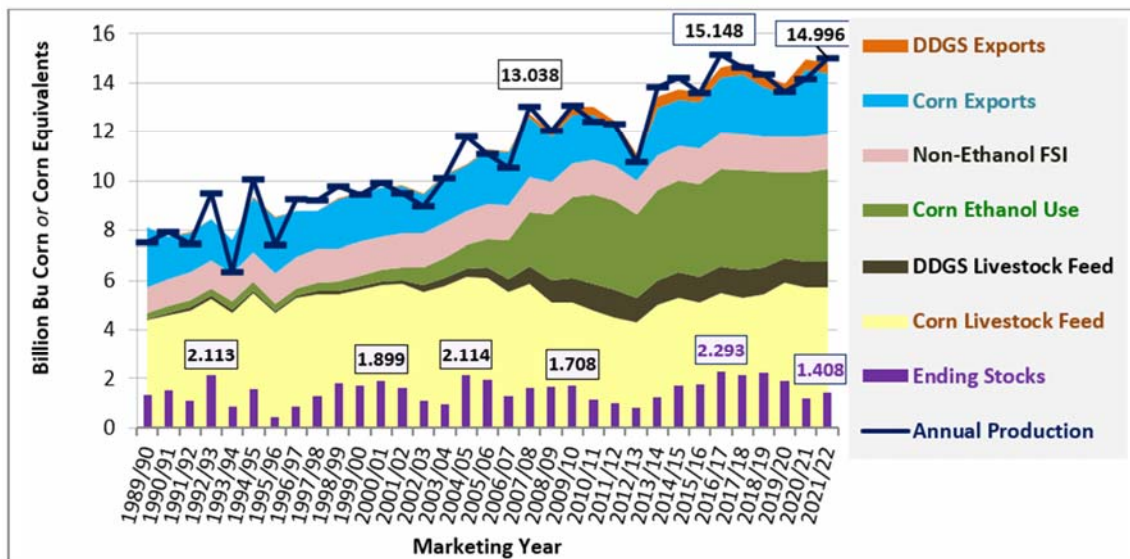
as of the September 16, 2021 USDA U.S. Export Forward Purchases (1,000 mt); 9/1/2021 through 8/31/2022.



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U.S. Corn Supply-Demand with DDGS Adjustments

as of the September 10, 2021 USDA World Agricultural Supply and Demand Estimates (WASDE) report



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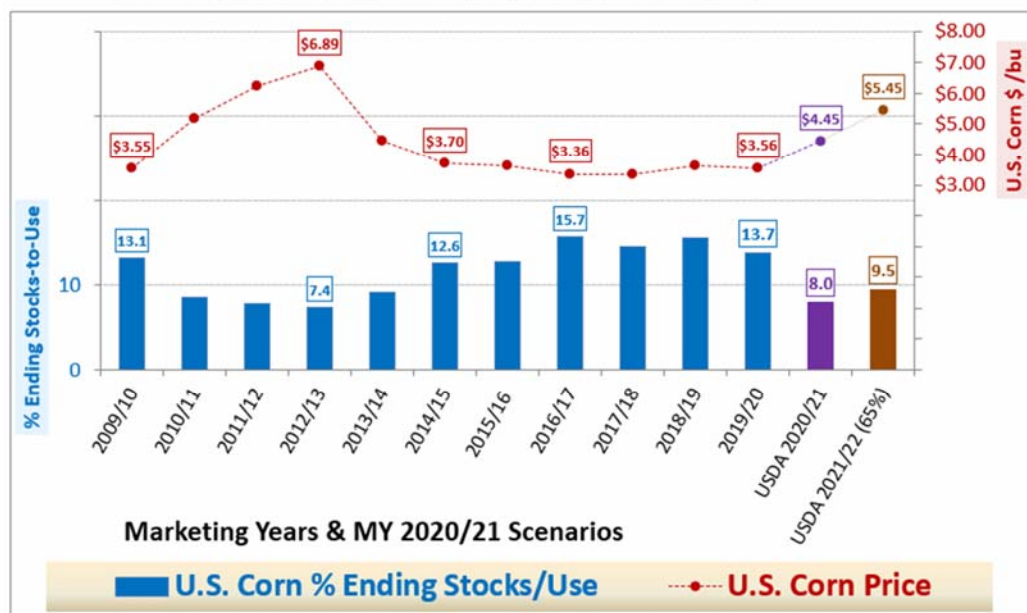
U.S. Corn Ending Stocks & % Ending Stocks-to-Use:

MY 2005/06 through "New Crop" MY 2020/21 as of the Sept. 10, 2021 WASDE Report



U.S. Corn % Ending Stocks vs U.S. Corn Prices: MY 2009/10 – "New Crop" MY 2021/22 as of the September 10, 2021 USDA WASDE report

Crop" MY 2021/22 as of the September 10, 2021 USDA WASDE report



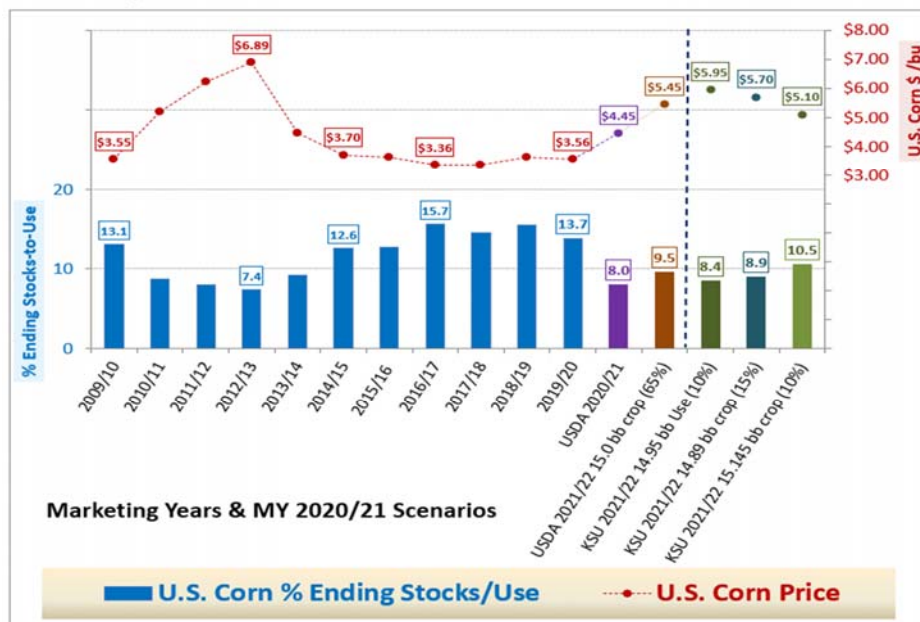
U.S. Corn Supply-Demand Balance Sheet: Projected "New Crop" MY 2021/22 as of the September 10, 2021 USDA WASDE report, with Alternative KSU "New Crop" 2021/22 Marketing Year Scenarios

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Item	A. USDA 2021/22 9/10/2021 USDA WASDE Report	B. USDA ^{KSU Adjusted} MY 2021/22 9/10/2021 WASDE @ 176.3 bu/ac, 14,996 bb crop **14,950 bb Total Use**	C. USDA ^{KSU Adjusted} MY 2021/22 9/10/2021 WASDE @ **175.0 bu/ac Yield** & **14,890 bb Crop**	D. USDA ^{KSU Adjusted} MY 2021/22 9/10/2021 WASDE @ **178.0 bu/ac Yield** & **15,145 bb Crop**
% Probability of Occurring (KSU)	65% ^{KSUest}	10% ^{KSUest}	15% ^{KSUest}	10% ^{KSUest}
Planted Area (million acres)	93.304	93.304	93.304	93.304
Harvested Area (million acres)	85.085	85.085	85.085	85.085
% Harvested/Planted Area	91.2%	91.2%	91.2%	91.2%
Yield / harvested acre (bu/ac)	176.3	176.3	175.0	178.0
Million Bushels				
Beginning Stocks (million bushels)	1,187	1,187	1,187	1,187
Production (million bu.)	14,996	14,996	14,890	15,145
Imports (million bu.)	25	25	25	25.0
Total Supply (million bu.)	16,208	16,208	16,102	16,357
Ethanol for fuel Use (million bu.)	5,200	5,250	5,200	5,200
Food & Industrial Use (million bu.)	1,395	1,395	1,395	1,395
Seed Use (million bu.)	30	30	30	30
Exports (million bu.)	2,475	2,525	2,475	2,475
Feed & Residual Use (million bu.)	5,700	5,750	5,700	5,700
Total Use (million bu.)	14,800	14,950	14,800	14,800
Ending Stocks (million bu.)	1,408	1,258	1,321	1,557
% Ending Stocks-to-Use	9.51%	8.41%	9.02%	10.52%
Days of Supply (% S/U x 365 days)	34.7 days	30.7 days	32.9 days	38.4 days
U.S. Corn Average Farm Price (\$/bushel)	\$5.45 /bu vs \$4.49 KSU Futures	\$5.95 /bu Adjusted from Sept ²⁰²¹ USDA frfst	\$5.70 /bu Adjusted from Sept ²⁰²¹ USDA frfst	\$5.10 /bu Adjusted from Sept ²⁰²¹ USDA frfst

U.S. Corn % Ending Stocks vs U.S. Corn Prices: MY 2009/10 – "New Crop" MY 2021/22 as of the September 10, 2021 USDA WASDE report + KSU "new crop" estimates.

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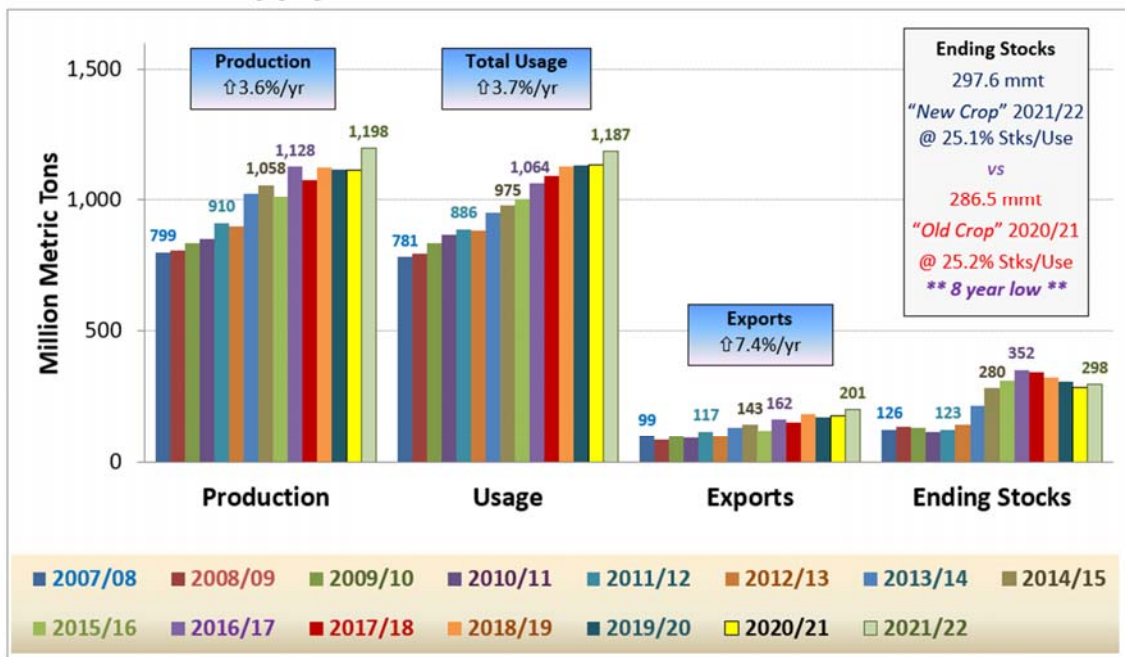
World Corn Production

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Country or Region	2020/2021 estimate	2021/2022 forecast	Change from August 12	Change from 2020/2021
----- Million Tons -----				
World	1,117.1	1,197.8	11.6	80.7
United States	360.3	380.9	6.2	20.7
Foreign	756.9	816.8	5.4	60.0
Argentina	50.0	53.0	2.0	3.0
Brazil	86.0	118.0	--	32.0
Mexico	27.0	28.0	--	1.0
Canada	13.6	13.6	--	**
European Union	64.5	65.5	--	1.0
Serbia	8.1	6.0	-0.5	-2.1
FSU-12	49.4	60.6	-0.9	11.2
Ukraine	30.3	39.0	--	8.7
Russia	13.9	15.5	-1.0	1.6
South Africa	17.0	17.0	--	--
China	260.7	273.0	5.0	12.3
India	31.5	30.0	--	-1.5

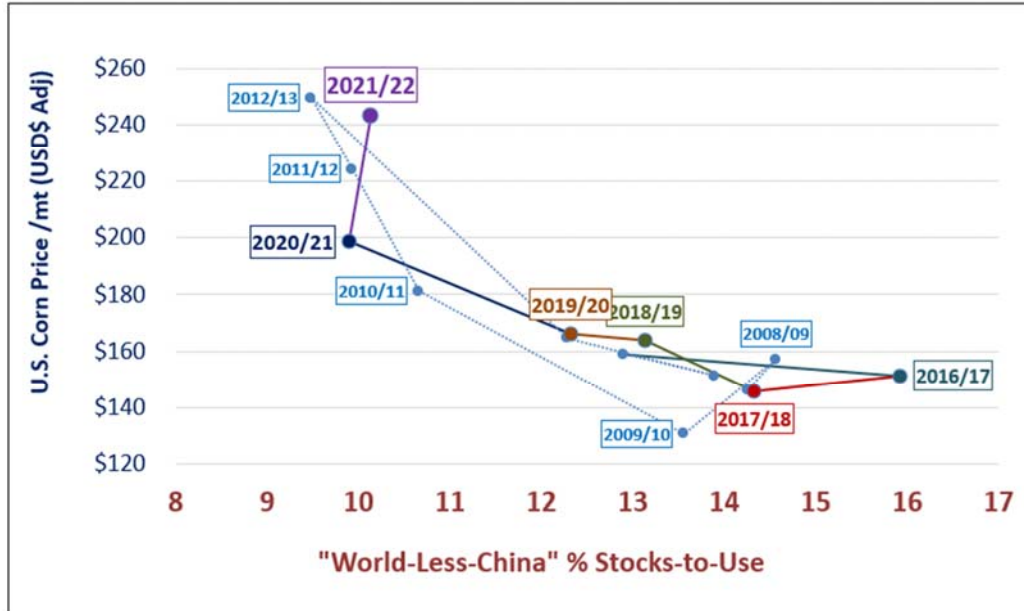
World Corn Supply-Demand: MY 2007/08 thru "New Crop" MY 2021/22, Sept. 10, 2021 USDA WASDE

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U.S. Corn Price^{USD\$ Adj.} vs % “*World-Less-China*” Corn S/U: MY 2007/08 through “New Crop” MY 2020/21, as of the Sept. 10, 2021 USDA WASDE report.

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U.S. Grain Sorghum S/D & Stocks.....

