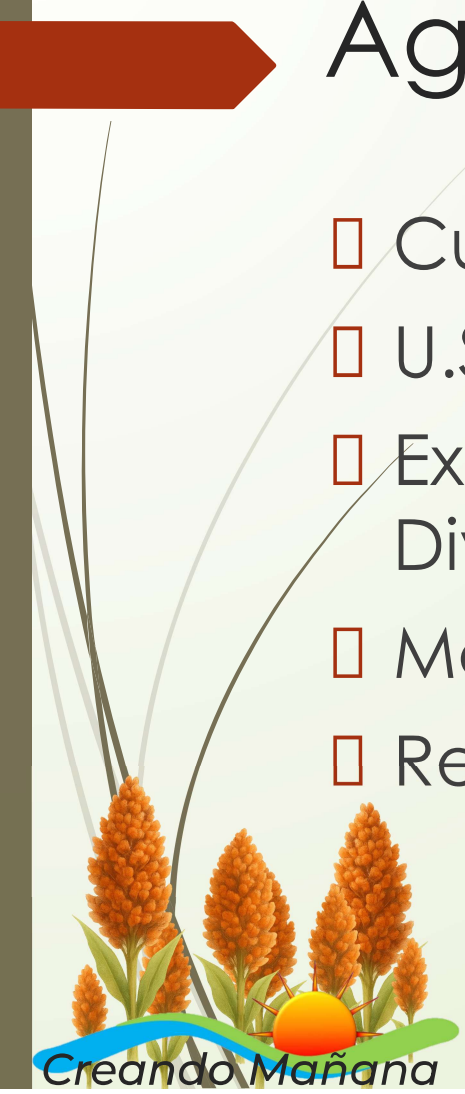




# How Does U.S. Sorghum Align with Modern Trends

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# Agenda Highlights

- Current Feed Industry Trends and Challenges
- U.S Sorghum's Unique Value Proposition
- Expanding Possibilities: U.S Sorghum in Diverse Applications
- Managing Feed Costs with U.S. Sorghum
- Recap

# Current Feed Industry Trends and Challenges



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# Rising Feed Ingredient Prices Should Encourage Alternatives





# Ingredient Prices Drive Overall Feed Costs, which Drive Production Costs

**Feed Costs are 60%-70% of Production Costs**

## **Impact of Ingredient Prices**

Feed ingredient prices are a major factor driving total feed expenses in livestock production.

## **Cost-effective Grain Selection**

Choosing cost-effective grains such as sorghum helps reduce overall feed costs without compromising nutrition.



# Demand for Efficiency and Alternative Solutions

## **Efficient Feed Conversion**

Producers focus on maximizing feed conversion efficiency to improve productivity and cost-effectiveness.

## **Maintaining Animal Health**

Ensuring animal health is crucial while improving feed efficiency to sustain long-term performance.

## **Alternative Feed Ingredients**

There is a growing demand for alternative feed ingredients that consistently support animal growth and health or offer marketing advantages.



# Importance of Flexibility in Ingredient Sourcing

## **Supply Chain Uncertainty**

Uncertain supply chains necessitate having diverse sourcing options to ensure continuity.

## **Risk Mitigation**

Flexible ingredient choices reduce risks associated with supply disruptions in feed production.

## **Production Stability**

Diversified sourcing helps stabilize feed production despite market fluctuations.



# U.S. Sorghum's Unique Value Proposition

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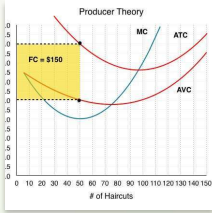


# Nutritional Strengths and Competitive Quality



## Balanced Energy and Protein

U.S. Sorghum offers a well-balanced source of energy and protein essential for a healthy diet.



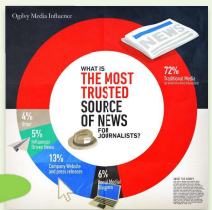
## Digestibility Compared to Grains

The digestibility of U.S. sorghum is comparable to traditional grains, supporting its dietary value.



## Nutritional Competitiveness

U.S. Sorghum's nutritional profile and price make it a strong competitor against other staple grains worldwide.



## Proven Ingredient

The easiest way to know is to ask researchers, read trial updates, internal experiment, and ask your competitors.



# Expanding Possibilities: Sorghum in Diverse Applications





# Versatility Across Multiple End Uses

## **Livestock Feed Adaptation**

U.S. sorghum can be formulated into feed diets optimized for cattle, sheep, and other livestock nutrition requirements.

## **Poultry Feed Formulation**

U.S. sorghum is an adaptable ingredient in poultry feed, supporting the healthy growth and development of chickens and turkeys and layer production.



# Versatility Across Multiple End Uses

## **Aquaculture Diets**

U.S. sorghum can be used in aquaculture feeds, providing balanced nutrition for farmed fish and other aquatic species.

## **Petfood Formulation**

New, adaptable, healthy, consumer appealing ingredient.

## **Sorghum in Food Products**

U.S. sorghum is increasingly used in diverse food products due to its nutritional value and gluten-free properties.



# Versatility Across Multiple End Uses

## **Spirits and Beer Products**

U.S. sorghum is complementary to the traditional domestic sorghum supply. Assisting when prices and availability become concerning.

## **Industrial Applications**

U.S. sorghum can be utilized in biofuels and bioplastics production, contributing to sustainable industrial alternatives.



# Managing Feed Costs with U.S. Sorghum

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# The Role of U.S. Sorghum in Cost-Effective Feed Formulation

## **Competitive Pricing Benefits**

U.S. sorghum offers competitive pricing that helps reduce overall feed formulation expenses effectively.

## **Nutritional Value**

The nutritional profile of U.S. sorghum supports animal health without compromising feed quality.

## **Cost-Effective Feed Formulation**

Incorporating U.S. sorghum reduces feed formulation costs while maintaining the required nutritional standards.



# The Role of U.S Sorghum in Cost-Effective Feed Formulation

## **Available**

As the world's largest sorghum producer, the U.S. maintains a significant export volume.

## **Consistent Quality**

U.S. sorghum quality is known and trusted, as indicated in the USGC Quality Report.

**Generally Worry Free – Non-GMO, Tannin Free, Low incidence of Mycotoxins, Sustainable**

**Offers Next Level Product Marketing**





# Recap

## U.S. Sorghum, A Smart Solution

### Cost Efficiency

U.S. sorghum provides a cost-effective feed option, helping reduce overall livestock feeding expenses without compromising quality.

### Quality Nutrition

U.S. sorghum offers high nutritional value, supporting healthy growth and development in livestock across various species.

**Today's Price Indications are  
\$5.00 LESS than U.S. Gulf Corn  
\$15.00 LESS than Brazilian Corn  
\$0.50 to \$1.00 SAVINGS per market pig**



# Recap

## U.S. Sorghum, A Smart Solution

### **Versatility**

U.S. sorghum is adaptable for multiple feed uses, suitable for different animals and feeding strategies in agriculture.

### **Sustainability**

U.S. sorghum's cultivation supports sustainable farming practices, contributing to environmental conservation and resource efficiency.