



Land O'Lakes SUSTAIN

Feeding Human Progress

LAND O'LAKES, INC.

**The food space is where
our biggest global
challenges play out.**





For Hotel Workers, Weinstein Allegations Put a Spotlight on Harassment



Power Outage at Atlanta Airport Snarls Operations



Thomas Fire Spreads Rapidly to Santa Barbara County



UTAH JOURNAL Rebuilding Puerto Rico, One Small Gesture at a Time

PAID POST: SALESFORCE Why Brands Should Rethink the Word "Customer"



U.S.

Tap Water Ban for Toledo Residents

By EMMA G. FITZSIMMONS AUG. 3, 2014



76



The discovery of high toxin levels in water from Lake Erie had residents in Toledo, Ohio, relying on bottled water while local supplies were being tested. *Jonathan Little/Reuters*

RELATED COVERAGE



Fertilizer Limits Sought Near Lake Erie to Fight Spread of Algae FEB. 20, 2014



With Surf Like Turf, Huge Algae Bloom Befouls China Coast JULY 9, 2013



Algae Blooms Threaten Lake Erie MARCH 14, 2013

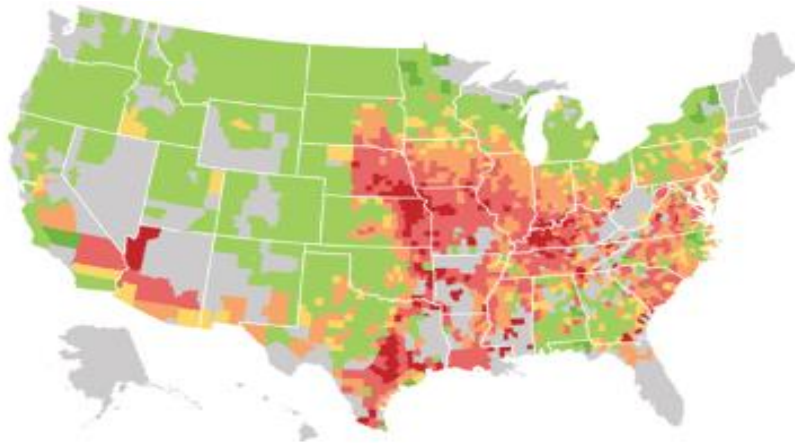
RECENT COMMENTS

Memi August 4, 2014

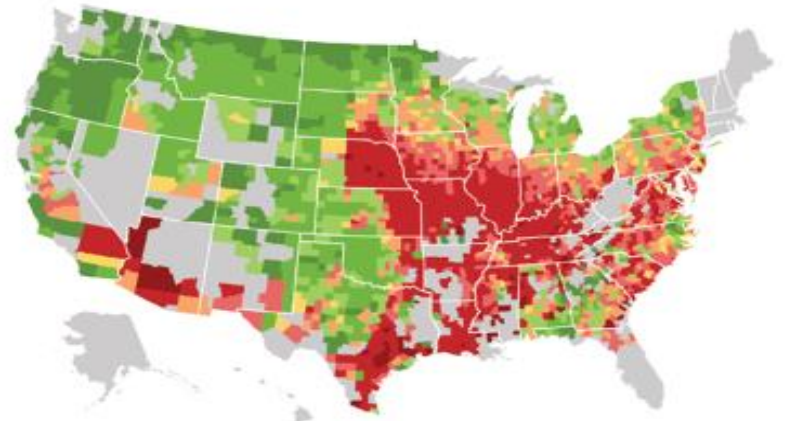
Sorry to be so cynical, but this environmental catastrophe is nothing but a free market opportunity for the bottled water industry. Bottled...

Climate change poses economic threat to U.S. Agriculture

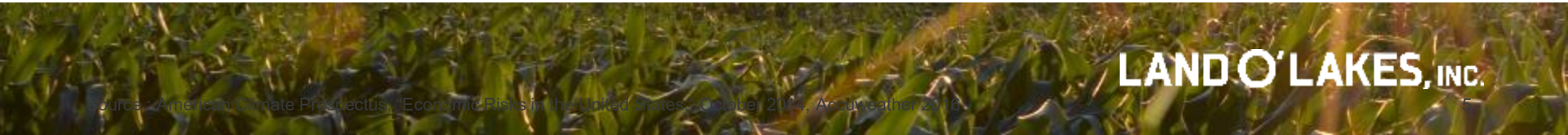
Example projections of the impact from climate change
(Relative Change in Yields %)



2020-2039



2040-2059



LAND O' LAKES, INC.