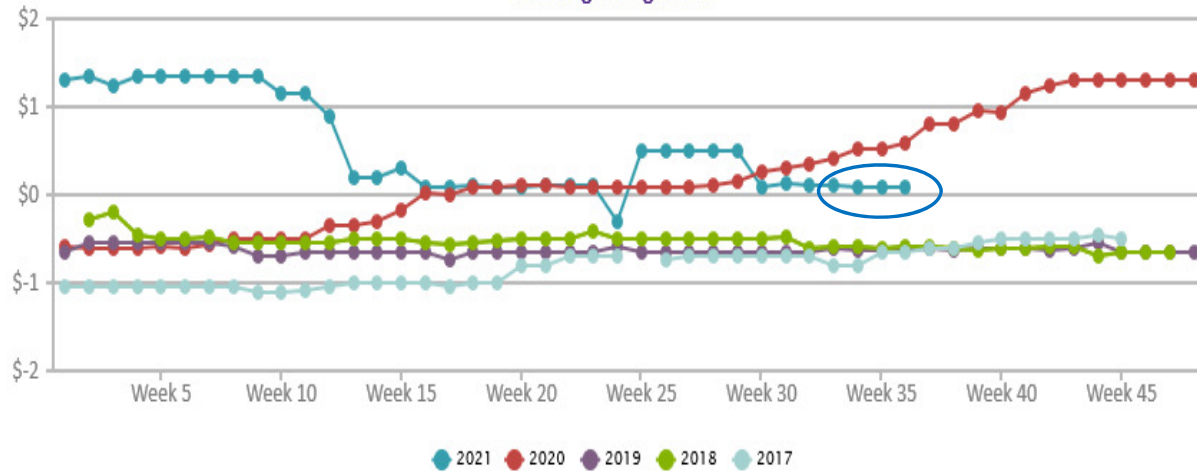
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□ Grain Sorghum: “*Strong*” Exports @ \$5.85 /bu^{U.S. Farm\$}

- **Production** ^{2021/22} ⇒ 14.996 bln bu (vs **14.182 bb** last year)
- **End Stocks** ^{2021/22} ⇒ 32 mln bu (↑ Exports & ↓ Ethanol Use)
- **% Stocks/Use** ^{2021/22} ⇒ 7.4% S/U (↑ vs **3.3%** S/U last year)
- **U.S. Farm \$** ^{2021/22} ⇒ \$5.85 /bu (\$3.34 & \$5.00 last 2 years)

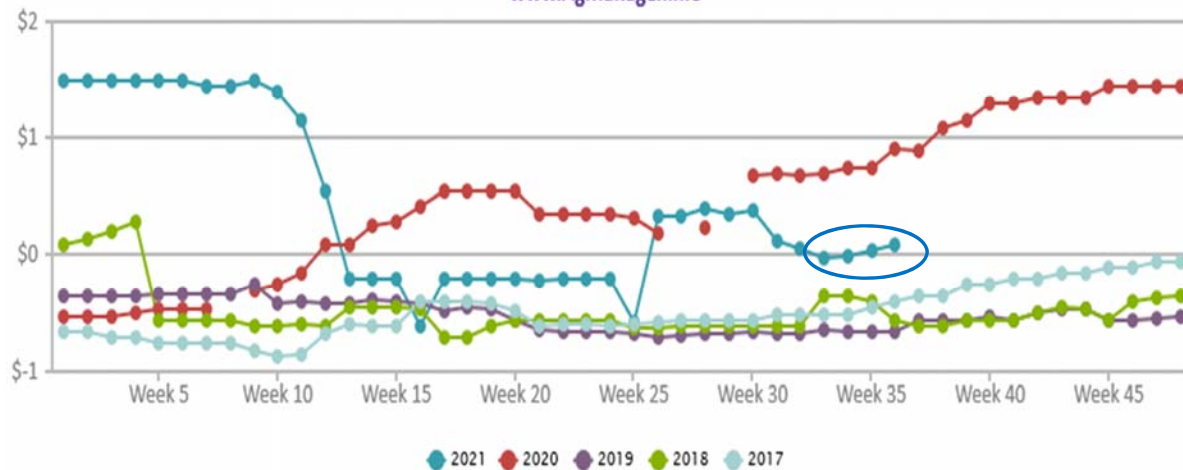
GARDEN CITY, KS: Grain Sorghum Basis - GARDEN CITY COOP

www.AgManager.info



SALINA, KS: Grain Sorghum Basis - CARGILL

www.AgManager.info

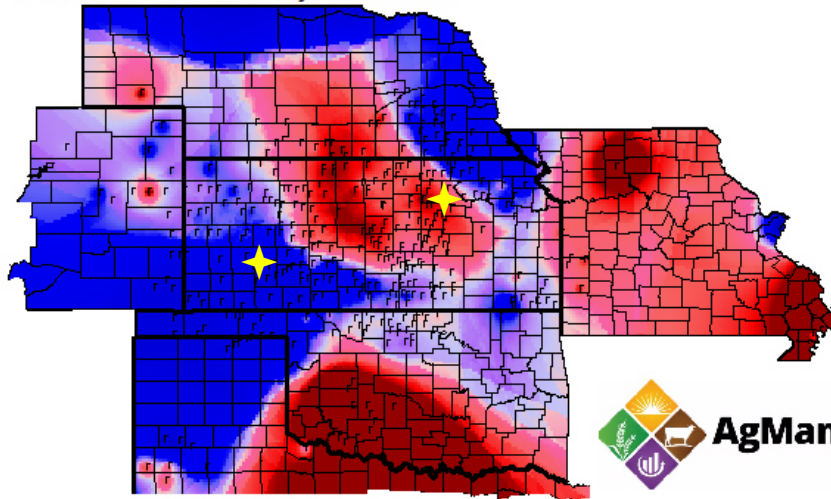
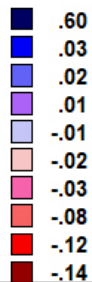


Grain Sorghum Basis, 09-22-2021

Basis = Cash Price - Nearby Futures Price

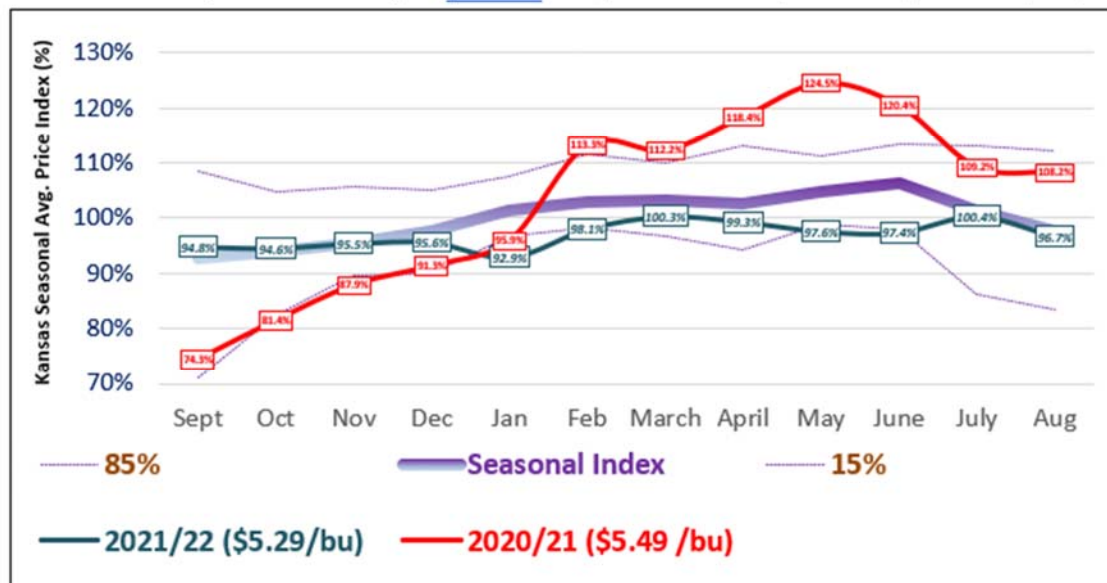
CBT Corn
Dec Futures
Price: \$5.26

\$/Bushel



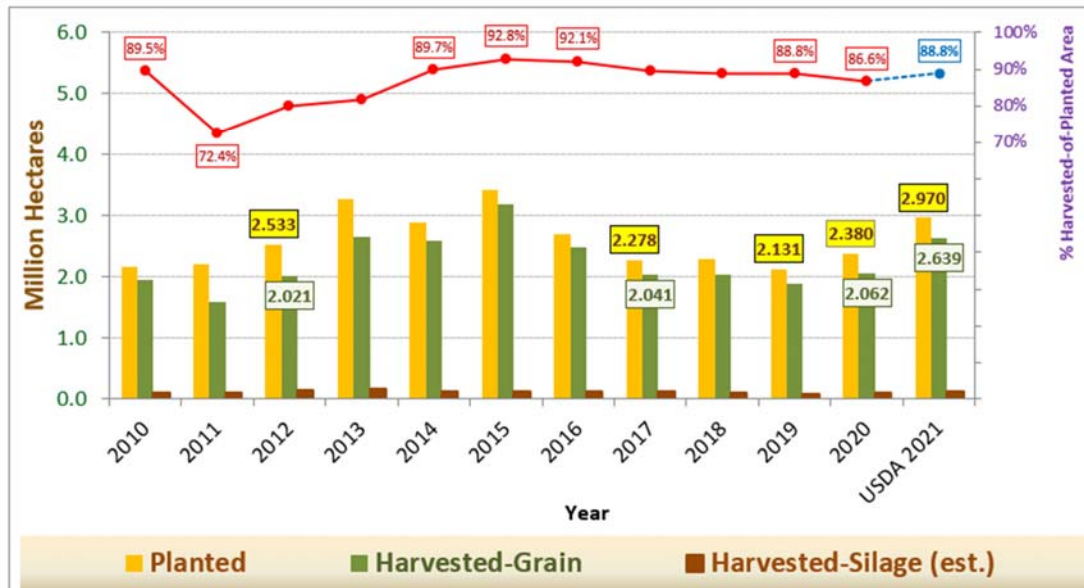
Kansas Grain Sorghum Seasonal Price Index:

MY 1999/00 – MY 2020/21 plus MY 2020/21 & “New Crop” MY 2021/22 as of Sept. 27, 2021



U.S. Grain Sorghum Planted & Harvested Acreage (2010 – 2021) as of the September 10, 2021 USDA WASDE report

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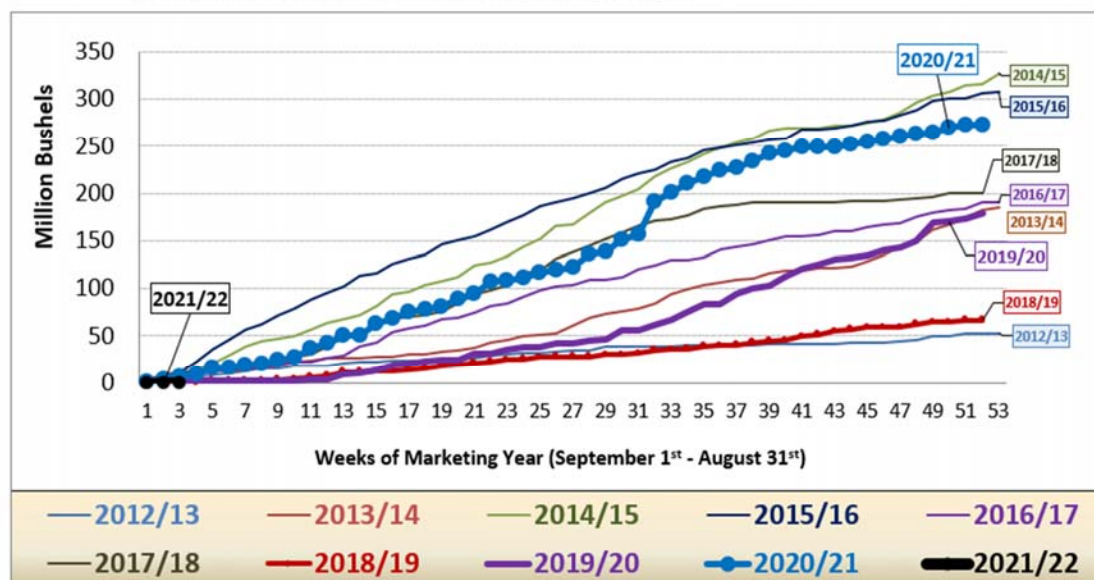
U.S. Grain Sorghum Total Supplies: MY 2006/07 through “New Crop” MY 2021/22 as of the September 10, 2021 USDA WASDE report

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U.S. Grain Sorghum Exports: for MY 2012/13 - "New Crop" MY 2021/22

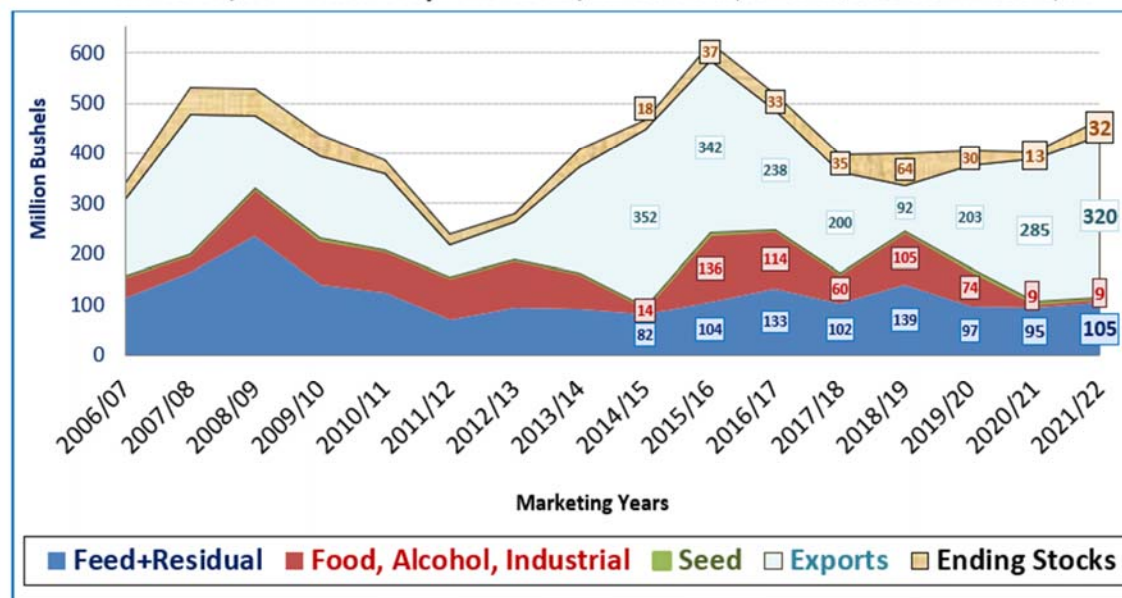
as of September 16, 2021 - via USDA FAS Weekly Export reports



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Trends in U.S. Grain Sorghum Use & Ending Stocks:

