



The background of the slide is a financial chart. It features a grid of horizontal and vertical dashed lines. The chart displays candlestick price data in various colors (orange, green, blue). Two moving average lines are overlaid: a thick orange line and a thinner blue line. The orange line starts high on the left and trends downwards, while the blue line starts lower and trends upwards. The text is centered over the chart.

CFTC Agricultural Advisory Committee

April 11, 2019

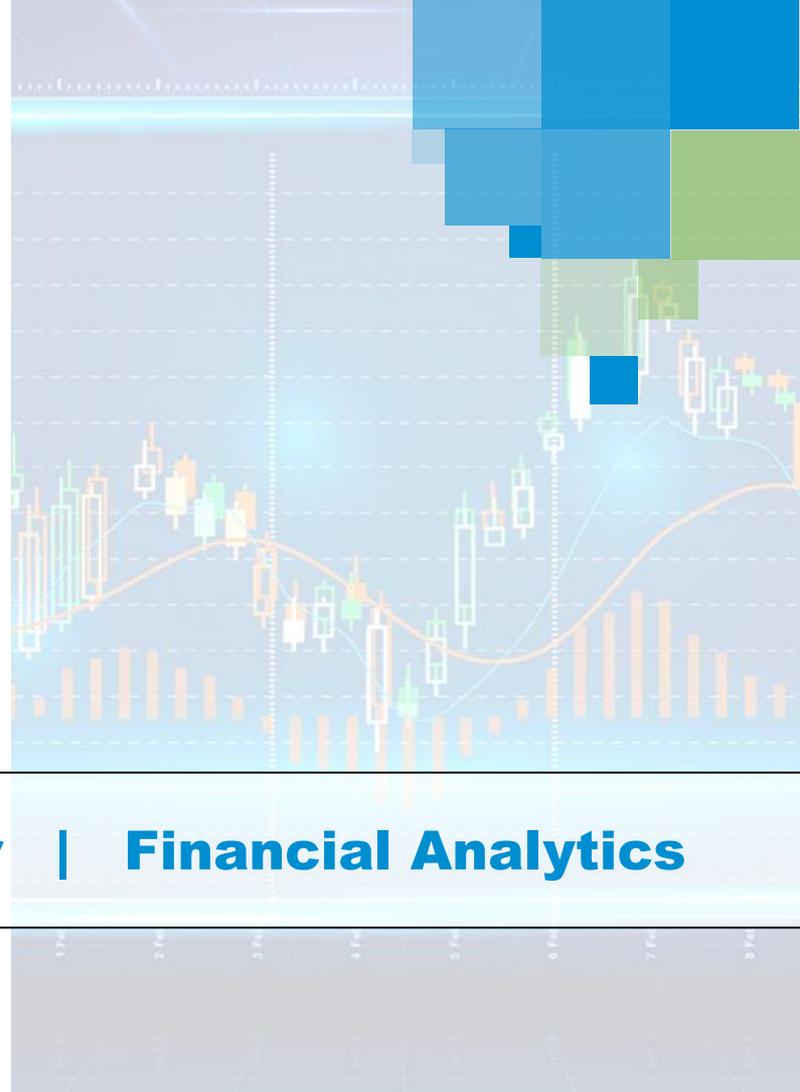
DTN^o

DTN Delivers Actionable Insights

- Are clear, contextual and strategic
- Provide greater confidence, agility and success
- Make sense of data with context
- Drive customer actions
- Support ongoing business success

Energy | **Agriculture** | **Weather** | **Financial Analytics**

DTN^o





Cash Grains @ DTN

Producers

- Leverage grain bid data, marketing advice and strategies from DTN analysts via **MyDTN**
- Utilize the free **DTN Grain Marketplace** to make informed selling decisions

Agribusinesses

- Provide local, on-demand pricing, weather and other information to their customers via **AgHost®**
- Use **DTN Portal** to centralize all offers, support integrated hedging and manage transactions.

Why is it important?



