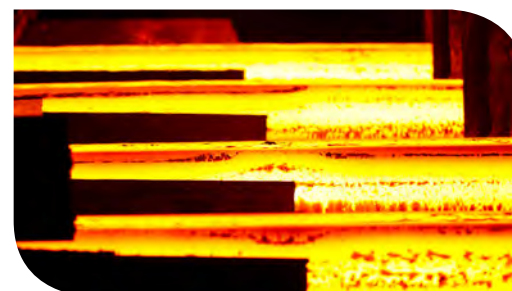


thrive™

Helping
customers
to succeed
in Africa

Cargill Metals
Supply Chain



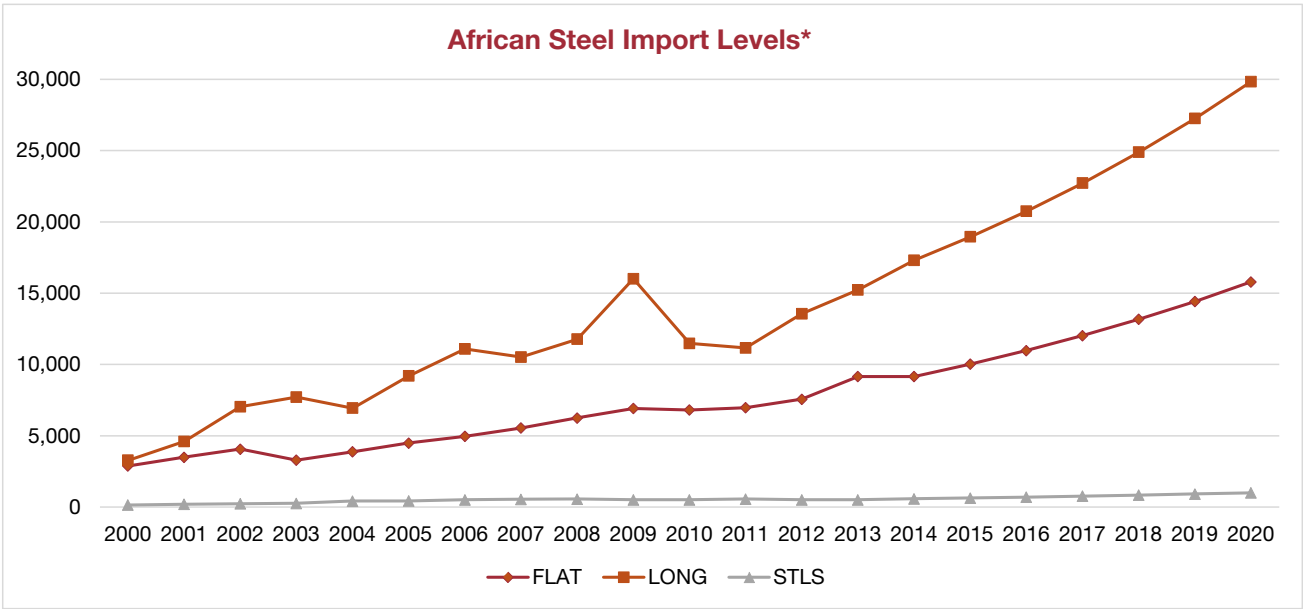
Helping customers to succeed in Africa

For the last two decades, the demand for steel in Africa has been growing at an annual rate of 11 percent. While the domestic production stays relatively flat, African markets rely on imports of foreign steel. Currently, 62% of total steel on the continent is imported.

The upward trend of steel consumption in Africa is expected to continue and customers look for reliable suppliers, competitive prices and innovative solutions that can help them succeed in the competitive environment. As a leader in the ferrous market, Cargill makes every effort to provide you with integrated

supply chain solutions that optimize your business. You benefit from more than just our broad access to steel products. You gain value-added resources that include unmatched financial, risk management, logistics and technical expertise.