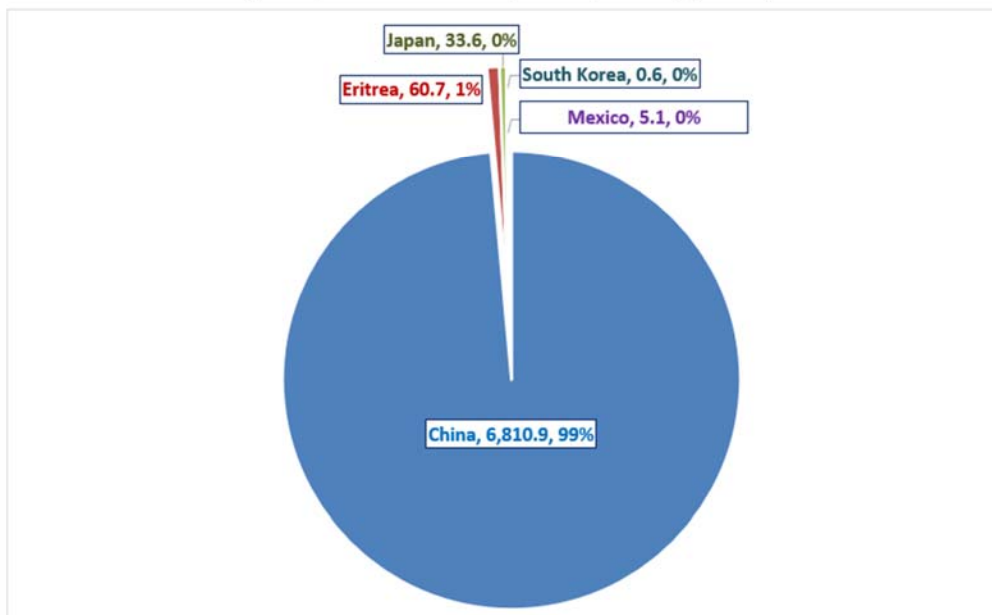
MY 2006/07 - "New Crop" MY 2021/22 as of the September 10, 2021 USDA WASDE report



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Top U.S. Grain Sorghum Export Buyers – “Old Crop” MY 2020/21

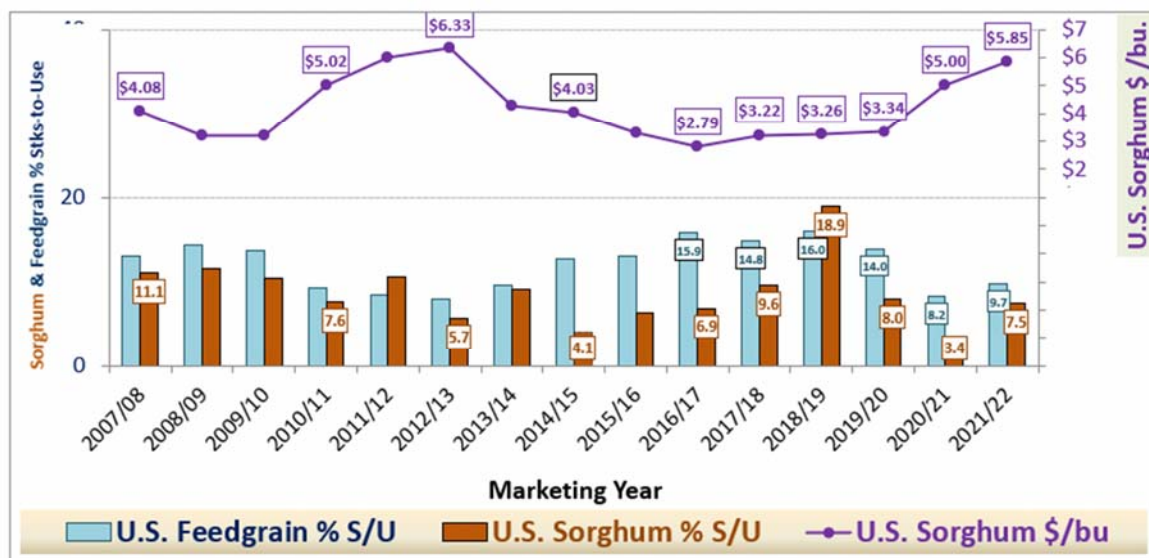
as of the August 26, 2021 USDA U.S. Export Shipments (1,000 mt)



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U.S. Sorghum Ending S/U vs U.S. Avg. Cash Prices:

MY 2004/05 - “New Crop” MY 2021/22 as of the May 12, 2021 USDA WASDE report



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U.S. Grain Sorghum Supply-Demand Balance Sheet: Projected "New Crop" MY 2021/22 as

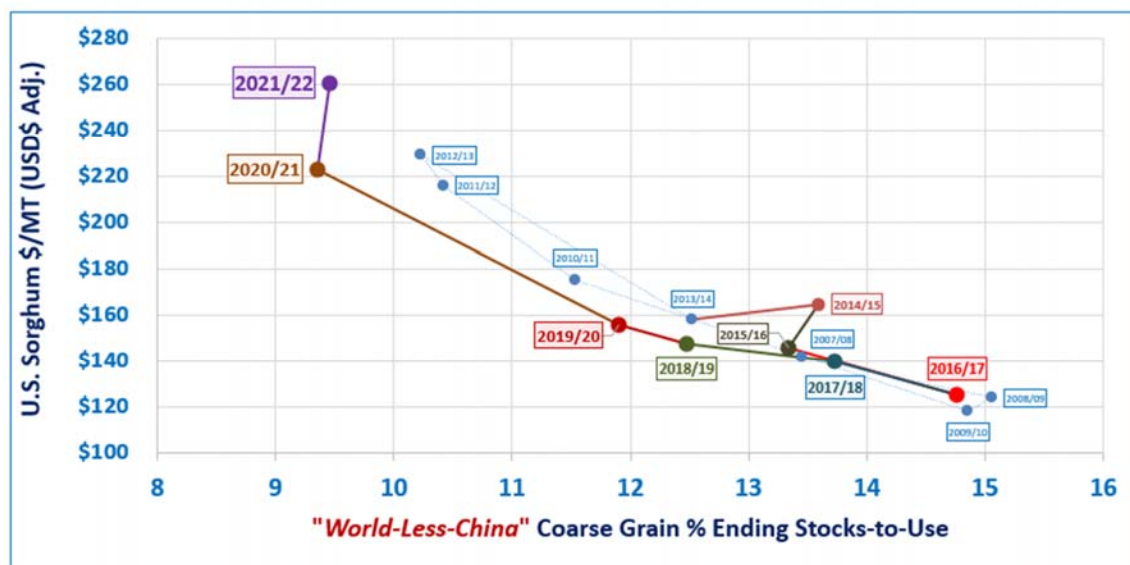
of the September 10, 2021 USDA WASDE report, with Alternative KSU "New Crop" 2021/22 Marketing Year Scenarios

Item	A. USDA "New Crop" MY 2021/22 9/10/2021 WASDE	B. KSU Adjusted USDA "New Crop" MY 2021/22 72.5 bu/ac Yield 473 million bu. crop	C. KSU Adjusted USDA "New Crop" MY 2021/22 454 million bu. crop + 20 mb Exports	D. KSU Adjusted USDA "New Crop" MY 2021/22 473 million bu. crop + 35 mb Exports
% Probability of Occurring (KSU)	50% ^{KSUest}	20% ^{KSUest}	20% ^{KSUest}	10% ^{KSUest}
Planted Area (million acres)	7.340	7.340	7.340	7.340
Harvested Area (million acres)	6.520	6.520	6.520	6.520
% Harvested/Planted Area	88.8%	88.8%	88.8%	88.8%
Yield / harvested acre (bu/ac)	69.7	72.5	69.7	72.5
Million Bushels				
Beginning Stocks (million bushels)	13	13	13	13
Production (million bu.)	454	473	454	473
Imports (million bu.)	0.05	0.05	0.05	0.05
Total Supply (million bu.)	467	486	467	486
Food & Industrial Use (mln bu.)	9	9	9	9
Seed Use (million bu.)	0.86	0.86	0.86	0.86
Exports (million bu.)	320	320	340	355
Feed & Residual Use (million bu.)	105	105	105	105
Total Use (million bu.)	435	435	455	470
Ending Stocks	32	51	13	14
% Ending Stocks-to-Use	7.46%	11.72%	2.86%	2.98%
Days of Supply (% S/U x 365 days)	27.2 days	42.8 days	10.4 days	10.9 days
U.S. Grain Sorghum Avg. Farm Price (\$ / bushel)	\$5.85 ^{USDA} U.S. Corn\$ = \$5.45 /bu ^{USDA}	\$5.25 ^{KSU}	\$6.30 ^{KSU}	\$6.25 ^{KSU}

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U.S. Sorghum Price^{USD\$ Adj.} vs % *World Less-China* Coarse Grain S/U:

MY 2007/08 - "New Crop" MY 2021/22 as of the September 10, 2021 USDA WASDE



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Wheat Markets

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U.S. Wheat S/D & Stocks.....

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- All U.S. Wheat: “Tight” Stocks @ \$6.60 /bu^{U.S. Farm\$}
 - o **Production** ^{2021/22} ⇒ 1.697 bln bu (vs **1.826 bb** last year)
 - o **End Stocks** ^{2021/22} ⇒ 615 mln bu (vs 844 mb last year)
 - o **% Stocks/Use** ^{2021/22} ⇒ 29.8% S/U (vs 40.0% Stx/Use last year)
 - o **U.S. Farm \$** ^{2021/22} ⇒ \$6.60 /bu (\$4.58 & \$5.05 last 2 years)

U.S. Wheat S/D & Stocks.....

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• U.S. HRW Wheat: “Tightening” Carryover

- o **Production** 2021/22 ⇒ 777 mln bu (vs 659 mb last year)
- o **End Stocks** 2021/22 ⇒ 347 mln bu (vs 426 mb last year)
- o **% Stocks/Use** 2021/22 ⇒ 40.3% S/U (vs 55.9% Stx/Use last year)

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CME Kansas HRW Wheat Futures

Weekly Chart: May 5, 2017 – September 24, 2021

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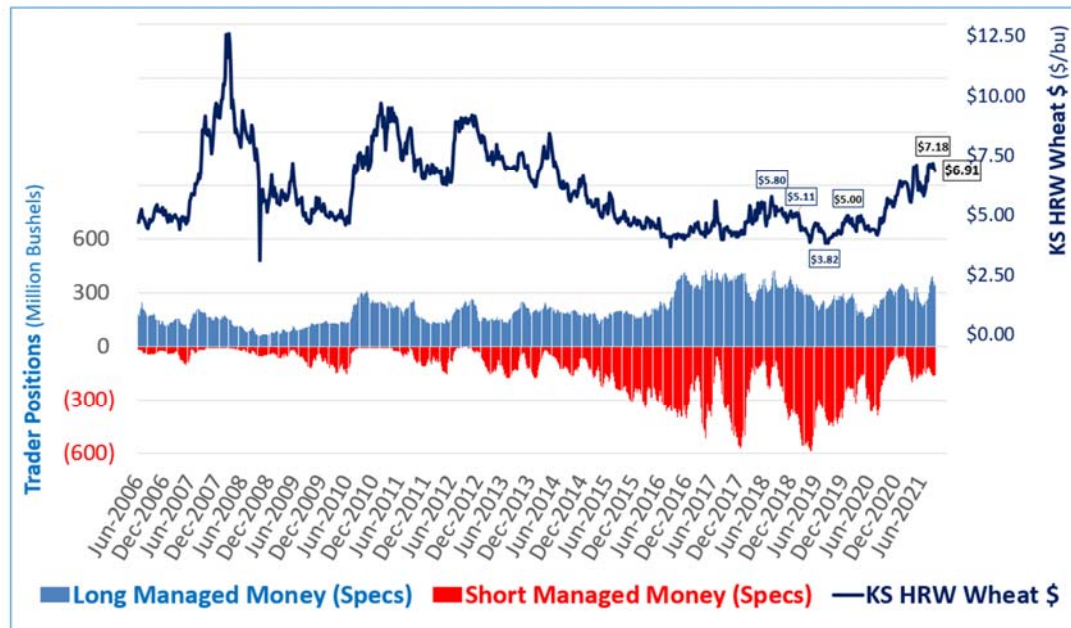


TFC Commodity Charts



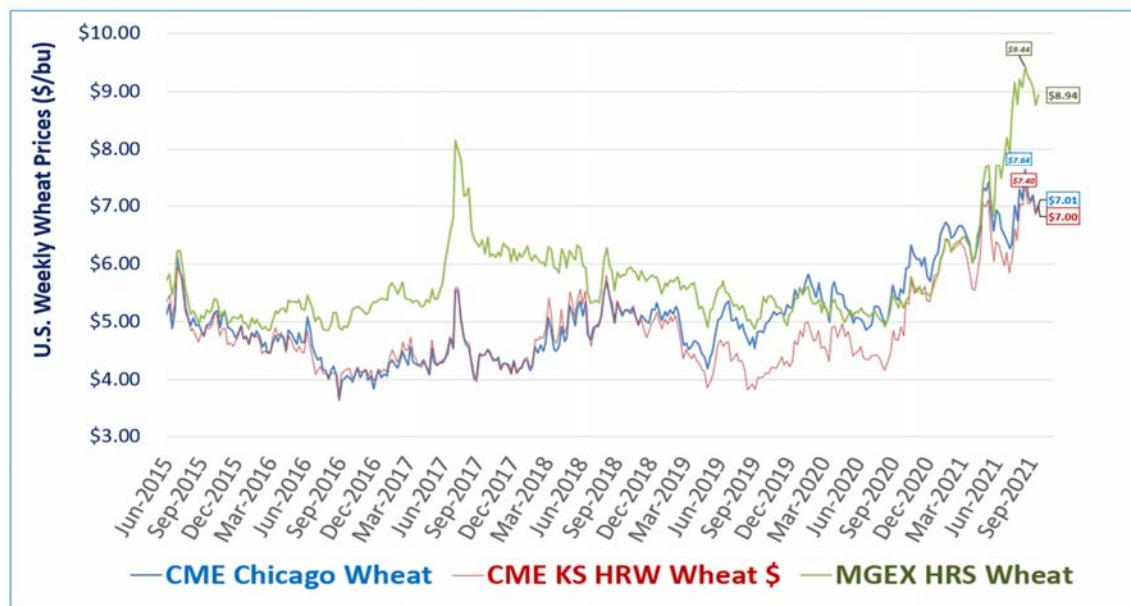
CME KC HRW Wheat Managed Money Traders^{Specs} Long/Short Positions + Futures \$'s:

June 2006 - Sept. 21, 2021 (Weekly CFTC Position of Trader Data) with Sept. 21, 2021 Grain Futures Market Closes for DEC 2021 Kansas HRW Wheat Futures