Food Waste: A Multi-Billion Dollar Problem

If food waste were a country, it would be the world's third largest emitter of greenhouse gases, behind the U.S. and China.



We need to grow more with less and conserve our resources

CLOSING THE FOOD GAP



60%

Required increase in food calories to feed 9 billion people by 2050

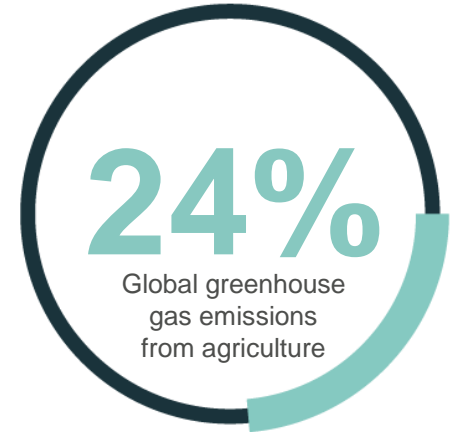
SUPPORTING ECONOMIC DEVELOPMENT

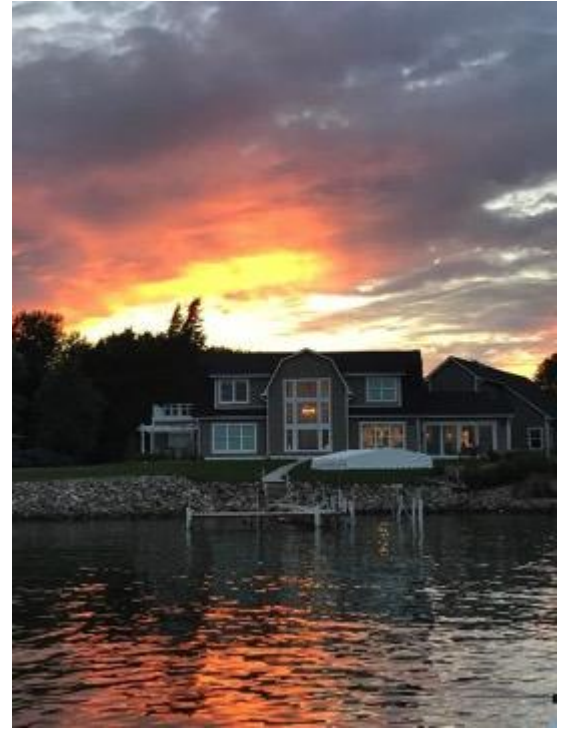


28%

Global population directly or indirectly employed by agriculture

REDUCING ENVIRONMENTAL IMPACT





LAND O' LAKES, INC.

The Land O'Lakes Network Spanning Farm to Fridge Since 1921

Dairy
Foods

Purina

Winfield

SUSTAIN

With nearly 4,000 members the Land O'Lakes network touches:

- **25%** of America's farmers
- **30%** of American animal protein
- **50%** of America's harvested acres
- **90%** of America's grocery retail outlets

