

Jim Galvin's Slides





Exports: Today & Tomorrow

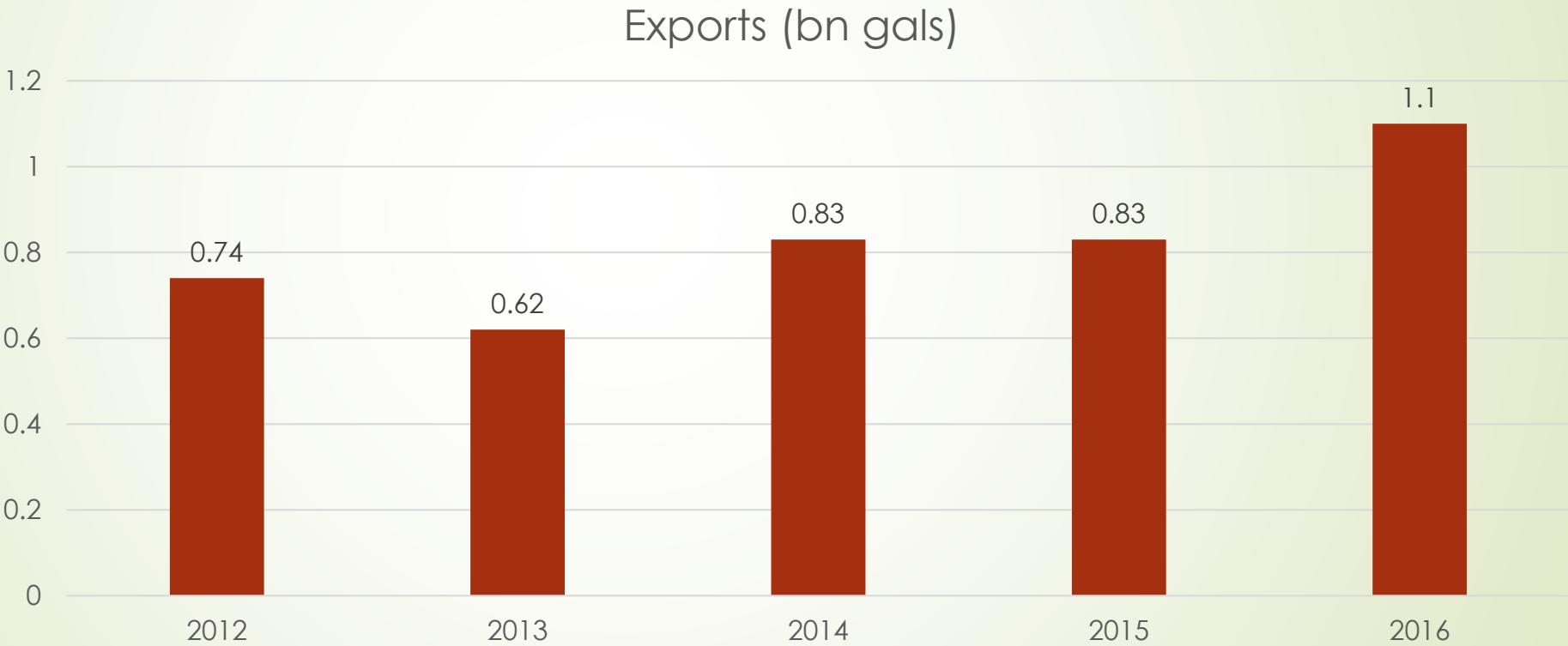
Jim Galvin

Chief Executive Officer

Lakeview Energy LLC



Key US Ethanol Statistics



Top 5 Buyers of US Ethanol

Country	2014	Country	2015	Country	2016 YTD
Canada	336M	Canada	248M	Canada	232M
Brazil	112M	Brazil	116M	Brazil	224M
UAE	68M	Philippines	71M	China	180M
Philippines	68M	China	70M	India	81M
India	41M	S. Korea	59M	Philippines	50M
% of Total	75%		68%		80%

US Biodiesel

	2015	2016
Availability/Use	2.1bn gals	2.9bn gals
Domestic Production	1.4bn gals	1.8bn gals
Imports	670m gals	1.1bn gals

- Argentina main exporter into US
- Also includes Canada, Indonesia, S. Korea and Germany

Where to for 2017 and Beyond?

- Key factors affecting ethanol exports
- Issues on Biodiesel imports
- “The Trump Effect”
 - Policies
 - Trade
- Production Capabilities for Ethanol and Biodiesel
- What is our Export Plan?

Mike Dwyer's Slides



U.S. GRAINS
COUNCIL

Developing markets. >> Enabling trade. >> Improving lives.