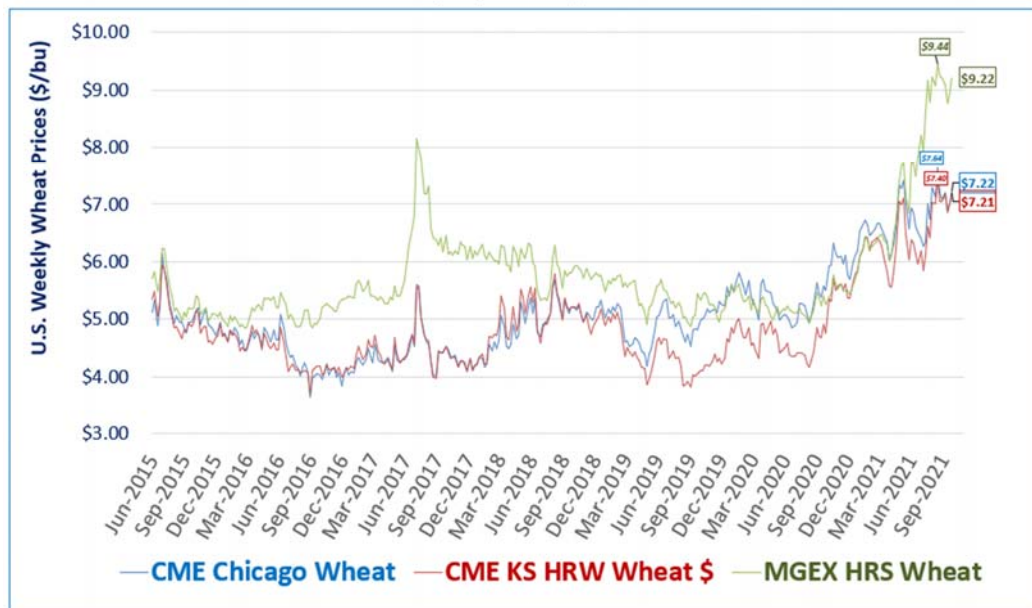


Continuous Weekly Wheat Futures Prices - CME Chicago & KC HRW Wheat Futures \$'s + MGEX

HRW Wheat Futures: June 2015 through September 24, 2021

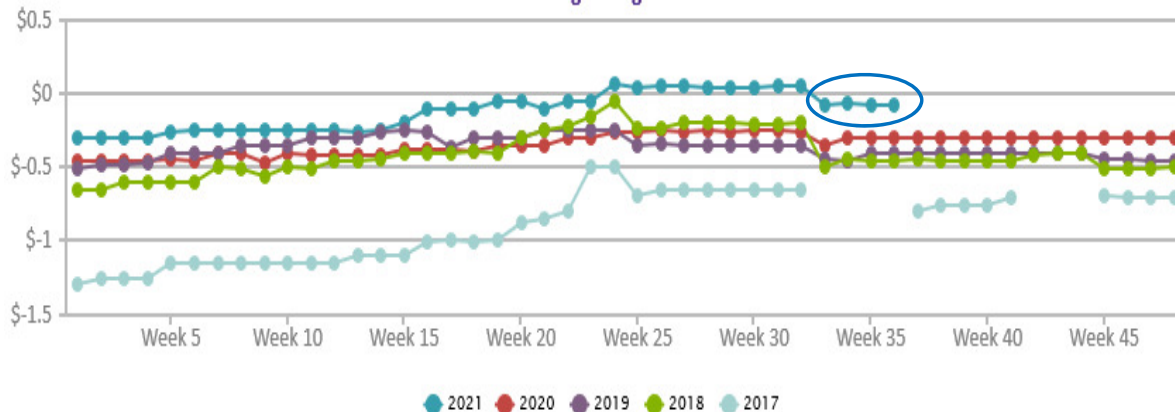


Continuous Weekly Wheat Futures Prices - CME Chicago & KC HRW Wheat Futures \$'s + MGEX HRW Wheat Futures: June 2015 through September 27, 2021



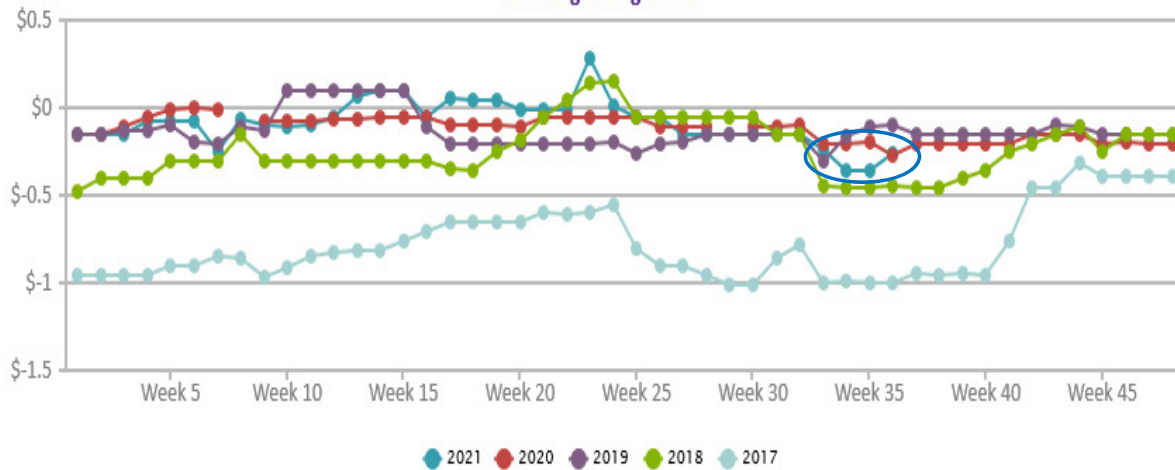
HUGOTON, KS: Hard Red Winter Wheat Basis - PERRYTON EQUITY EXCHANGE - PRAIRIEOLA

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SALINA, KS: Hard Red Winter Wheat Basis - CARGILL

www.AgManager.info

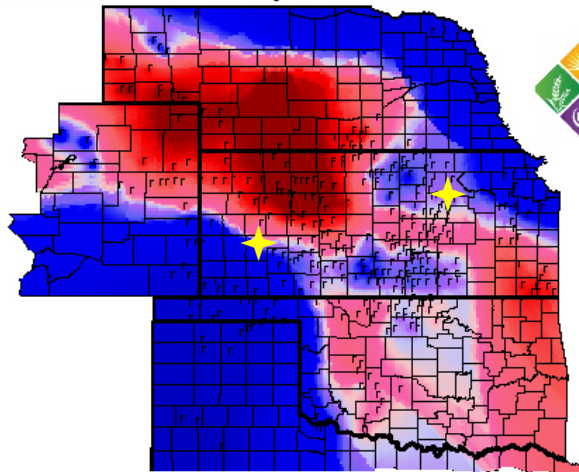


Wheat Basis, 09-22-2021

Basis = Cash Price - Nearby Futures Price

KCBT Dec
Futures
Price: \$7.06

\$/Bushel
.79
-.33
-.35
-.37
-.38
-.39
-.40
-.45
-.49
-.52



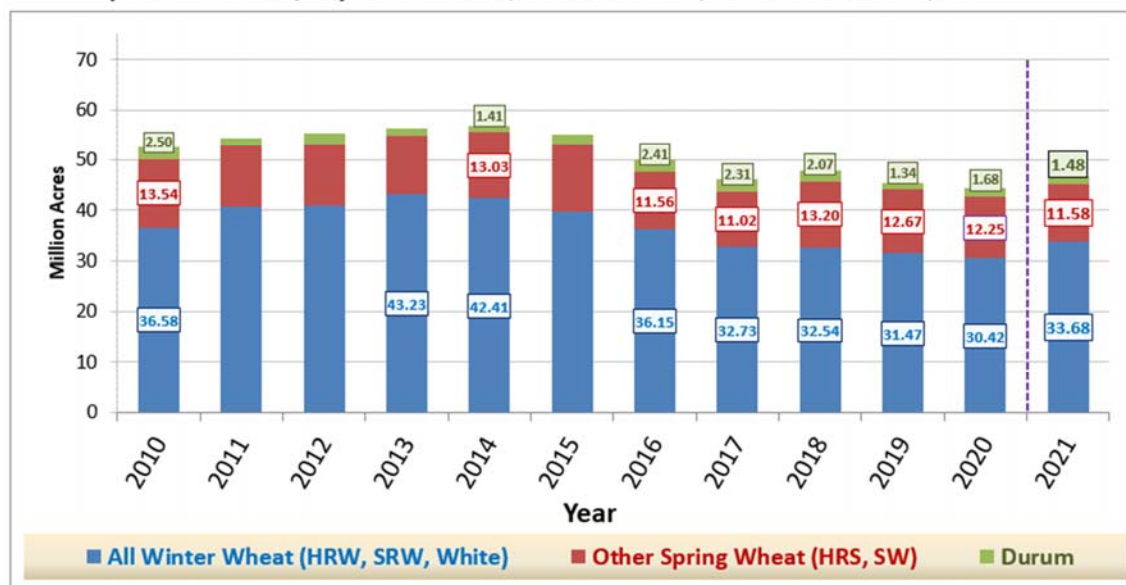
U.S. Wheat Supply and Demand

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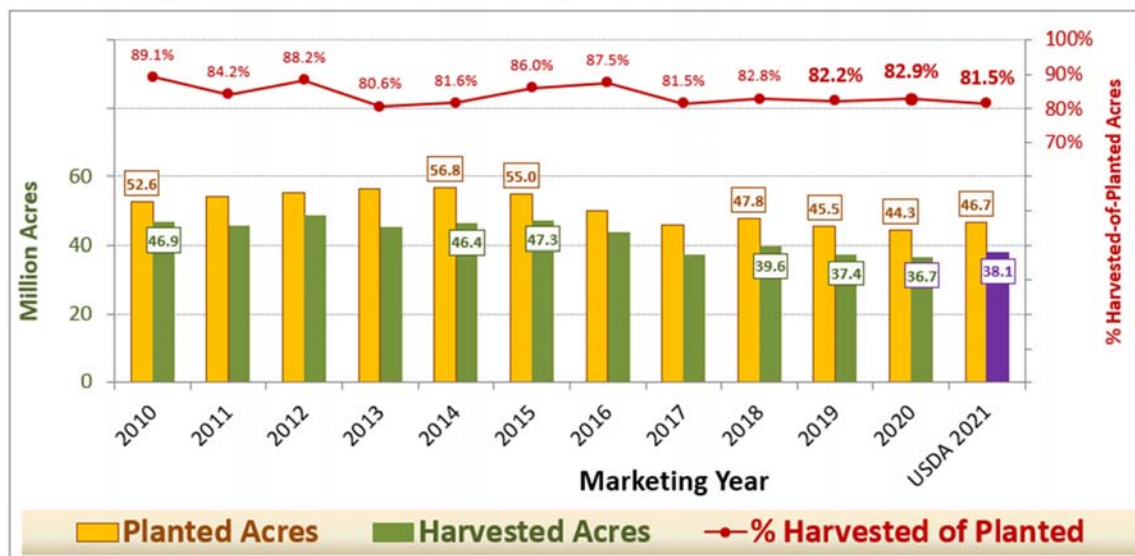
Item	2020/2021 estimate	2021/2022 forecast	Change from August 12	Change from 2020/2021
Planted area (million acres)	44.3	46.7	--	2.4
Harvested area (million acres)	36.7	38.1	--	1.4
Yield (bushels per acre)	49.7	44.5	--	-5.2
----- Million bushels -----				
Beginning stocks	1,028	844	--	-184
Production	1,826	1,697	--	-129
Imports	100	135	-10	35
Total supply	2,954	2,676	-10	-279
Food use	961	964	2	3
Seed	61	62	--	1
Feed and residual	97	160	--	63
Domestic use	1,119	1,186	2	67
Exports	992	875	--	-117
Total use	2,110	2,061	2	-49
Ending stocks	844	615	-12	-229
----- Percent -----				
Stocks to use ratio	40.0	29.8	-0.6	-10.2
----- Dollars per bushel -----				
Average market price	5.05	6.60	-0.10	1.55

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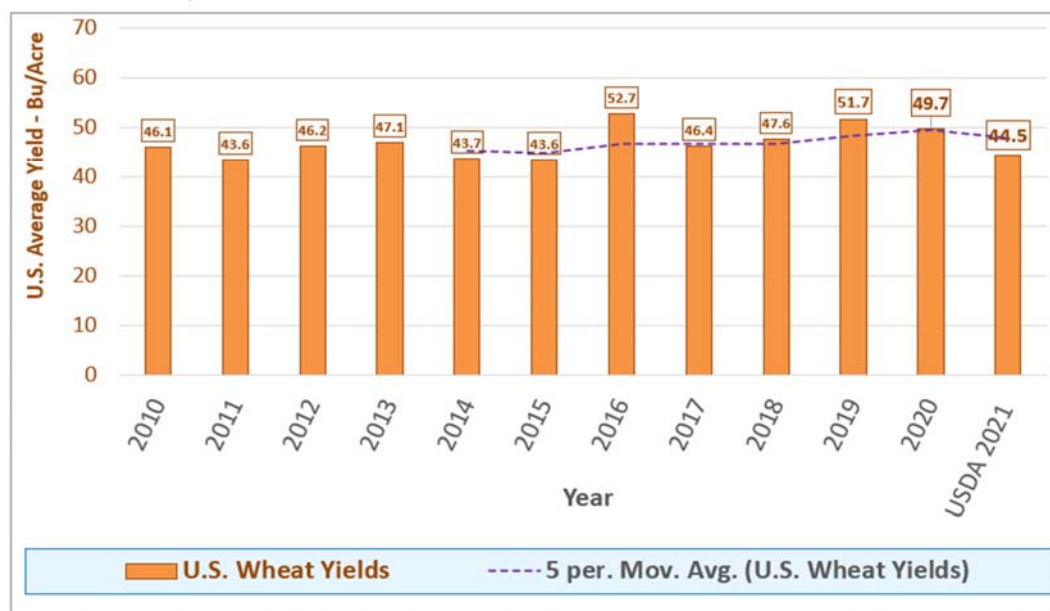
U.S. Wheat Planted Acreage – All Winter, Other Spring & Durum Classes (since MY 2010/11) as of the USDA September 10, 2021 Crop Production & WASDE Reports



U.S. All Wheat Planted & Harvested Acreage: MY 2010/11 – MY 2021/22 as of the USDA September 10, 2021 Crop Production & WASDE Reports



U.S. Wheat Yield (2000-2021) as of the September 10, 2021 USDA Crop Production & WASDE Reports



U.S. Wheat Total Supplies: MY 2012/13 – Projected MY 2021/22 as of the

September 10, 2021 USDA Crop Production & WASDE Reports



U.S. Wheat Use & Ending Stocks: MY 2010/11 – “New Crop” MY

2021/22 as of the September 10, 2021 USDA Crop Production & WASDE Reports



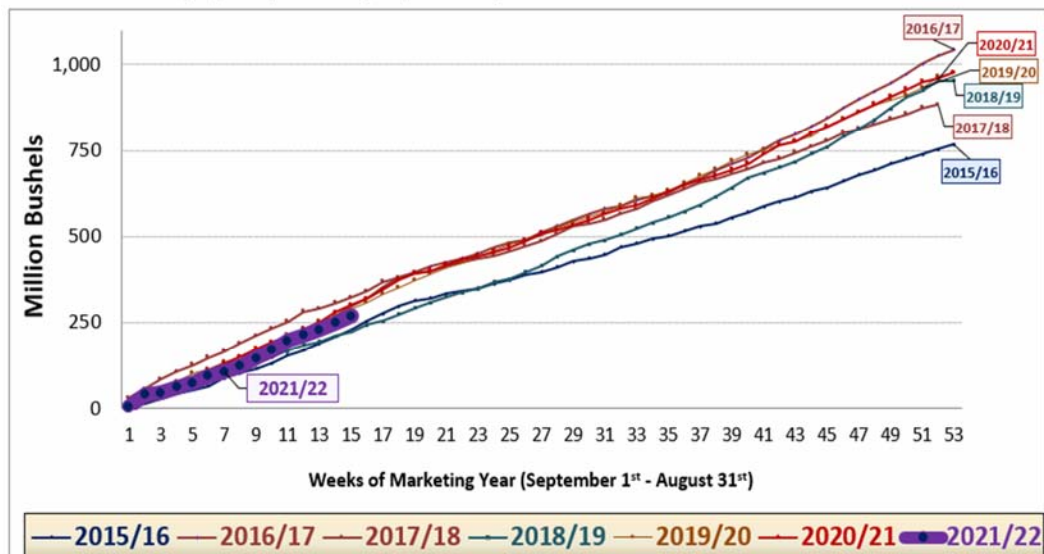
U.S. Wheat Use & Ending Stocks: MY 2012/13 – “New Crop” MY 2021/22