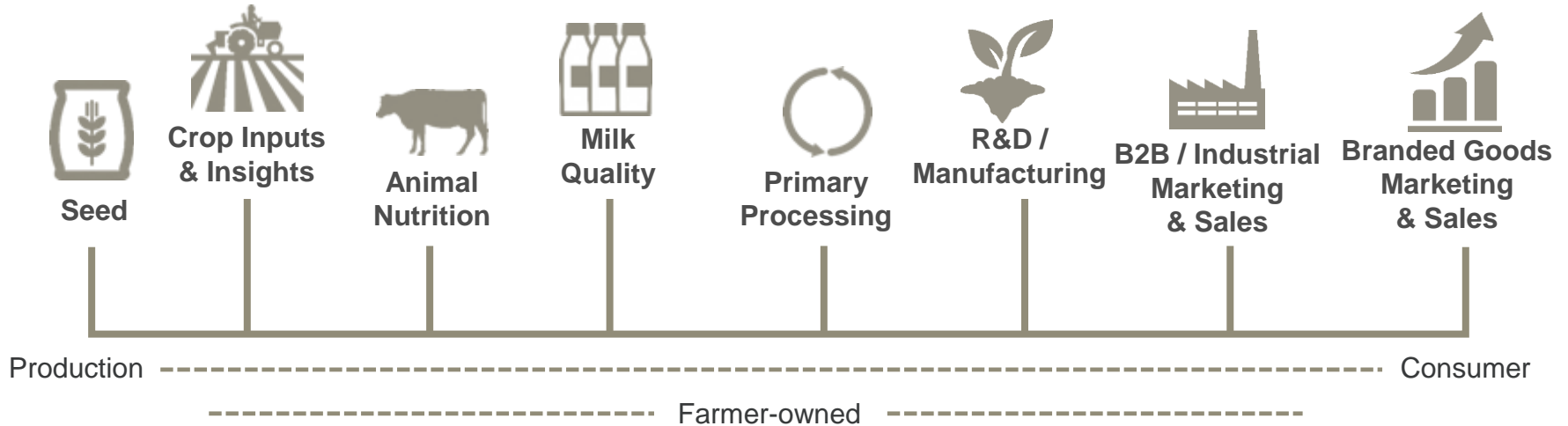


Land O'Lakes SUSTAIN Works to Support

- A healthier planet
- Strong rural and farm economies
- Connecting consumers to farmers



Uniquely positioned across the value chain





We are farmers.

**We are ag retailers,
trusted advisors to farmers.**

WINFIELD™

**We are a farmer-owned cooperative,
with a Fortune 500 mindset.**



**An Individual
Farmer Can Have a
Significant
Sustainability
Impact**



Providing Systemic Solutions Throughout the Value Chain

- Meet farmers where they are on their stewardship journey
- Creating conservation solutions acre-by-acre & animal-by-animal



DELIVERING

A large yellow combine harvester is harvesting a field of golden-brown crops. A green tractor with a long auger is positioned to the right, receiving grain from the combine. The field is vast and flat, with a clear blue sky in the background. The scene is captured from a low angle, emphasizing the scale of the machinery.

Unmatched scale and capability to engage farmers in advancing conservation solutions across millions of acres of farmland

COLLECTING

On-farm data to help farmers continuously improve their stewardship and help consumers understand how their food was produced



CONNECTING

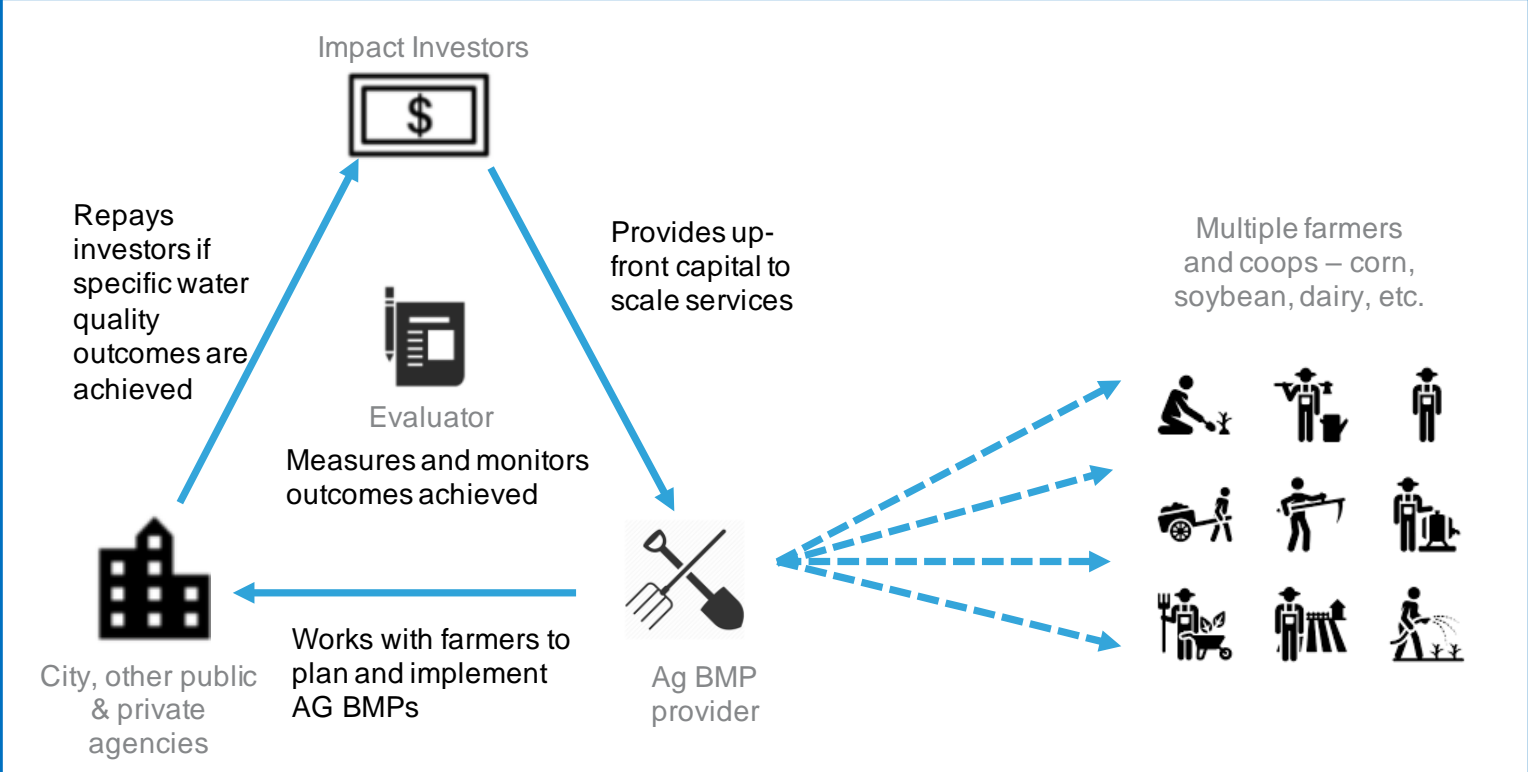
The food and agriculture value chain – bringing together company-level sustainability commitments and acre-by-acre conservation