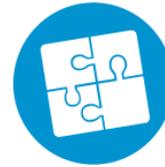
Increased
competition



Changing
technology



Tightening
margins



Greater industry
consolidation

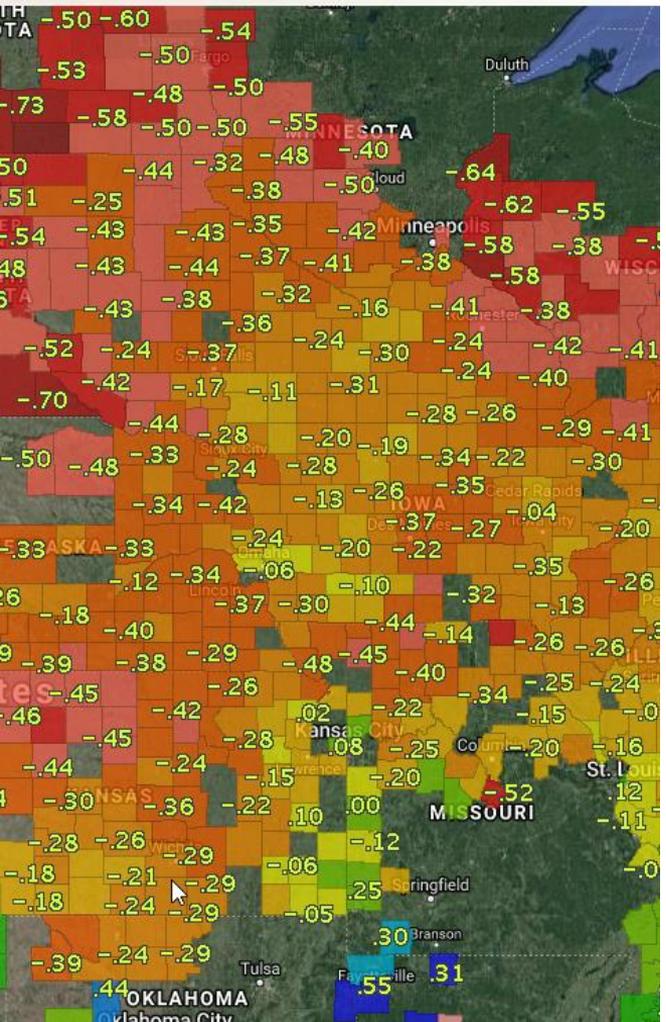


Increased
market volatility

Access to information & Ability to act...24/7

- Trump Tweet about China trade truce drives increased volatility in Sunday evening opening session.
- Producers were able to enter orders in the DTN Portal over the weekend and orders were hedged automatically as the futures markets opened Sunday afternoon.





GIS Based Cash Grain Pricing

~35,000 Bids collected daily

~4,200 locations

Historical data back to early 90s

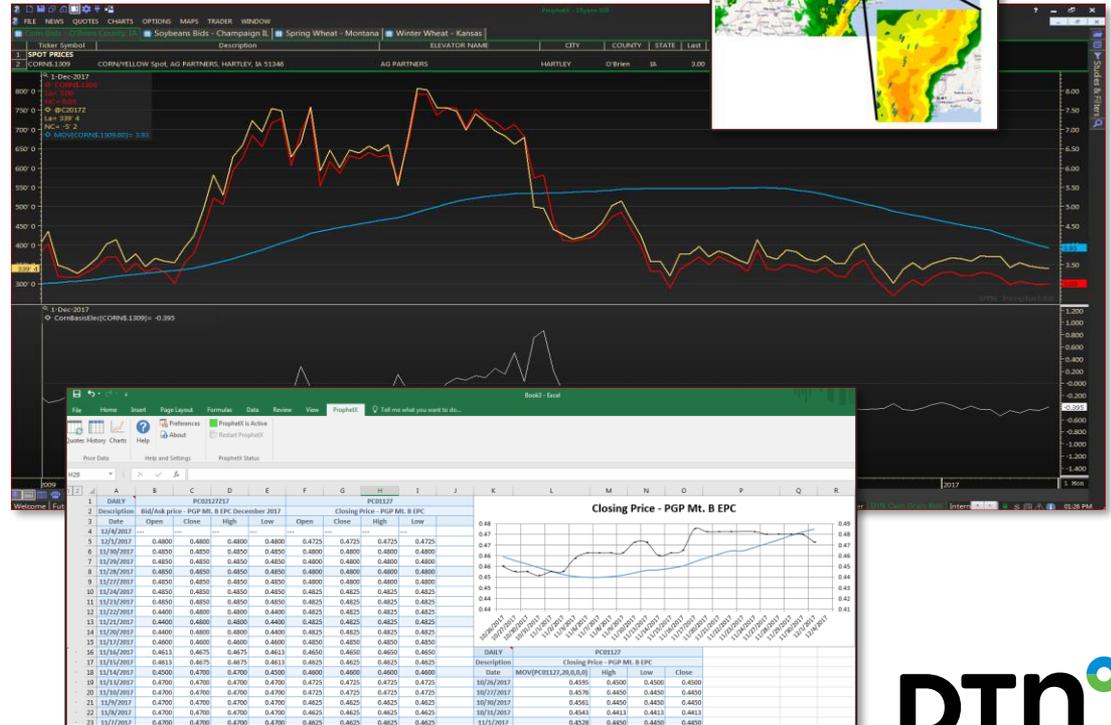
Basis, Spot & Forward

Price Discovery Cash Bids & Basis Data Analysis

Analysis of Disparate data

- Cash Grains
- Exchange Data
- USDA Report Data
- CFTC CoT Data
- Historical or Forecast Weather Data
- User Proprietary Data

Available in our UI or via
API



DTN Ag Marketplace

- DTN Ag Marketplace is our free, independent mobile app for ag producers.
- Producers can find and act on seasonal marketing opportunities and short-lived rallies.
- It facilitates end-to-end grain sales on the producers schedule, from their smartphone
- They can determine when to sell, where to sell, and what to sell.
- They continue to sell grain with trusted buyers with better transparency.



