



# Arizona Agribusiness *Seizing Domestic & Global Opportunities through Diversification*

December 1, 2015

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# A Team Of 90 Professionals In 12 Different Countries

## A Truly Global Team



# 100% Perfection – All the Time

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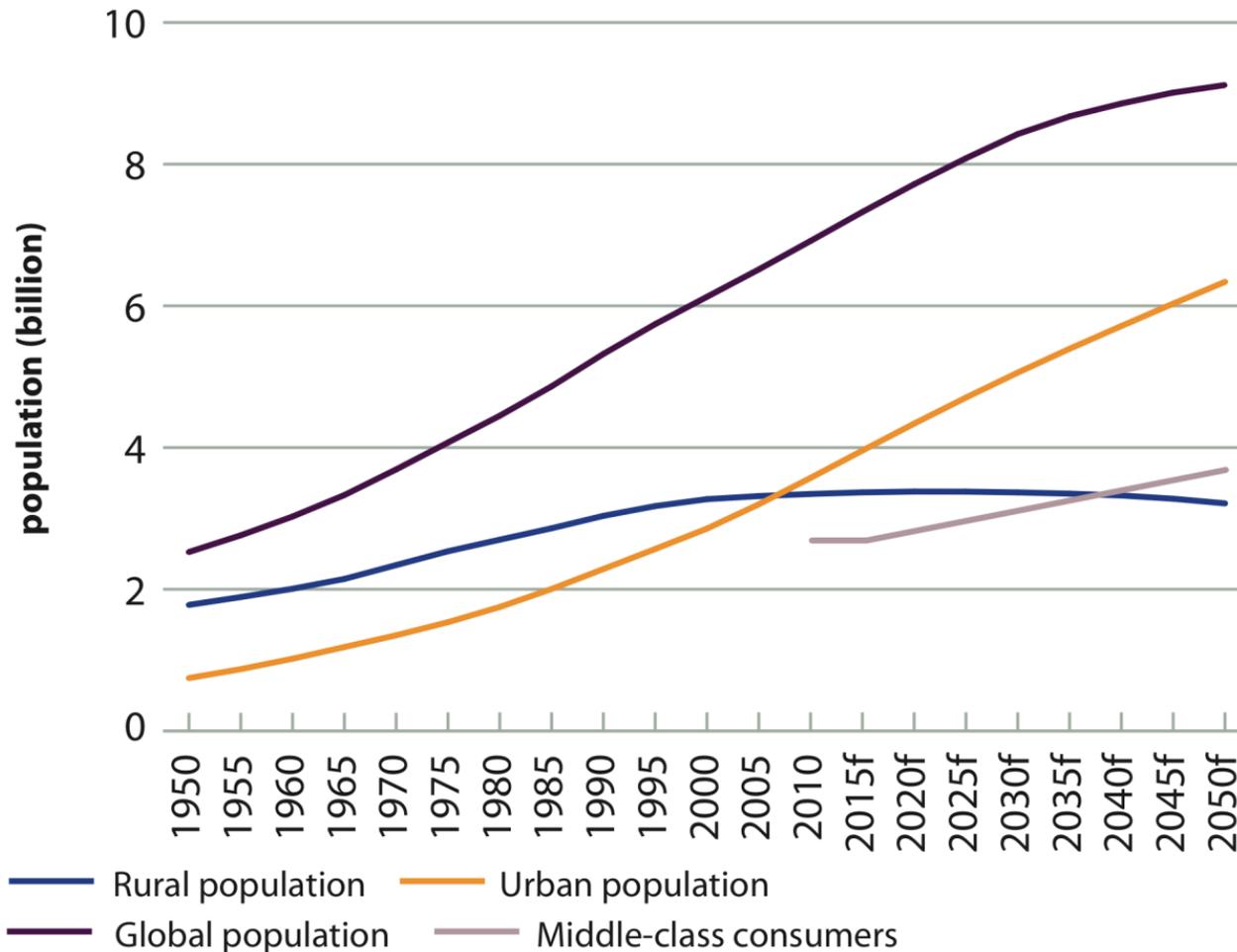
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- *Safe*
  - *Consistent*
  - *Flavor, color, texture, grade*
  - *Transparency*
  - *Year-round supply*
  - *Value*
  - *Responsibly raised/reared*
  - *All while leaving a lighter footprint on the environment*
- *Facing ongoing challenges:*
    - *Labor*
    - *Land*
    - *Water*
    - *Invasive Pests*
    - *Weather*
    - *Succession*
    - *Etc.*