2021/22 as of the September 10, 2021 USDA Crop Production & WASDE Reports



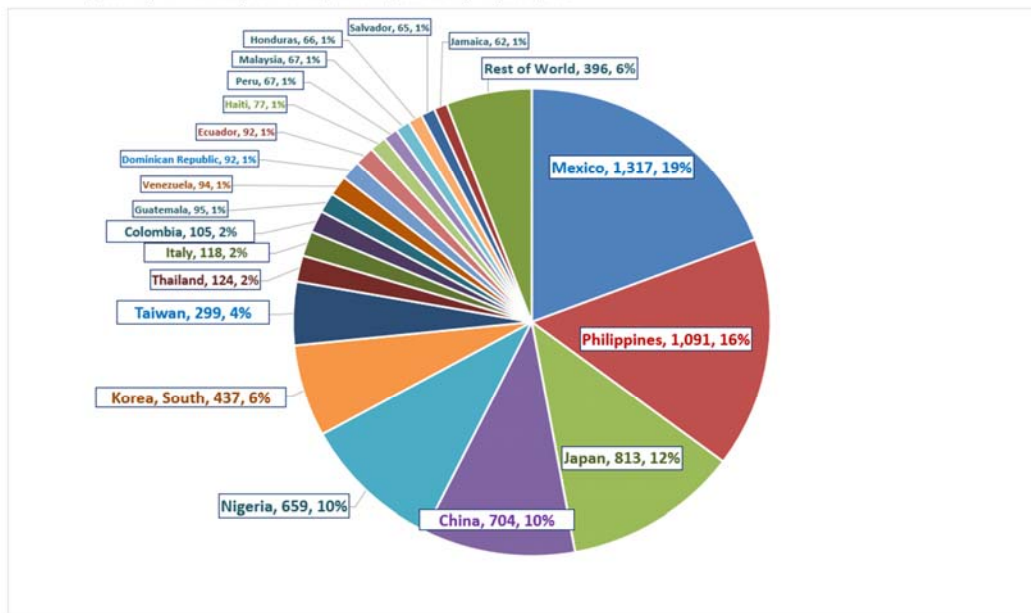
U.S. All Wheat Exports: MY 2015/16 thru “New Crop” MY 2021/22 as of USDA

FAS Weekly Export reports through September 16, 2021

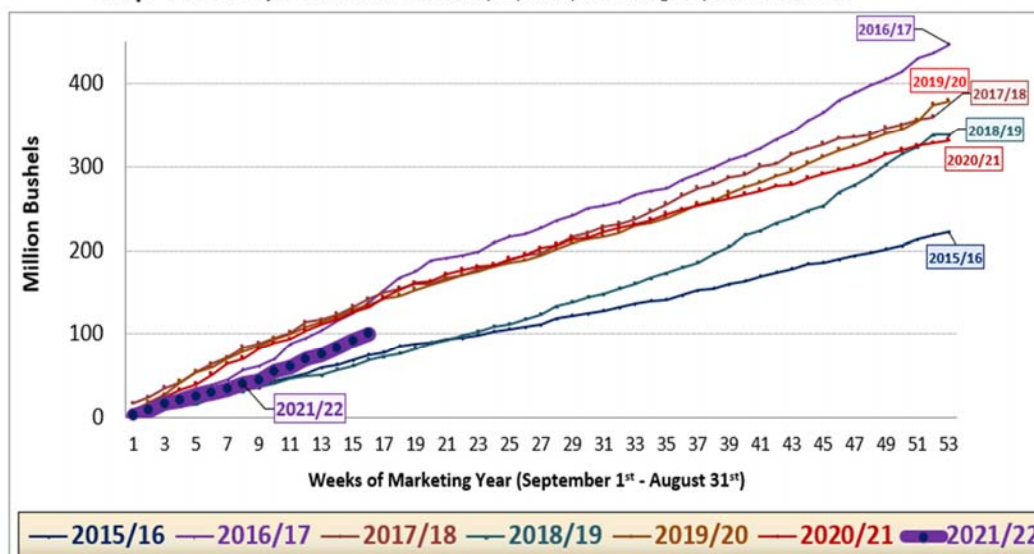


Top U.S. Wheat Export Buyers: "New Crop" MY 2021/22 as of the September 21, 2021 USDA U.S. Export Sales report

(1,000 mt), with Marketing Year from September 1, 2021 through August 31, 2022.

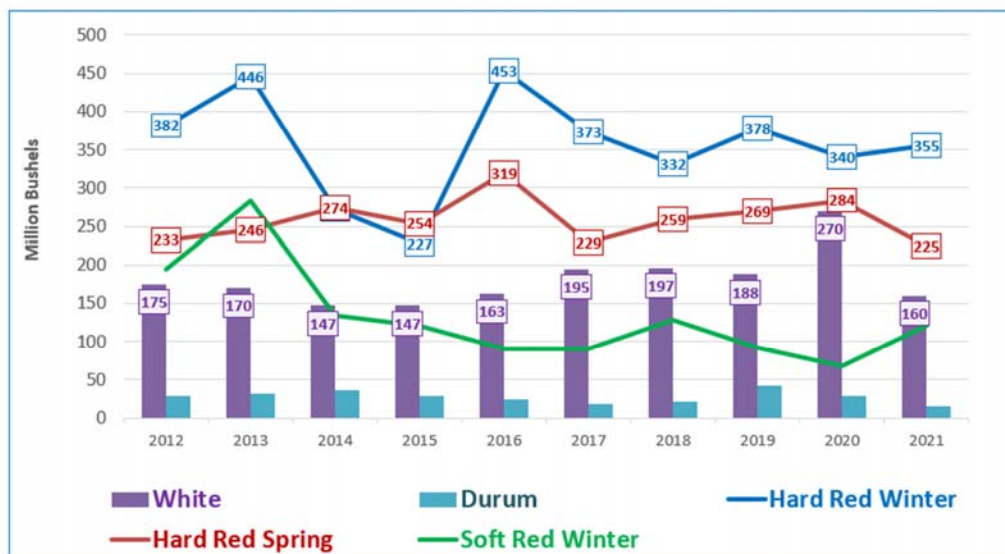


U.S. Hard Red Winter Wheat Exports: MY 2015/16 thru "New Crop" MY 2021/22 as of USDA FAS Weekly Export reports through September 16, 2021



U.S. Wheat Exports by Class: Since MY 2012/13 as of the September 10, 2021

USDA Crop Production & WASDE Reports



U.S. Wheat Ending Stocks & Percent (%) S/U:

MY 2006/07 thru "New Crop" MY 2021/22 - Sept. 10, 2021 USDA Crop Production & WASDE Reports



U.S. Wheat Ending Stocks vs U.S. Cash Prices: MY 2009/10

thru "New Crop" MY 2021/22 - Sept. 10, 2021 USDA Crop Production & WASDE Reports



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U.S. Wheat Supply-Demand Balance Sheet:

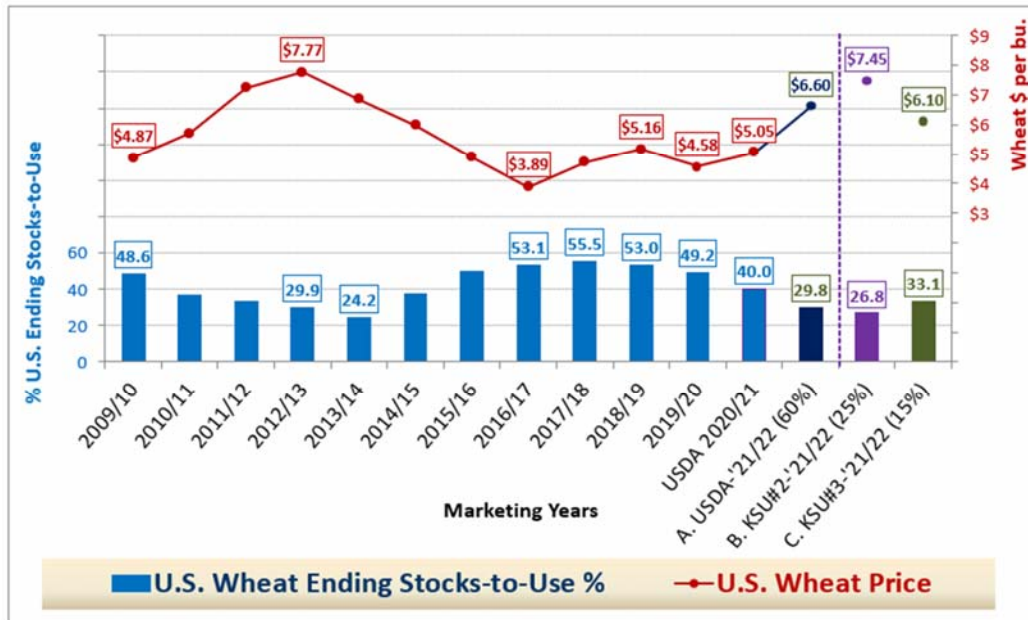
"New Crop" MY 2021/22 as of the September 10, 2021 USDA WASDE report, with KSU scenarios

Item	USDA 2021/22	B. KSU Scenario #2 "New" MY 2021/22 Higher Exports ^{+50 mb}	C. KSU Scenario #3 "New" MY 2021/22 Lower Exports ^{-50 mb}
% Probability of Occurring ^{KSU est.}	60% prob	25% prob.	15% prob.
Planted Area (million acres)	46.743	46.743	46.743
Harvested Area (million acres)	38.102	38.102	38.102
% Harvested/Planted Area	81.51%	81.51%	81.51%
Yield / harvested acre (bu/ac)	44.5	44.5	44.5
Million Bushels			
Beginning Stocks	844	844	844
Production	1,697	1,697	1,697
Imports	135	135	135
Total Supply (million bushels)	2,676	2,676	2,676
Food Use	964	964	964
Seed Use	62	62	62
Exports	875	925	825
Feed & Residual Use	160	160	160
Total Use (million bushels)	2,061	2,111	2,011
Ending Stocks (million bushels)	615	565	665
% Ending Stocks-to-Use	29.84%	26.76%	33.07%
Days of Supply (% S/U x 365 days)	109 days	98 days	121 days
U.S. Wheat Avg. Farm Price (\$/bushel)	\$6.60	\$7.45	\$6.10

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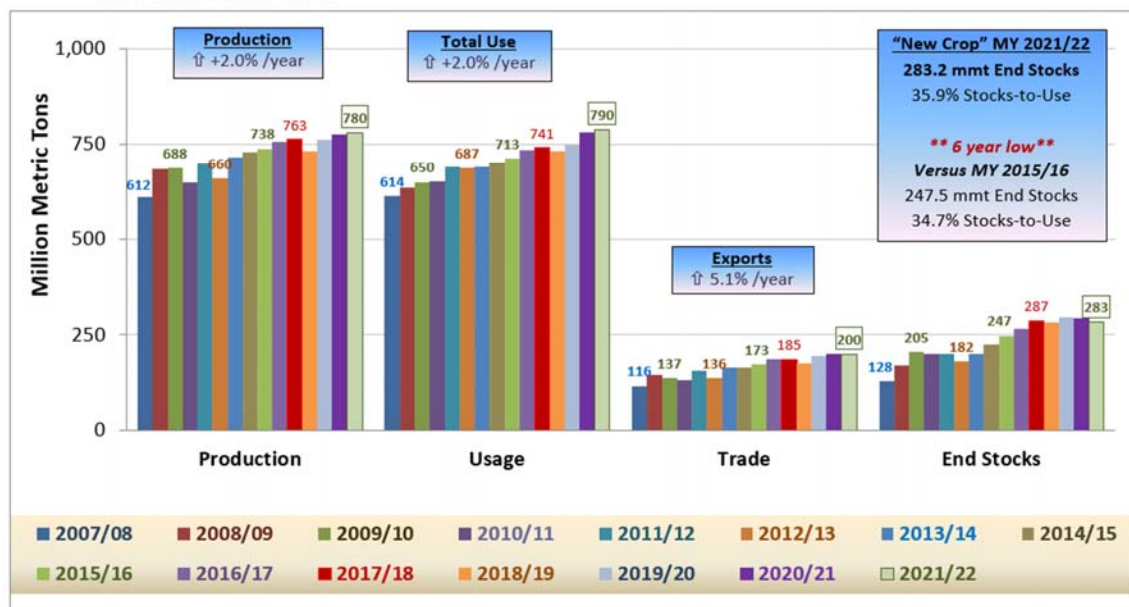
U.S. Wheat Ending Stocks vs U.S. Cash Prices: MY 2009/10

thru "New Crop" MY 2021/22 - Sept. 10, 2021 USDA Crop Production & WASDE Reports, with KSU Projections



World Wheat Usage & Ending Stocks: MY 2007/08 - "New Crop" MY 2021/22, as of the September

10, 2021 USDA WASDE Report



World Wheat Production

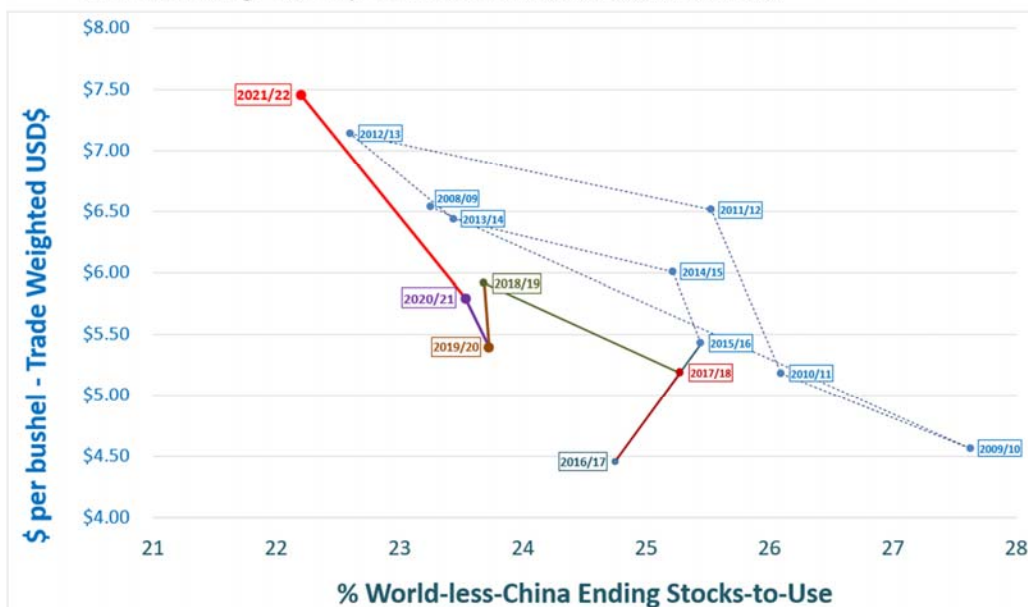
71

Country or Region	2020/2021 estimate	2021/2022 forecast	Change from August 12	Change from 2020/2021
----- Million Tons -----				
World	775.8	780.3	3.4	4.5
United States	49.7	46.2	--	-3.5
Foreign	726.1	734.1	3.4	8.0
Argentina	17.6	20.0	-0.5	2.4
Canada	35.2	23.0	-1.0	-12.2
Australia	33.0	31.5	1.5	-1.5
European Union	125.9	139.0	0.4	13.1
Turkey	18.2	16.5	--	-1.8
Russia	85.4	72.5	--	-12.9
Ukraine	25.4	33.0	--	7.6
Kazakhstan	14.3	12.5	--	-1.8
China	134.2	136.9	0.9	2.6
India	107.9	109.5	1.5	1.7
Northwest Africa	7.5	12.3	--	4.8

U.S. Wheat Price *Trade Wtd USD\$ Adj* vs "World Less-China" % S/U:

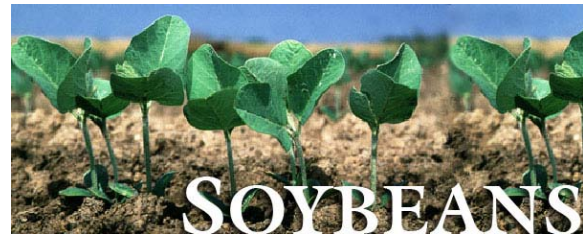
72

MY 2008/09 through "New Crop" MY 2020/21 as of the September 10, 2021 USDA WASDE report



Soybean Markets

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Department of Agricultural Economics

U.S. Soybean S/D & Stocks.....