Building Demand for U.S. Ethanol Around the World

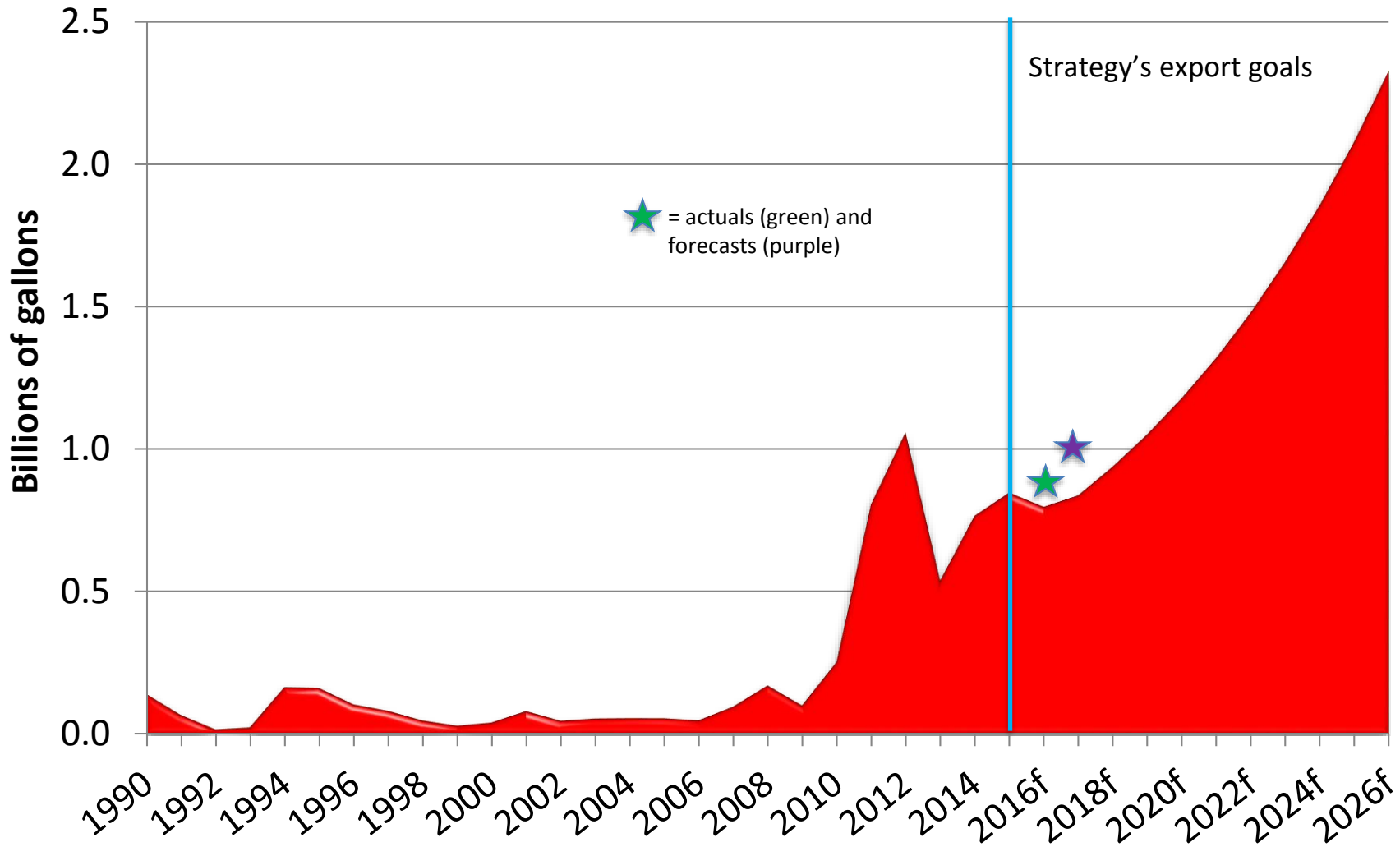
Michael Dwyer
Chief Economist
U.S. Grains Council
mdwyer@grains.org



U.S. GRAINS
COUNCIL

Developing markets. >> Enabling trade. >> Improving lives.

Aggressive Strategy Needed To Reach 2.3 Billion Gallons By 2025/26



Data Source: historical data is from Foreign Agricultural Service/USDA, Global Agricultural Trade System. Projections are USGC export goals

Potential New Markets Over 10 Years

- Focus is on Asia Pacific region. Ethanol usage is low, fuel consumption growth is the fastest in the world, and air quality problems are widespread and worsening, especially in China and India.
- Mitigating GHG emissions has become increasingly important after COP-21 (Paris) and COP-22 (Marrekesh). Ethanol reduces carbon footprint of transportation fuel.
- Octane advantages of ethanol blending. Gasoline refiners and blenders could benefit if they fully understood ethanol's benefits. Higher blends reduce MTBE and aromatics in gasoline.
- Strong global growth potential for gasoline/ethanol blending over the next 5-10 years – with right policies in place that focus on usage. Then, investment in profitable local production will follow with either local or imported feedstock.



Worldwide Engagement: Recent and Upcoming Activities

1. **APEC policy workshop** in Taiwan in 2016 (14 countries attended) and upcoming in February 2017 in Bangkok. The focus is to share experiences and develop an APEC Roadmap of how to establish a viable ethanol industry. APEC insists on a role for regional trade.
2. **Market assessment missions** -- China, India, Japan, Korea, Taiwan, Vietnam, Peru, Colombia, Mexico.
3. **Reverse missions to the U.S.** – from Mexico, Philippines, Korea, Japan to visit entire ethanol supply chain and US labs (such as the DOE labs at Oakridge, Argonne, NREL).
4. **Bilateral Working Groups** established or being planned – India, China, Mexico, Peru. Will meet twice a year to discuss technical and policy related issues. Open to more if there is interest.
5. **Technical and Environmental Workshops** – Mexico, India, Korea, China, Japan, Peru, Colombia.
6. **Ethanol Summit of the Americas** – hosted and financed by the US ethanol industry. Scheduled to be held in Houston in the fall of 2017. Every ethanol industry in the Western Hemisphere (associations, government, and industry) will be invited. More details to come.