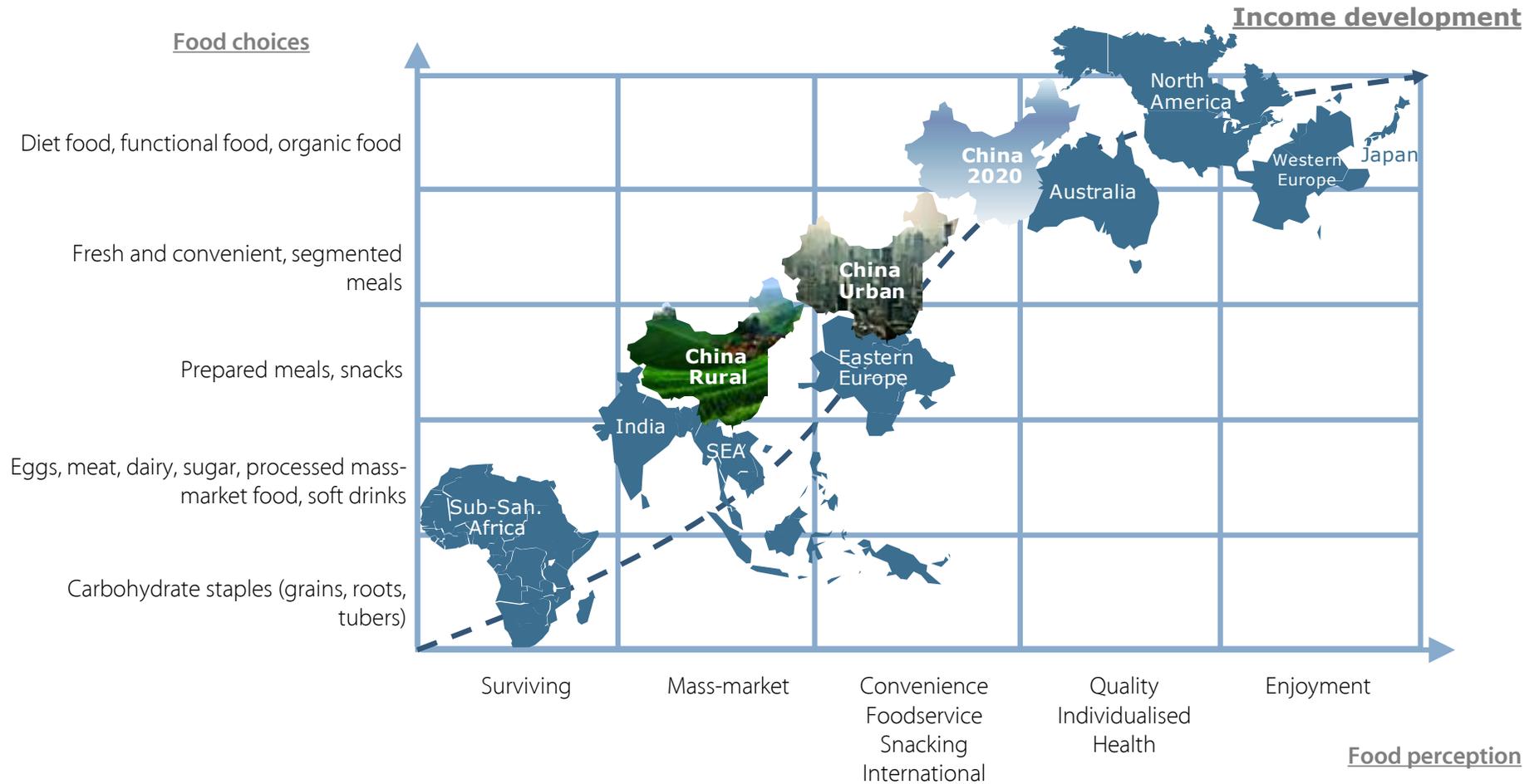
# With Population Growth, Greater Demand Is Inevitable