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- **Soybean: “Tight” Stocks & % S/U** @ **\$12.90 /bu** U.S. Farm\$
 - o **Production** ^{2020/21} ⇒ 4.374 bln bu (vs 4.135 bb last year)
 - o **End Stocks** ^{2021/22} ⇒ 185 mln bu (≈ 175 mb last year)
 - o **% Stocks/Use** ^{2021/22} ⇒ 4.2% Stks/Use (≈ 3.9% last year)
 - o **U.S. Farm \$** ^{2021/22} ⇒ \$12.90 /bu (\$8.57 & \$10.90 last 2 years)

CME Soybean Futures

TFC Commodity Charts

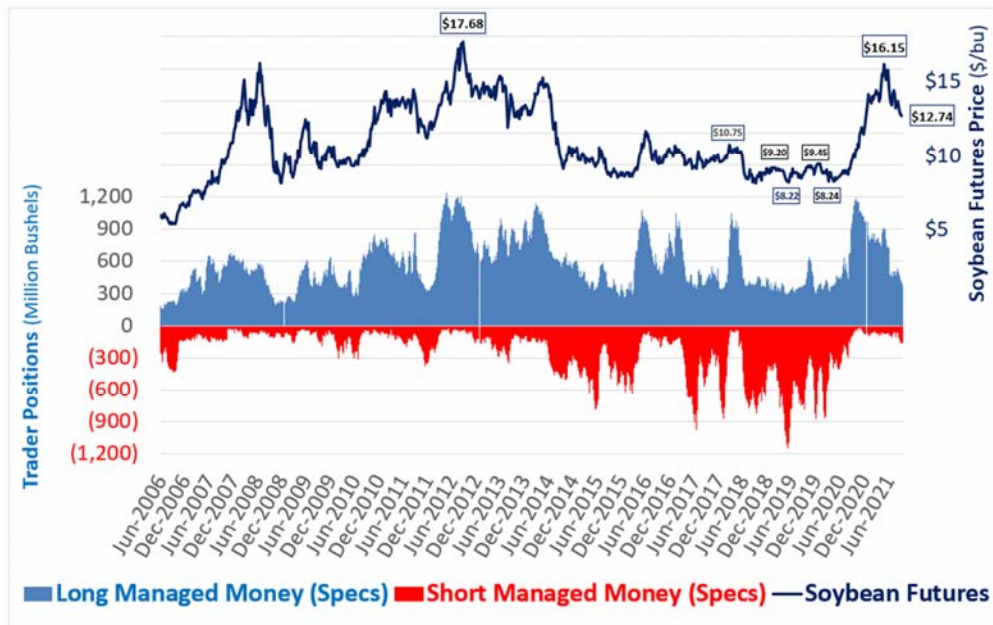
Weekly Chart: April 21, 2017 – September 27, 2021

75



CME SOYBEANS Managed Money Traders^(Specs) Long/Short Positions w. Futures \$'s: June 2006-Sept. 21, 2021 (Weekly CFTC Data) + 9/21/2021 NOV. 2021 Soybeans

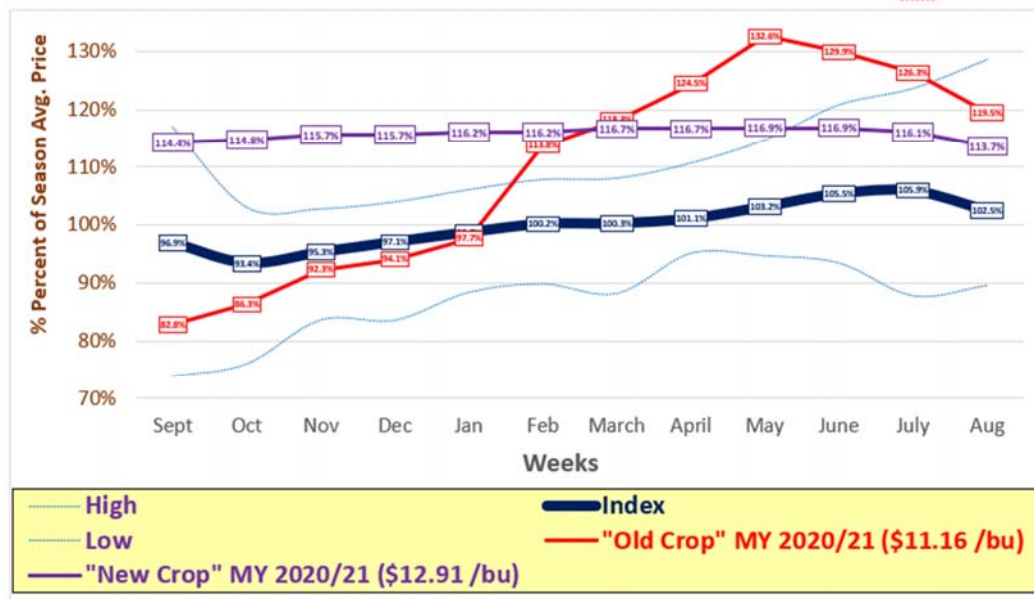
76



Kansas Soybean Seasonal Price Index + U.S. Prices:

77

MY 1999/00 – MY 2019/20 + "Old Crop" MY 2020/21 & "New Crop" MY 2021/22 Ests. 9/27/2021

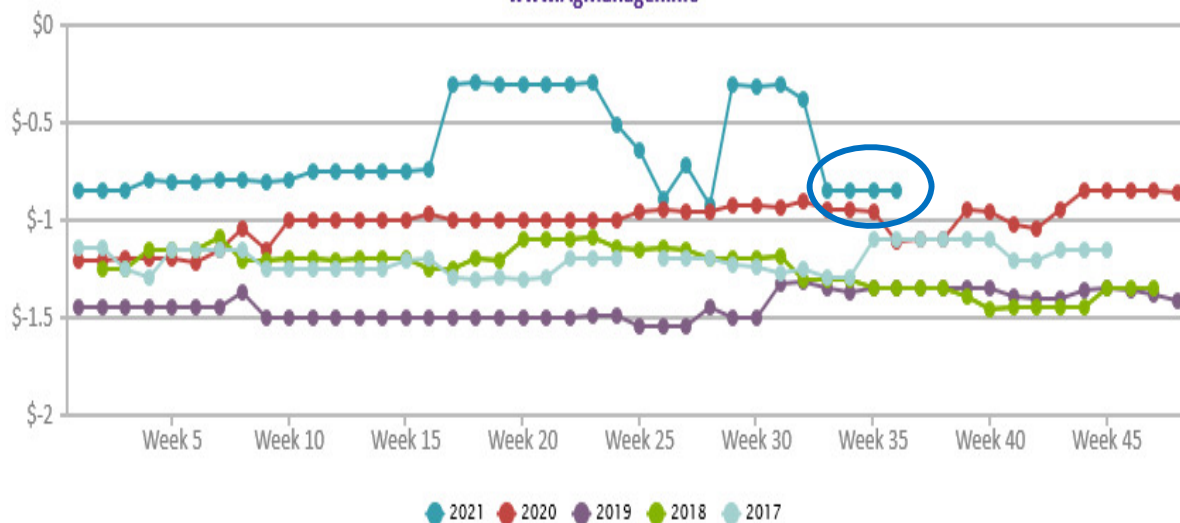


GARDEN CITY, KS: Soybeans Basis - GARDEN CITY COOP

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SALINA, KS: Soybeans Basis - CARGILL

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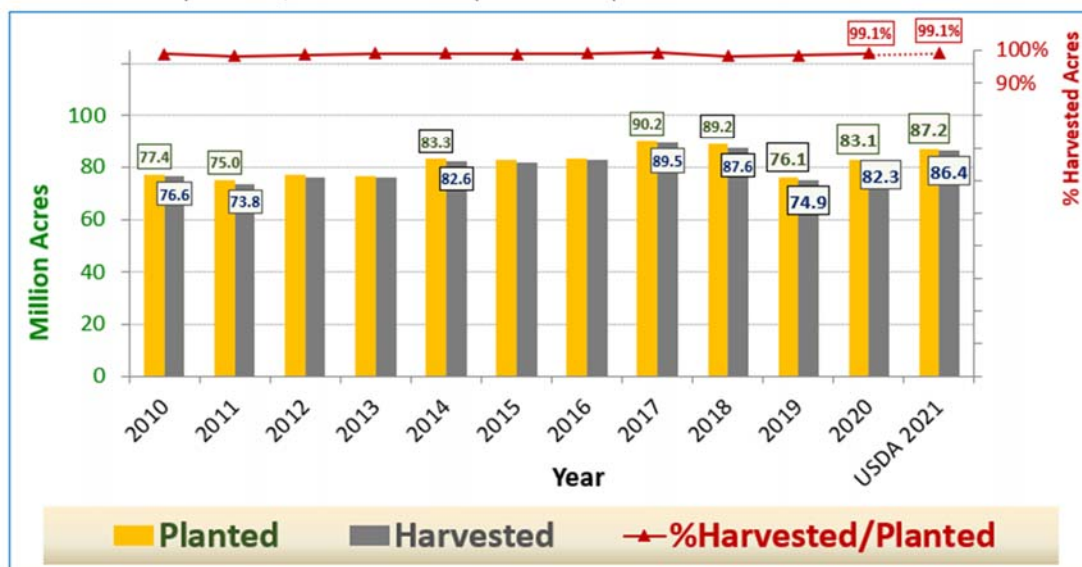
U.S. Soybeans Supply and Demand

Item	2020/2021		2021/2022		
	Estimate	Change from August 12	Forecast	Change from August 12	Change from 2020/2021
Planted area (million acres)	83.1	--	87.2	-0.3	4.2
Harvested area (million acres)	82.3	--	86.4	-0.3	4.1
Yield (bushels per acre)	50.2	--	50.6	0.6	0.4
----- Million bushels -----					
Beginning stocks	525	--	175	15	-350
Production	4,135	--	4,374	35	238
Imports	20	--	25	-10	5
Total supply	4,680	--	4,574	40	-106
Crush	2,140	-15	2,180	-25	40
Seed and Residual	105	**	119	**	14
Domestic use	2,245	-15	2,299	-25	54
Exports	2,260	--	2,090	35	-170
Total use	4,505	-15	4,389	10	-116
Ending stocks	175	15	185	30	10
----- Percent -----					
Stocks to use ratio	3.9	0.4	4.2	0.7	0.3
----- Dollars per bushel -----					
Average market price	10.90	--	12.90	-0.80	2.00

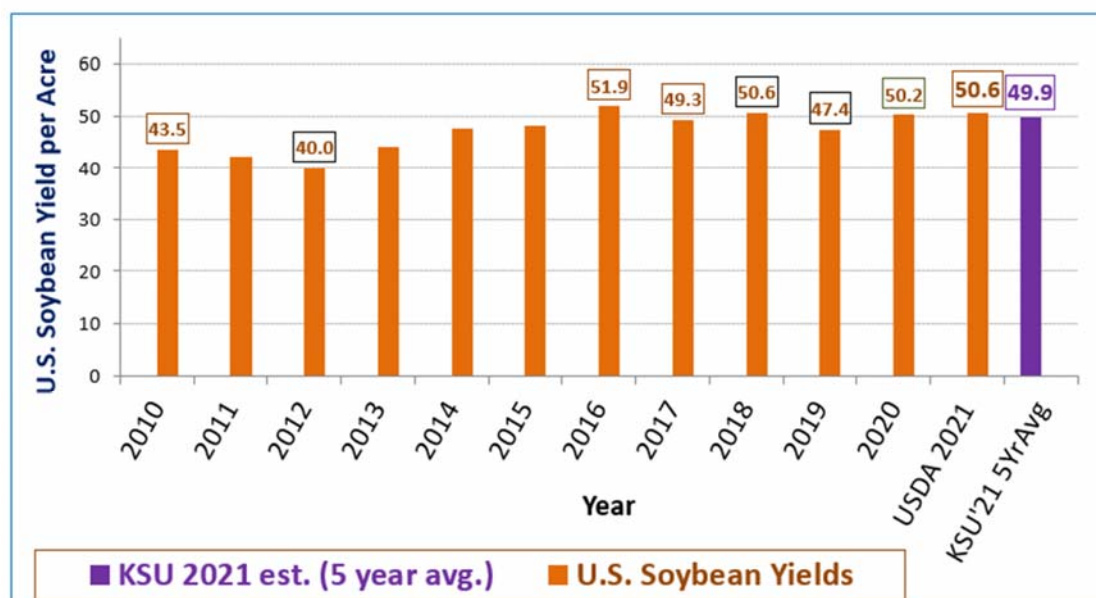


U.S. Soybean Planted & Harvested Acreage: 2010-2021

as of the September 10, 2021 USDA NASS Crop Production Report



U.S. Soybean Yields: 2010-2021 as of the September 10, 2021 USDA Crop Production Report