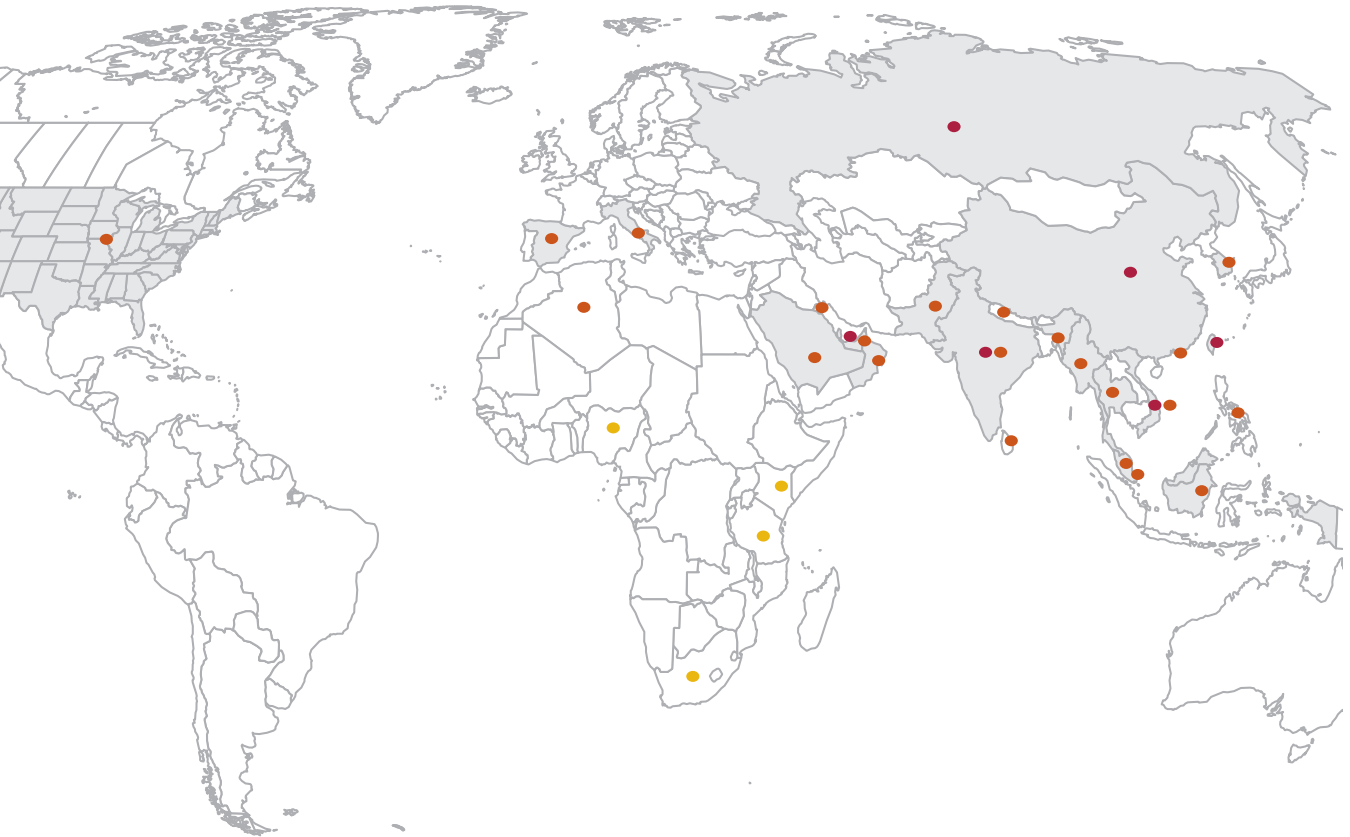
Partnering with us, you can focus on growing your business and improving profitability.



* Estimation from 2015-2020

Expanding our global steel footprint

Every year we trade 5+ million metric tons of steel (hot-rolled coil, sheets and strips, cold-rolled coil and strips, steel billets, wire rod, rebar). Our base of over 500 customers reaches across 20+ countries globally. To bring value and optionality to our customers, we source primarily from China, Taiwan and India. We are currently expanding our footprint to offer our solutions to customers in the African market.