## Global Population Growth Trends

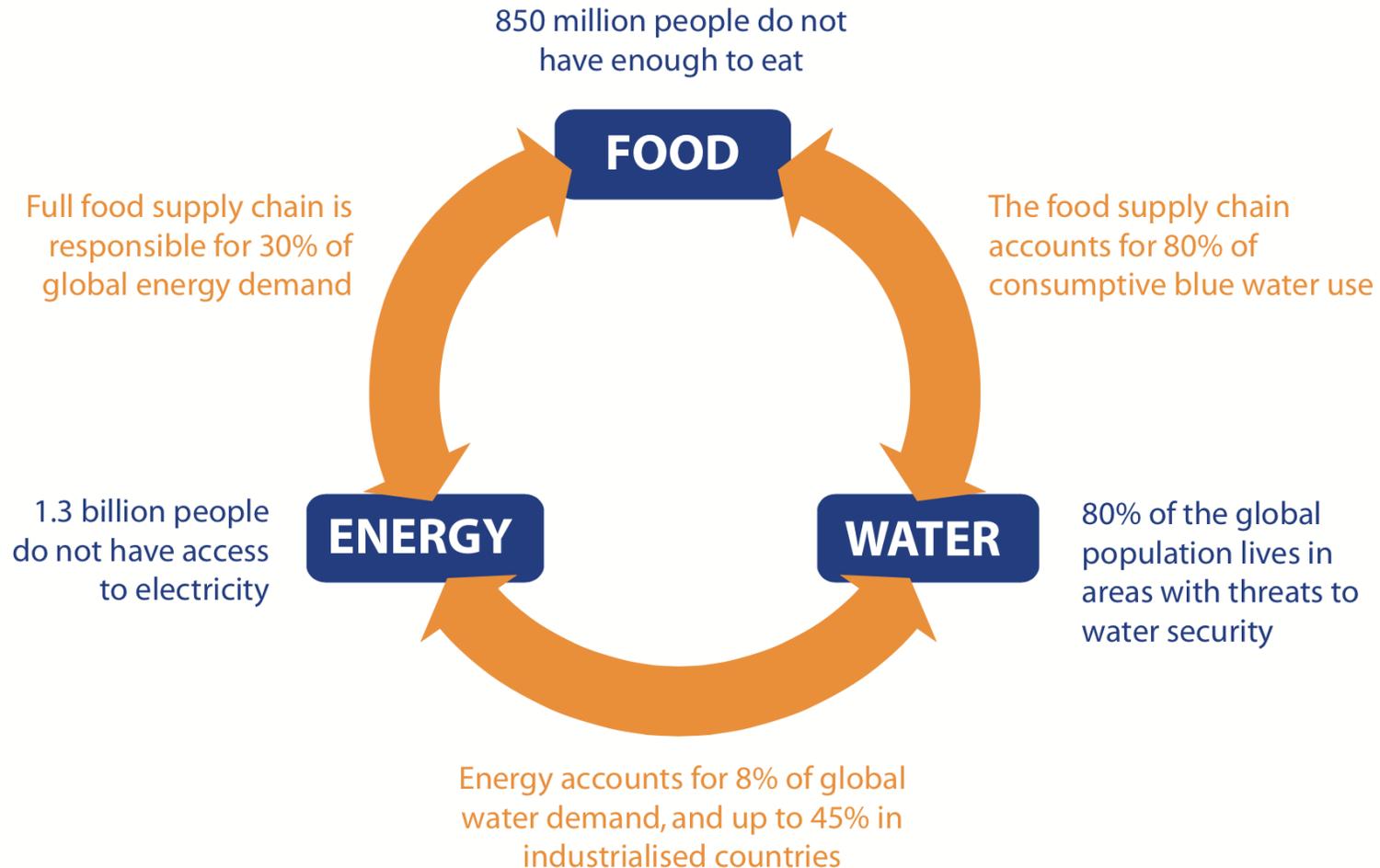


# World Agricultural Consumer Demand Is On The Rise



# The Challenges Farmers Are Facing