**Innovation at Land
O'Lakes SUSTAIN**

Pay-for-Success Financing Model in Agriculture

Ag BMP PFS transaction will provide upfront capital from a third party investor to scale evidence-based interventions, with repayment linked to achieving target outcomes



Equity-based Financing for Innovative Conservation Member-Owner Projects

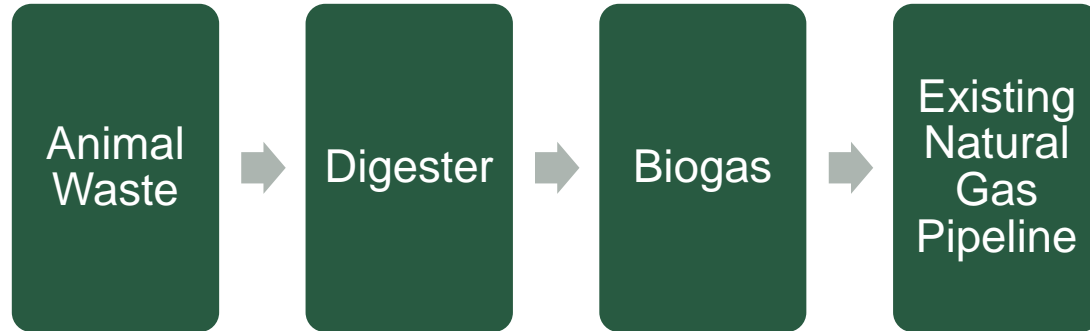
In 2017, **Van Beek Brothers' Dairy** was awarded a **\$1.5 million** loan to install a methane digester

The digester will manage manure from their **2,300 dairy cows** to generate renewable energy and meet the pending methane regulations in California.