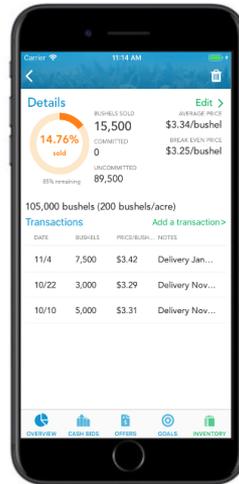
DTN Ag Marketplace

Grain
Producers
looking for a
better way to:

Know what
to sell
(inventory)

Know when
to sell
(goals)

Know where
to sell (local
offers)



Smartphone screenshot showing the 'Set a goal' screen. The user is setting a target price for '2019 / Corn'. The screen includes a 'Target price' field set to '\$3.2500 /bushels' and a 'Notification threshold' section with a table of values:

Notification threshold	54	100	154	204	254
Notification method	Email	Text	Push		

Smartphone screenshot showing an 'Offer' for 'Corn - Sept 18'. The offer details include:

- Commodity: Corn - Sept 18
- Buyer: ADM Covington
- Status: Received, awaiting response
- Quantity: 5,000 bu
- Offer price: \$3.85
- Basis: -3.6
- Delivery method: Delivery (DEL)
- Delivery start: 1 September 2018
- Delivery end: 30 September 2018
- Basis locked: Off
- Expiration: 5/31/18 3:00PM

Typical manual offer management

When producer calls in offer

1. Branch enters producer name and offer info onto spreadsheet
2. Branch contacts Merchandiser
3. Merchandisers enters offer onto spreadsheet
4. Merchandiser contacts broker
5. Broker places hedge order

When Merchandiser changes Basis

1. Merchandiser finds all offers affected
2. Merchandiser calls broker with changes (or changes themselves)
3. Broker finds orders and makes changes
4. Hedge order fills
5. Branch contacts Merchandiser
6. Merchandisers enters offer onto spreadsheet
7. Merchandiser contacts broker
8. Broker places hedge order

When Hedge Order Fills

1. Broker calls Merchandiser or sees fill in other platform
2. Merchandiser lets branch know of fill
3. Branch notifies producer
4. Branch writes contract

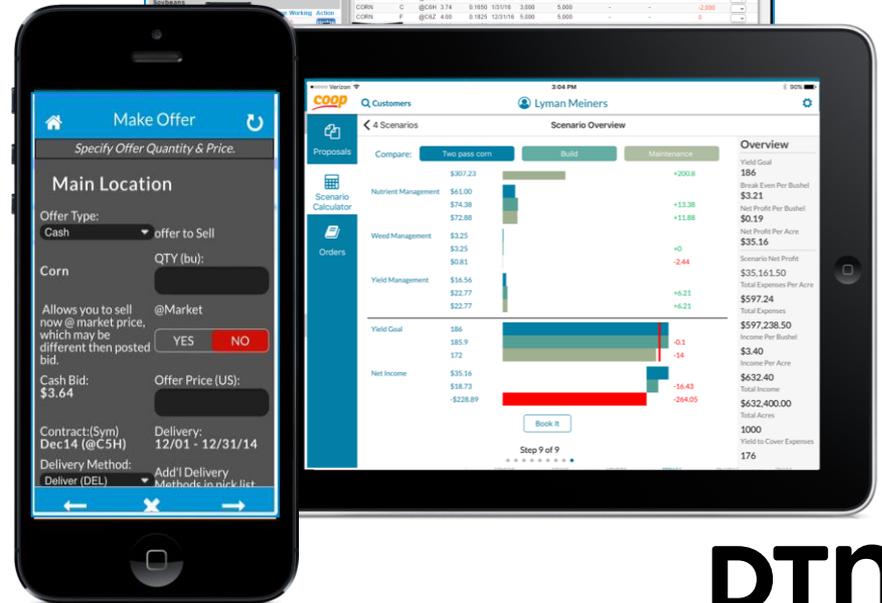
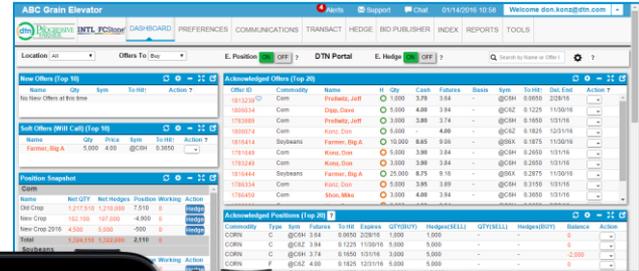
Digital Communication and Operational Tools

AgHost™

- Web-hosting portal with communication solution
- Communication tools, advertising, and integrated back-office business systems
- DTN market data, news and weather

DTN Portal™

- Centralized buying/selling platform for offers & contracts
- Integrated Electronic Auto Hedging
- Minimizes slippage



DTN AgHost[®]

- Provides a branded, mobile-friendly website, designed to boost communications & drive sales
- Helps increase producer loyalty with targeted, special offers via text & email — plus secure online accounts & portfolios



DTN Portal[®]

- Manage spot transactions & multiple offers on a single hedging system
- Allow their customers to initiate grain offers & transactions, 24/7
- Provide fast access to complete, automated documentation for all parties
- Hedge all transactions & offers in real time
- Enhance customer engagement & loyalty



Thank you!

DTn^o