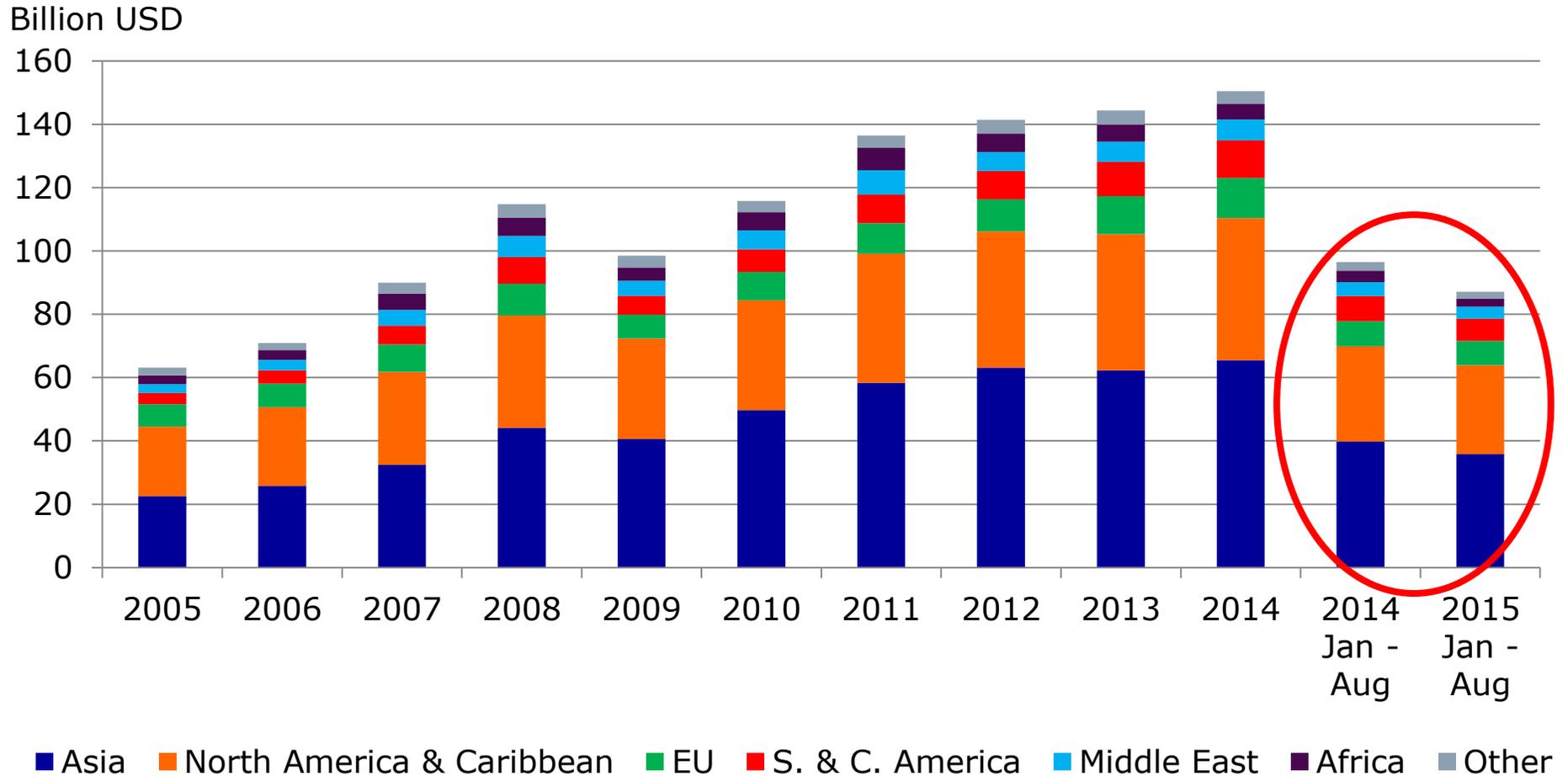
## Food, Water, & Energy Nexus



# World Agriculture Trade Increasing



## Total U.S. Ag Exports 2005 - 2014

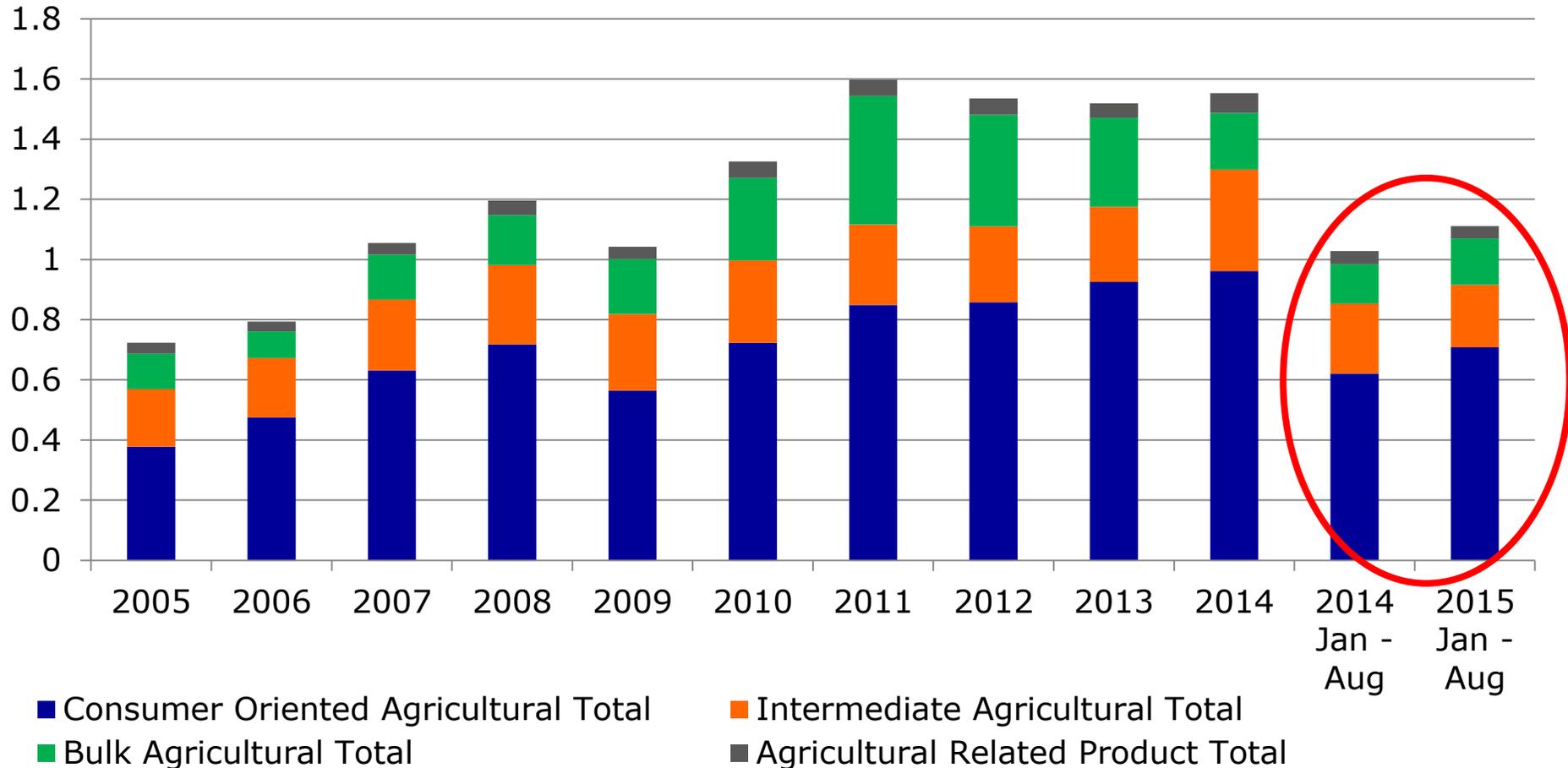