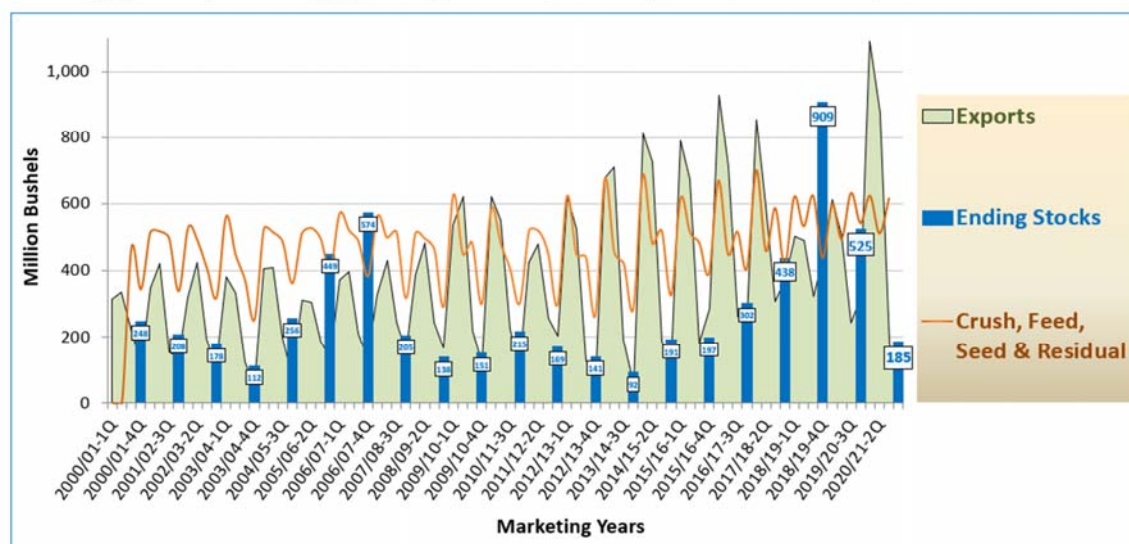
U.S. Soybean Production & Total Supplies: MY 2010/11 thru

Projected "Next Crop" MY 2021/22 as of the September 10, 2021 WASDE Report

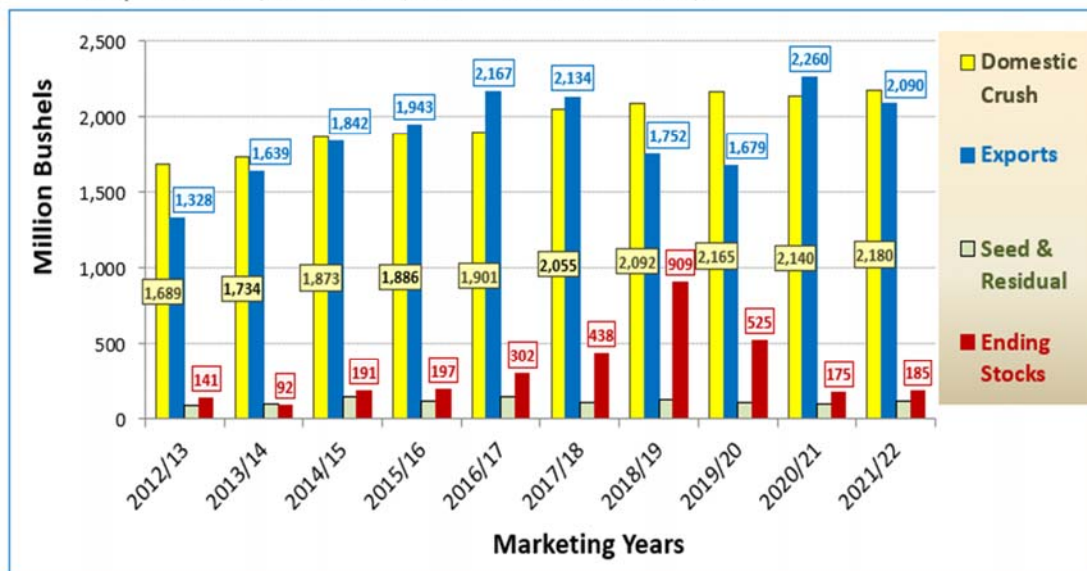


Quarterly U.S. Soybean Domestic Crush, Exports, & Ending Stocks:

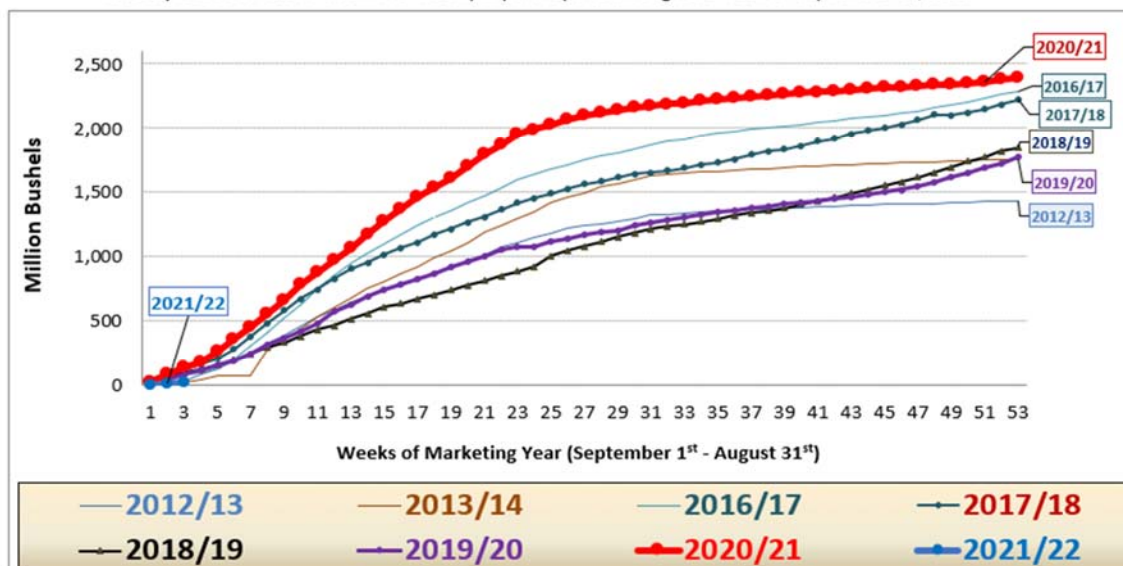
1st Qtr MY 2000/01 thru 3rd Qtr "Old Crop" MY 2020/21 as of the September 10, 2021 USDA WASDE report



Crop" MY 2021/22 as of the September 10, 2021 USDA WASDE report



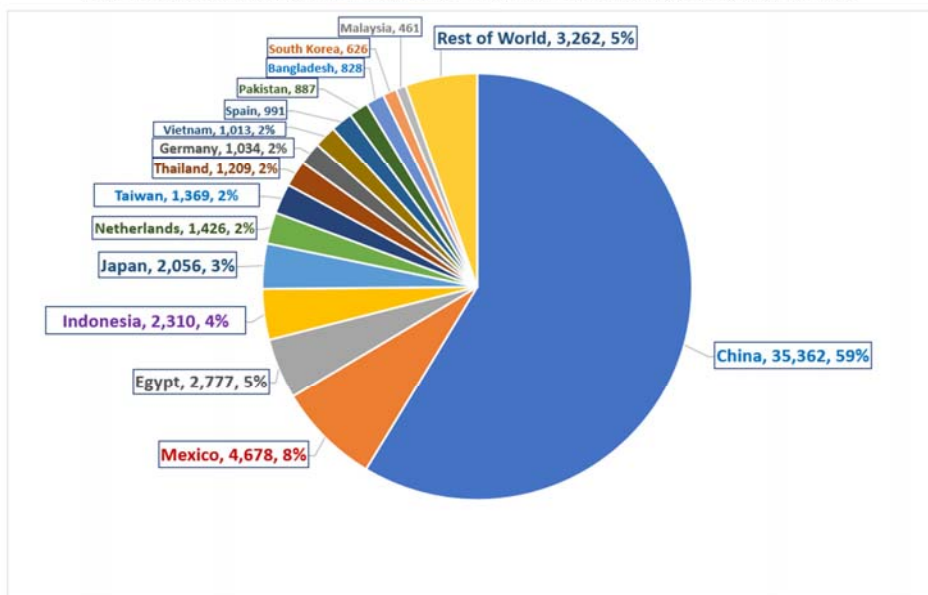
2021/22 as of recent USDA FAS Weekly Export reports through the week of September 16, 2021





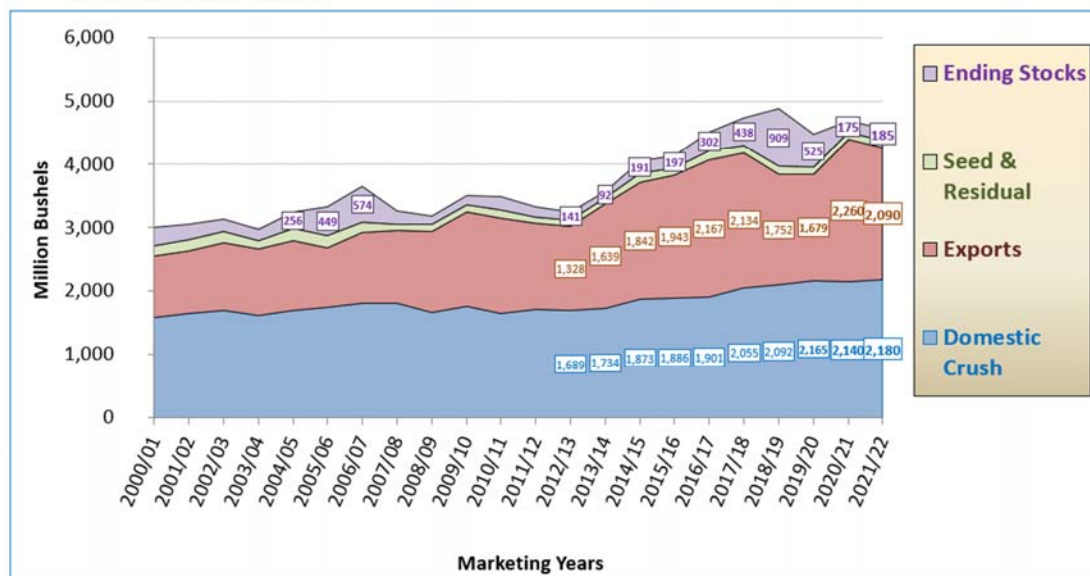
Top 15 U.S. Soybean Export Buyers: "Old Crop" MY 2020/21 through August 26, 2021 – source:

USDA U.S. Export Shipments data (1,000 mt), with Marketing Year from September 1, 2021 through August 31, 2022 (1,000 metric tons).



U.S. Soybean Use & Ending Stocks: MY 2000/01 – "New Crop" MY 2021/22, as of the

September 10, 2021 USDA WASDE Report





U.S. Soybean % Stocks/Use vs U.S. Cash Prices:

MY 2006/07 – “New Crop” MY 2021/22 as of the September 10, 2021 USDA WASDE Report.



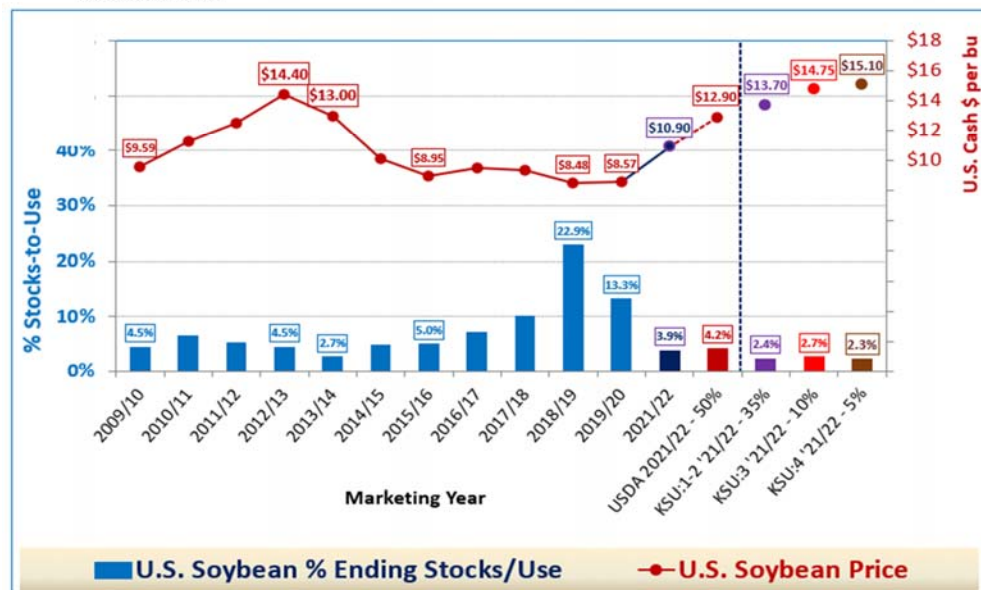
U.S. Soybean Supply-Demand Balance Sheet: “New Crop” MY 2021/22 as of the

September 10, 2021 USDA WASDE report with KSU Adjustments & Scenarios

Item	A. USDA WASDE “New Crop” MY 2021/22 September 10, 2021	B. KSU #1 USDA Adj. “New Crop” MY 2021/22 Low Exports @ 2.0 bb	C. KSU #2 USDA Adj. “New Crop” MY 2021/22 Low Yield @ 48.5 bu/ac	D. KSU #3 USDA Adj. “New Crop” MY 2021/22 47.5 bu/ac Yield	E. KSU #4 USDA Adj. “New Crop” MY 2021/22 46.0 bu/ac Yield
% Probability of Occurring (KSU)	50% ^{KSUest}	20% ^{KSUest}	15% ^{KSUest}	10% ^{KSUest}	5% ^{KSUest}
Planted Area (million acres)	87.235	87.235	87.235	87.555	87.555
Harvested Area (million acres)	86.436	86.436	86.436	86.720	86.720
% Harvested/Planted Area	99.08%	99.08%	99.08%	99.05%	99.05%
Yield / harvested acre (bu/ac)	50.6	48.5	48.5	47.5	46.0
Beginning Stocks (million bushels)	175	175	175	160	160
Production (million bu.)	4,374	4,374	4,192	4,119	3,989
Imports (million bu.)	25	25	25	35	35
Total Supply (million bu.)	4,574	4,574	4,392	4,314	4,184
Domestic Crushings	2,180	2,180	2,130	2,115	2,060
Exports	2,090	2,000	2,040	1,965	1,910
Seed	104	104	104	104	104
Residual	14	15	15	16	16
Total Use	4,389	4,299	4,289	4,200	4,090
Ending Stocks	185	103	103	114	94
% Ending Stocks-to-Use	4.22%	2.40%	2.40%	2.71%	2.30%
Days of Supply (% S/U x 365 days)	15.4 days	8.8 days	8.8 days	10.1 days	8.5 days
U.S. Avg. Farm Price (\$/bu)	\$12.90 ^{USDA} Vs \$11.66 ^{/bu} KSU Futures & Basis-based forecast #10/10/21	\$13.70 ^{USDA} Vs \$13.49 ^{/bu} KSU Futures & Basis-based forecast #10/10/21	\$13.70 ^{USDA} Vs \$13.49 ^{/bu} KSU Futures & Basis-based forecast #10/10/21	\$14.75 ^{KSU}	\$15.10 ^{KSU}