- Sourcing:**

Russia, China, India, Qatar, Malaysia, Vietnam, Taiwan
- Destinations:**

Spain, Italy, Algeria, Saudi Arabia, Oman, UAE, Kuwait, Myanmar, Philippines, Malaysia, Hong Kong, Singapore, Sri Lanka, Thailand, South Korea, Vietnam, Indonesia, India, Bangladesh, Pakistan, Nepal, USA
- Planned destinations:**

South Africa, Kenya, Tanzania, Nigeria

“With the uncertainties in the global economy, we are directing our full talent and capabilities to help customers adapt and thrive in this new environment. That’s essential to our growth goals, too.”
- David MacLennan, Cargill’s President and CEO.

Increasing profitability of your business

Being successful in the African steel market means overcoming challenges such as production disruption, highly priced products, increased market volatility.

By partnering with Cargill, you can benefit from solutions that help you overcome them and increase the profitability of your business.

REDUCED MARKET VOLATILITY

Our dedicated risk management team offers you a unique insight into the ferrous market trends and customized price and payment solutions. Your business will benefit from greater stability and an undisputed advantage in the market place.

PRODUCT ACCESS AND COMPETITIVE PRICE

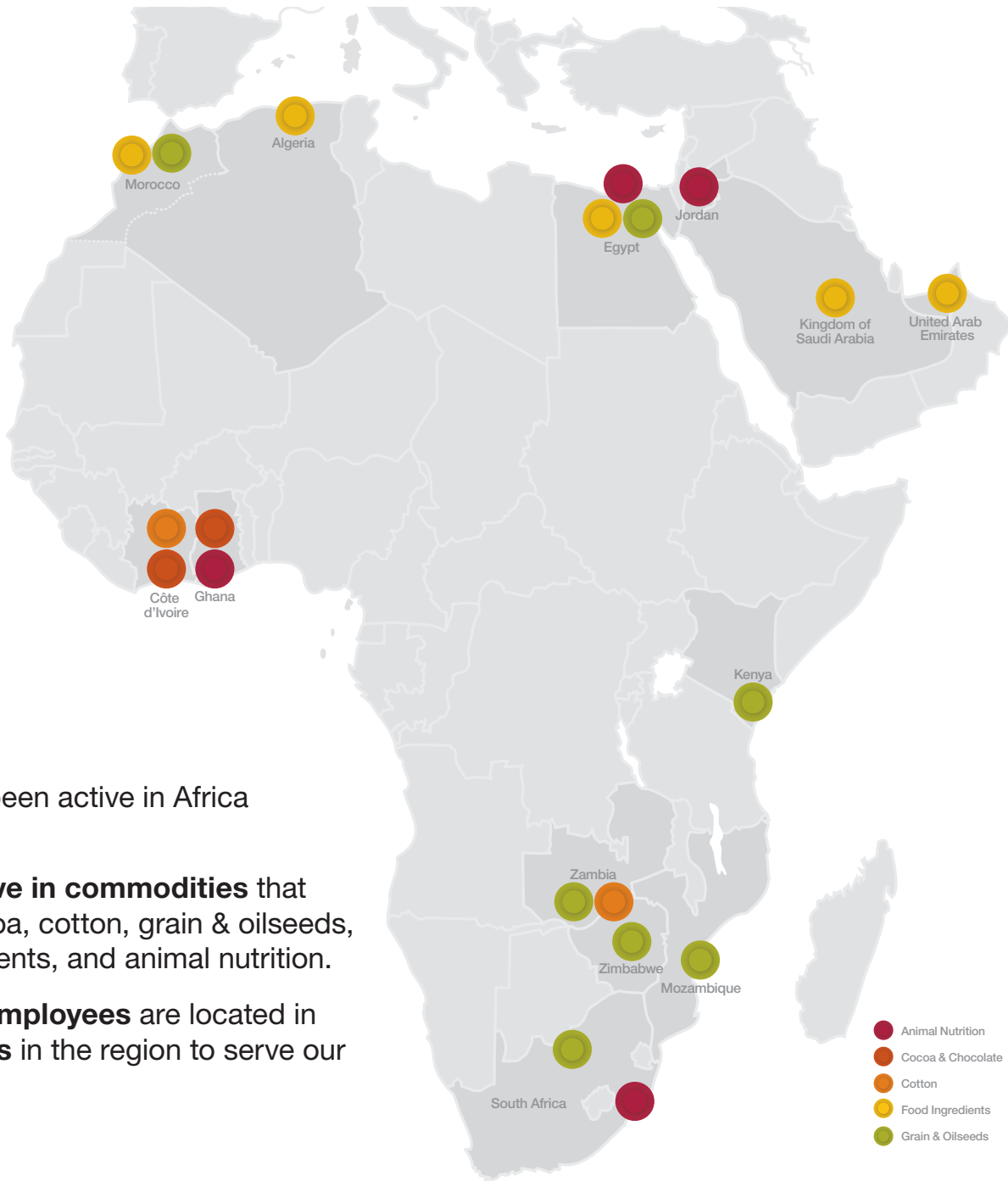
Every year we procure more than 40 mmt of iron ore and 5 mmt of carbon steel (billets, rebar, wire rod, hot rolled coil, cold rolled coil, galvanized) in various geographies. This superior sourcing capability will ensure that you have access to high-quality steel from the best-fit mills at the most competitive prices.