# Arizona Has Contributed to the Growth

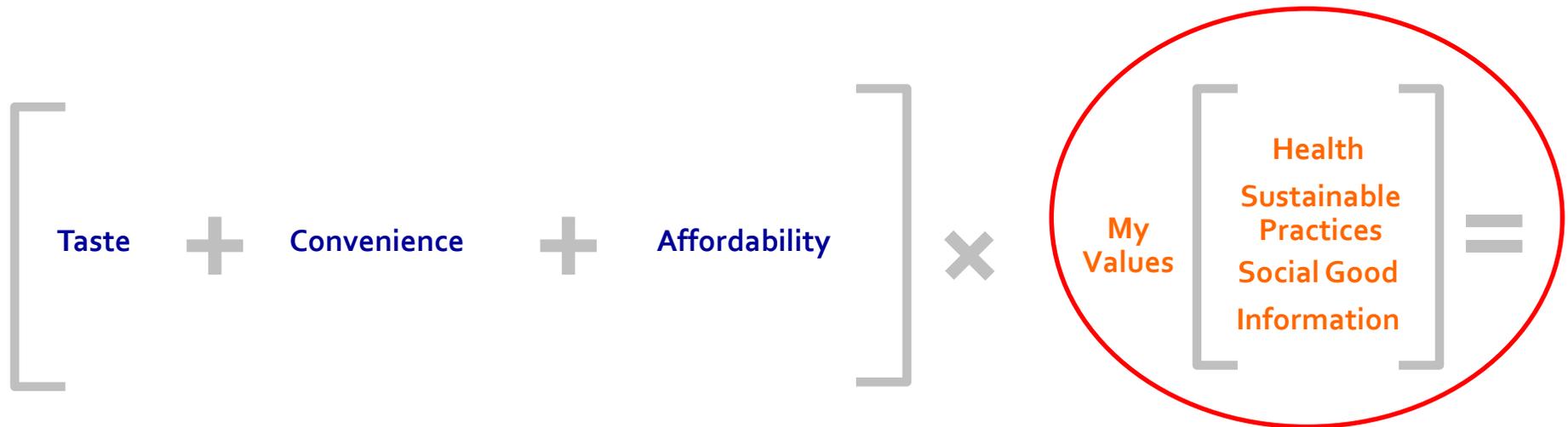


## Arizona Ag Exports by Category 2005 - 2014

Billion USD



## The Definition of “Quality” has