U.S. Soybean % Stocks/Use vs U.S. Cash Prices:

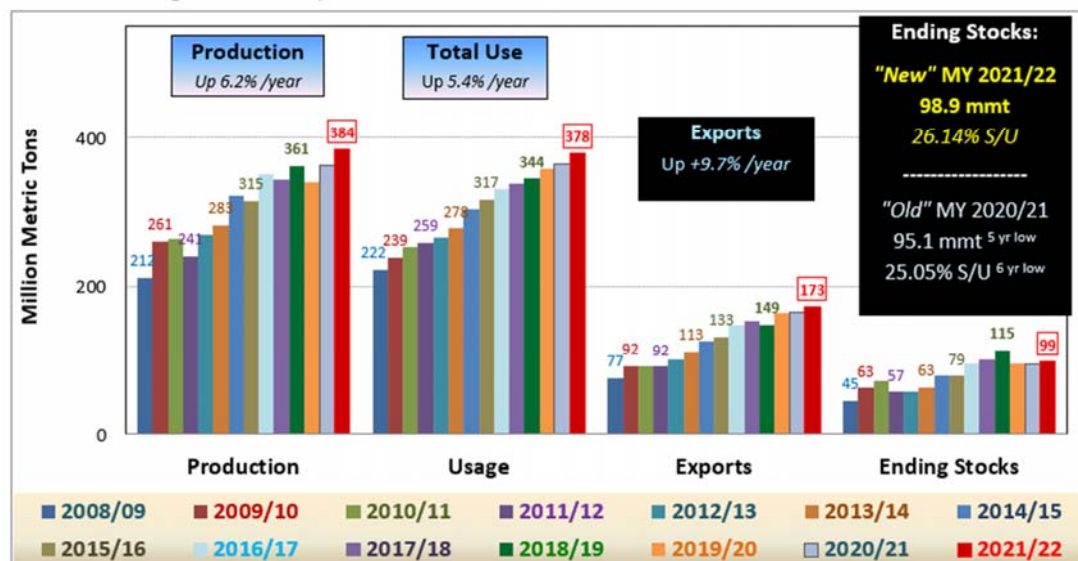
MY 2009/10 – “New Crop” MY 2021/22 as of the September 10, 2021 USDA WASDE Report & KSU forecast scenarios.



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World Soybean Usage & Ending Stocks:

MY 2008/09 through “New Crop” MY 2021/22 as of the September 10, 2021 WASDE Report



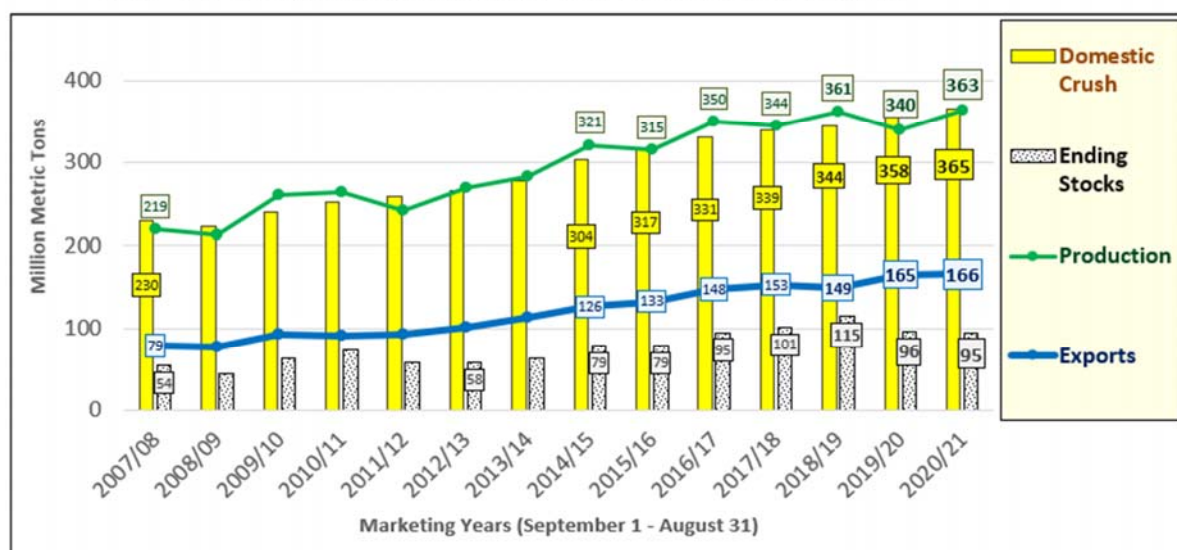
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World Soybean Supply and Use

Item	2020/2021 estimate	2021/2022 forecast	Change from August 12	Change from 2020/2021
----- Million Tons -----				
Beginning stocks	95.9	95.1	2.3	-0.8
Production	363.3	384.4	0.8	21.1
Total Supply	459.2	479.5	3.0	20.3
Crush	318.0	329.3	-0.2	11.4
Total use	365.1	378.4	-0.2	13.3
Trade	165.7	173.2	0.8	7.4
Ending Stocks	95.1	98.9	2.7	3.8
Addendum				
Beginning stocks				
Argentina plus Brazil	46.7	51.2	-0.2	4.5
Imports*				
China	99.0	101.0	--	2.0

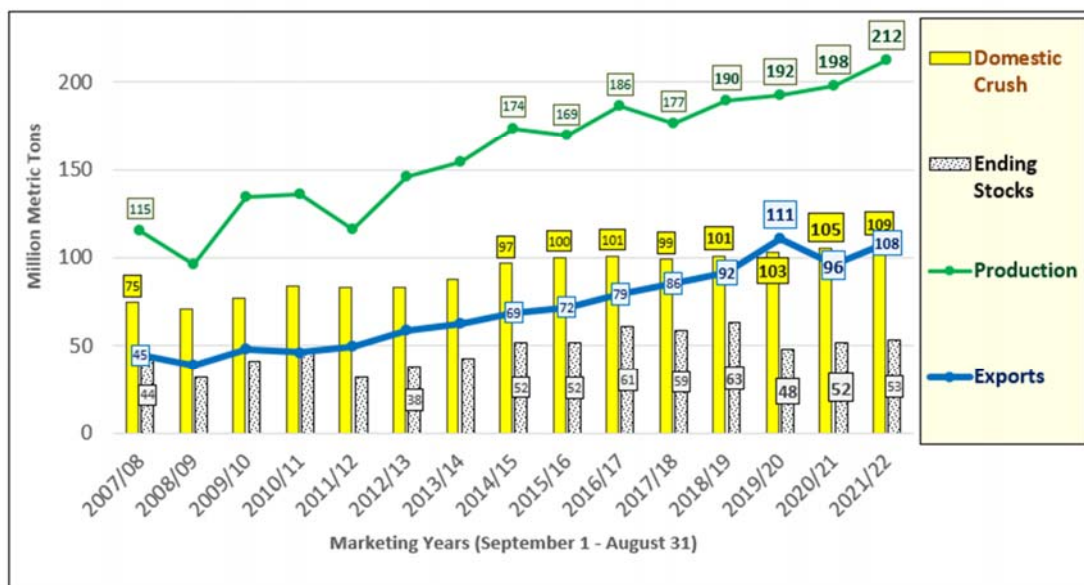
World Soybean Supply-Demand Trends: MY 2007/08 –

"New" MY 2021/22 as of the September 10, 2021 USDA WASDE Report



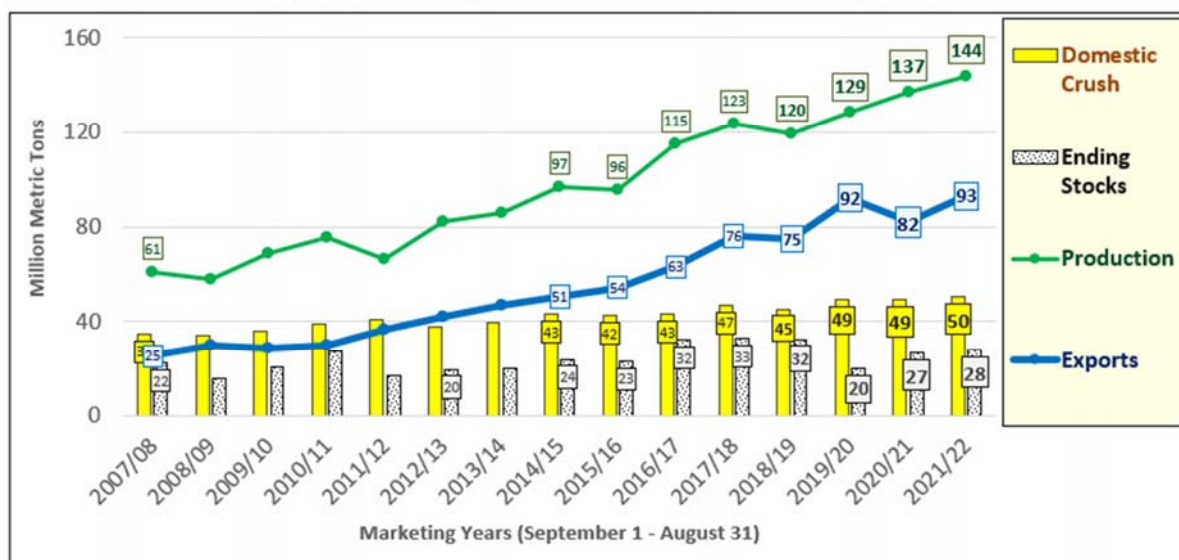
South America Soybean Supply-Demand Trends:

MY 2007/08 – “New” MY 2021/22 as of the September 10, 2021 USDA WASDE Report



Brazil Soybean Supply-Demand Trends:

MY 2007/08 – “New” MY 2021/22 as of the September 10, 2021 USDA WASDE Report



Argentina Soybean Supply-Demand Trends:

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MY 2007/08 – “New” MY 2021/22 as of the September 10, 2021 USDA WASDE Report



China Soybean Supply-Demand Trends:

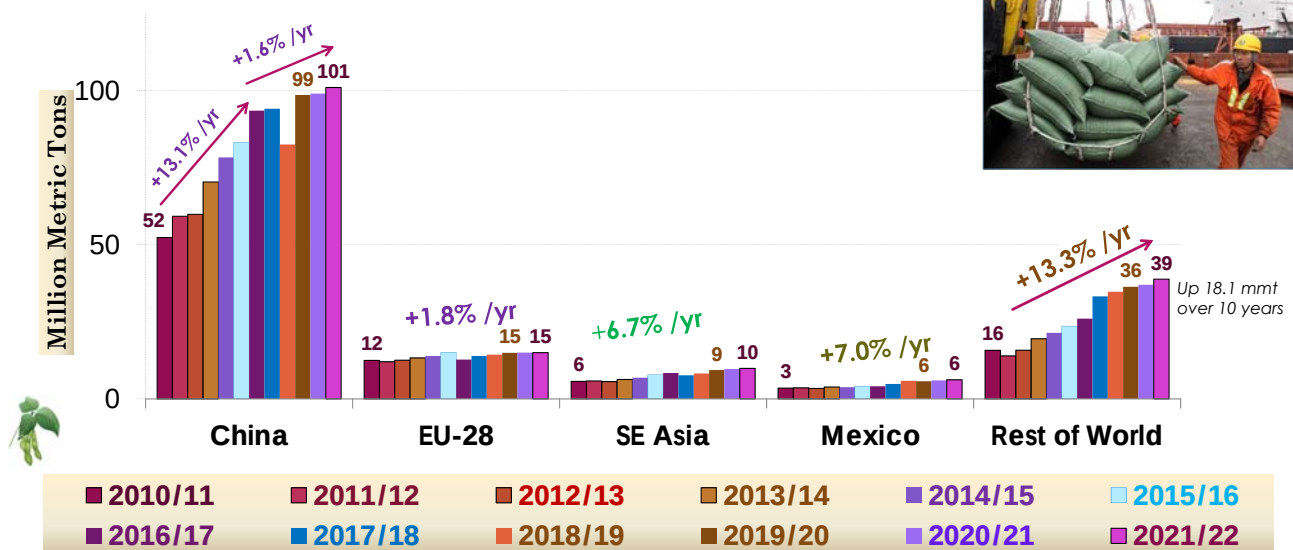
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MY 2007/08 – “New Crop” MY 2021/22 as of the September 10, 2021 USDA WASDE Report



Soybean Importer Purchases

99



U.S. Cotton S/D & Stocks.....

100

- **Cotton:** Strong World Markets @ **\$0.84 /lb**
 - o **Production** 2021/22 ⇒ 18.5 mln bales (19.9 & 14.6 mb last 2 years)
 - o **End Stocks** 2021/22 ⇒ 3.7 mln bales (7.25 & 3.15 mb last 2 years)
 - o **% Stocks/Use** 2021/22 ⇒ 20.6% S/U (16.8% & 41.1% last 2 years)
 - o **U.S. Farm \$** 2021/22 ⇒ \$0.84 /lb (\$0.59⁶⁰ & \$0.66⁵⁰ last 2 years)

U.S. Cotton Supply and Demand

101

Item	2020/2021		2021/2022		
	Estimate	Change from August 12	Forecast	Change from August 12	Change from 2020/2021
Planted area (million acres)	12.09	--	11.19	-0.53	-0.90
Harvested area (million acres)	8.28	--	9.92	-0.43	1.65
Yield (pounds per acre)	847	--	895	95	48
<i>----- Million bales -----</i>					
Beginning stocks	7.25	--	3.15	-0.05	-4.10
Production	14.61	--	18.51	1.25	3.90
Imports	0.00	**	0.00	**	--
Total supply	21.86	**	21.66	1.19	-0.20
Mill use	2.35	0.05	2.50	--	0.15
Exports	16.37	0.02	15.50	0.50	-0.87
Total use	18.72	0.07	18.00	0.50	-0.72
Unaccounted	-0.01	-0.02	-0.04	-0.01	-0.03
Ending stocks	3.15	-0.05	3.70	0.70	0.55
<i>----- Percent -----</i>					
Stocks to use ratio	16.8	-0.3	20.5	3.4	3.7
<i>----- Cents per pound -----</i>					
Average market price	66.50	--	84.00	4.00	17.50

-- No change. **Rounds to zero.

September 10, 2021

World Cotton Supply and Demand

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Item	2020/2021 estimate	2021/2022 forecast	Change from August 12	Change from 2020/2021
<i>----- Million bales -----</i>				
Beginning stocks	98.2	91.3	-0.5	-6.9
Production	112.4	119.6	0.7	7.2
Total Supply	210.6	210.9	0.3	0.3
Consumption	119.6	124.1	0.8	4.5
Trade	48.5	46.8	0.5	-1.7
Ending Stocks	91.3	86.7	-0.5	-4.6
Addendum				
China ending stocks	39.3	35.0	0.1	-4.3

September 10, 2021



Questions?

Daniel O'Brien – Extension Ag Economist

Blog: www.ksugrains.wordpress.com

KSUGrains on Twitter

www.AgManager.info



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