ENSURING PRODUCTION CONTINUITY

Cargill has 40 years of experience in successful price management and risk mitigation for our customers worldwide. Our integrated supply chain combined with unmatched financial, risk management, logistics and technical expertise optimize your business so that you can focus on growth.



Cargill's presence in Africa



Cargill has been active in Africa since 1981.

We are **active in commodities** that include cocoa, cotton, grain & oilseeds, food ingredients, and animal nutrition.

Our **4,000 employees** are located in **13 countries** in the region to serve our customers.

Cargill ferrous business - key facts

40 MMT iron ore traded

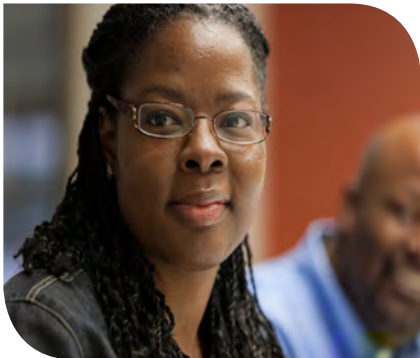
100% of contract performance



Over 40 years of ferrous experience



2.5 MMT international steel traded



2500+ customers across 40 countries



3 MMT domestic steel distribution in China and the U.S.

200 MMT iron ore and steel derivatives traded

10 steel service centers in the U.S. and China

Cargill in the energy, transportation and metals markets

We are a global trader of energy, transportation and metals. Our experience derives from the 150 years-long track record of successful commodity management. We develop unique insights, products and services that help increase profitability for our customers and grow their market share.

Working with Cargill, you can benefit from our service offering in energy and ocean transportation:



OCEAN TRANSPORTATION

- 200 MMT of dry bulk per year transported
- Fleet of over 500 vessels
- 12,000 calls across 900 ports annually
- part of the wider Cargill logistics network, we can connect customers with our extensive logistics and warehousing infrastructure and offer tailored solutions that go beyond shipping

ENERGY

- active in natural gas, power, petrochemicals, refined & non-refined oil products
- integration between petroleum supply chain and shipping management
- a well-established business in the energy space, Cargill offers in-depth market understanding, comprehensive trading, logistics expertise and risk management solutions

Cargill

Cargill is the global leader in providing financial, industrial, food and agriculture services and products. Our sales and revenues in fiscal year 2015 had reached USD120.4 billion. If the company were publicly held, it would rank 31st on Fortune Magazine's list of the largest global companies.

Cargill has 153,000 employees located in 67 countries. Thousands of customers worldwide turn to us for innovative solutions because we are a trusted partner who ensures that your business is successful.



CONDUCTING BUSINESS WITH INTEGRITY

Adhering to high standards of business conduct has been important to Cargill since our founding in 1865. We are governed by Code of Conduct, which is grounded by our Guiding Principles. They are ingrained in our culture and serve as the foundation for the behaviors expected from all our employees in all parts of the world.

Our seven Guiding Principles:

1. We obey the law.
2. We conduct our business with integrity.
3. We keep accurate and honest records.
4. We honor our business obligations.
5. We treat people with dignity and respect.
6. We protect Cargill's information, assets and interests.
7. We are committed to being a responsible global citizen.



Contact us

Our dedicated team is ready to meet with you to understand your needs and offer solutions that will make your business *thrive*.

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