Changed

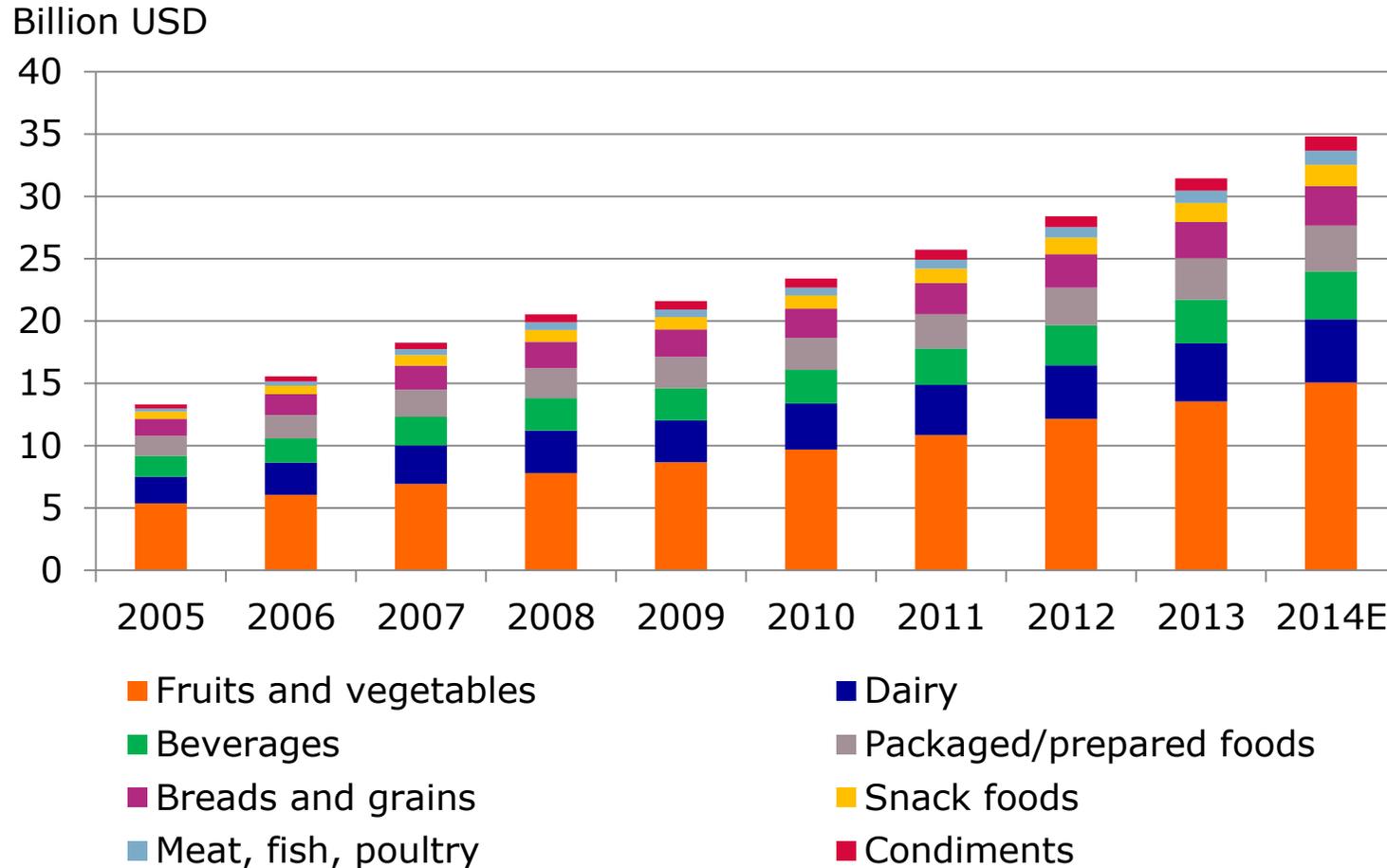


## *Consumer Purchasing Decision*

# Changing Attitudes



## U.S. Organic Food Sales by Category 2005 – 2014E





# Technology & Transparency

## An Opportunity to Engage

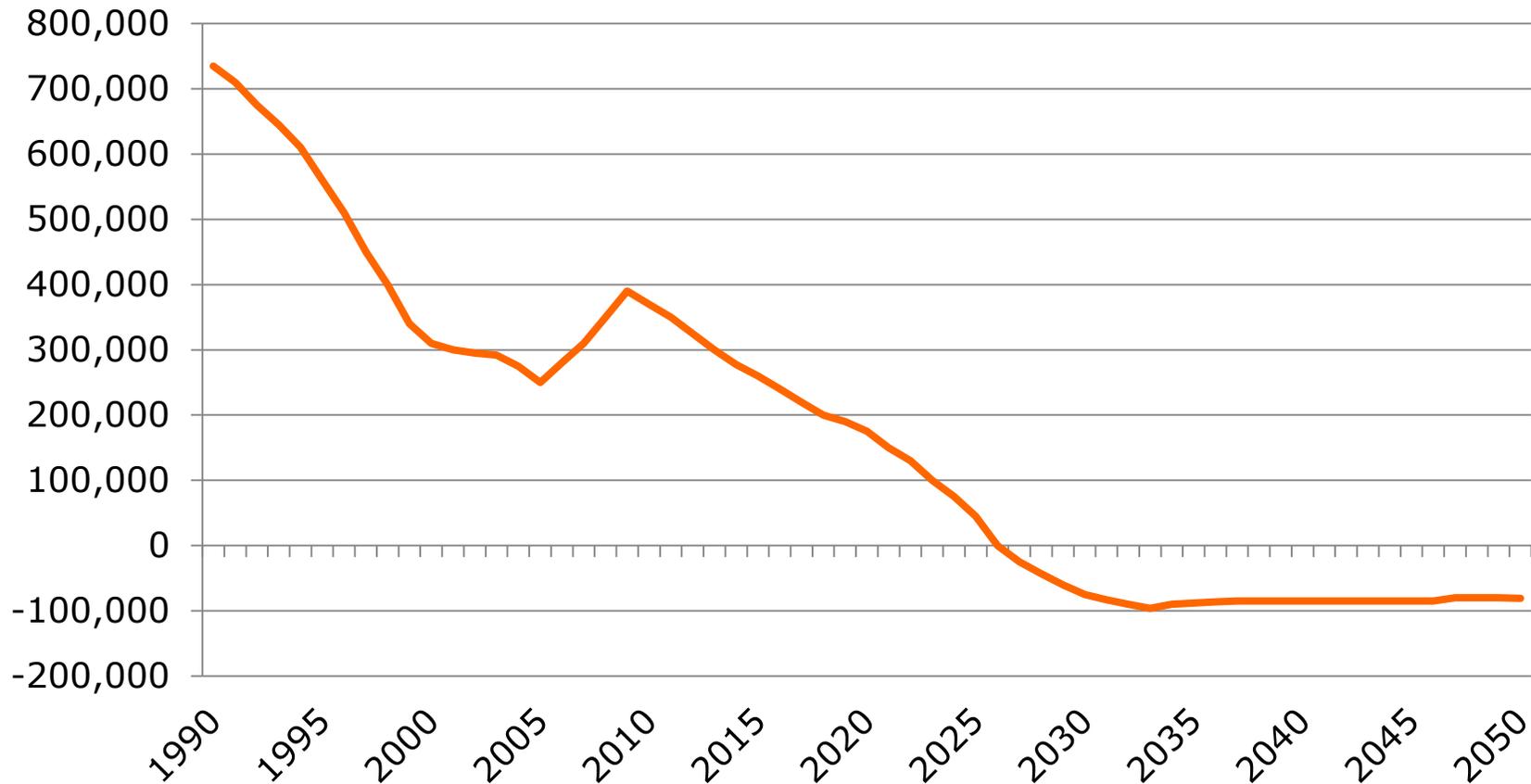


# Labor Supply Shrinking



## Change in the 15-35 Age Cohort in Mexico

### Annual Change



# Technology is No Longer Just an Option



# Final Thought

We're Smart & Resilient  
Sell that!



# Contact Details

## Rabobank N.A.

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