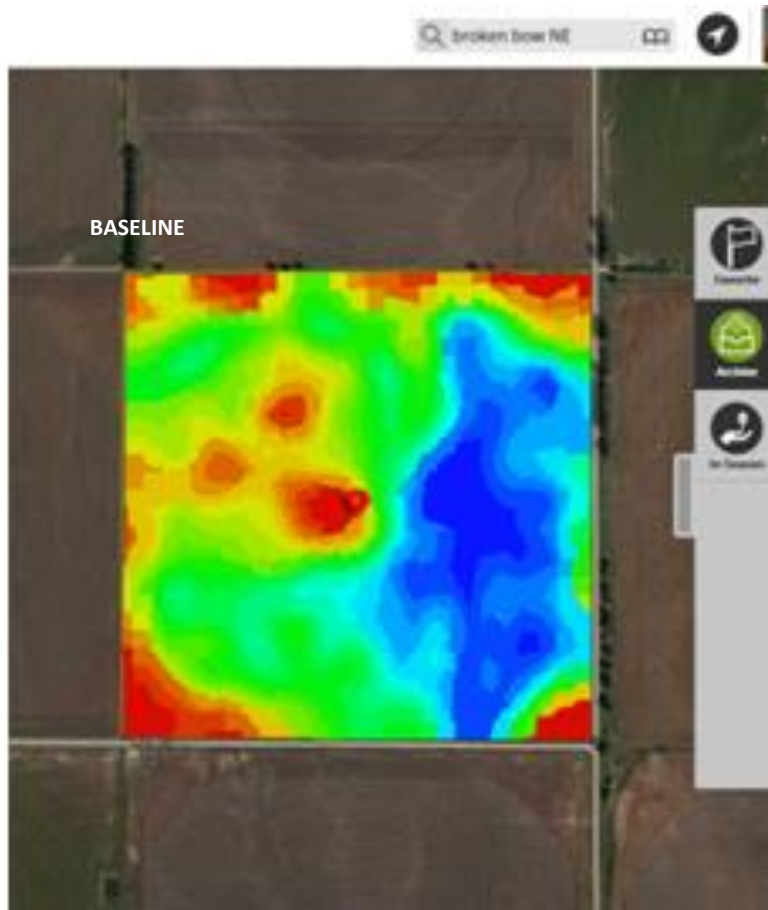


Converting Manure into high value byproducts through dairy digesters

Digesters use heat to turn manure from cows into biogas for utilities



Land O'Lakes SUSTAIN™ Data Tool



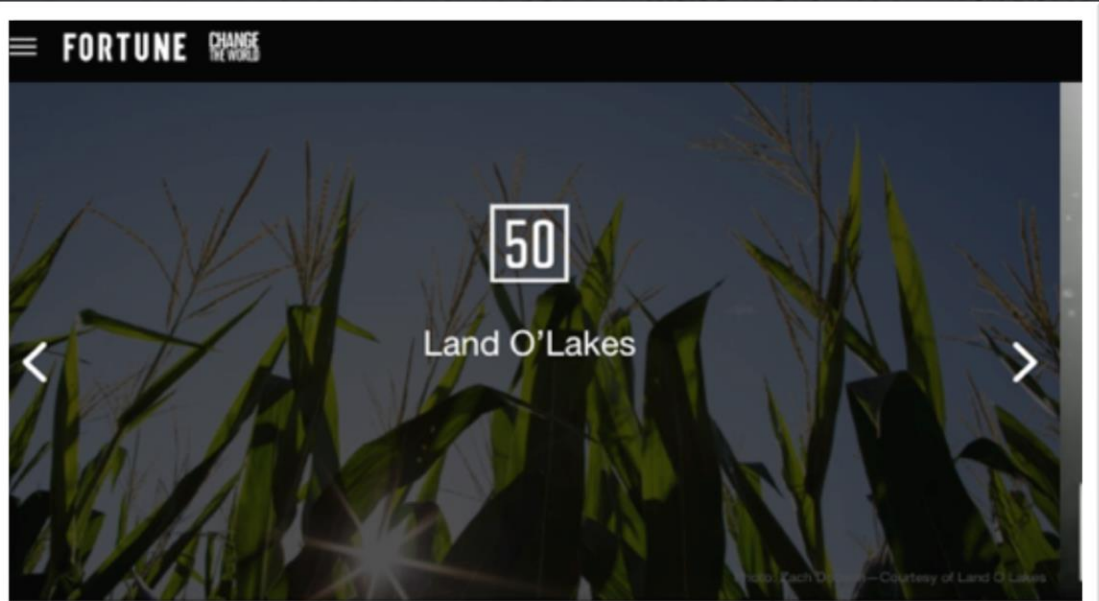
71.4 **SUSTAIN
SCORE**
Powered By NRCS & EDF

PROFIT	\$11.29/ACRE
YIELD	174 B/A

Combatting Food Waste with Farmers AND Consumers



*“Turning
America’s
farmers into
earth allies”*



Turning America’s farmers into earth allies.

Agriculture accounts for about 9% of U.S greenhouse gas emissions; Land O'Lakes wants to bring that figure down. The nearly 100-year-old farmer-owned cooperative, which touches half of the harvested acres in the U.S., launched a new business unit last year; it uses ag-tech to help farmers up their efficiency while improving soil health and water quality.

Why Walmart's Project Gigaton is corporate America's 'moonshot'

Elizabeth Sturcken

Wednesday, April 19, 2017 - 6:00am

“Shareholders are rewarding resiliency when companies climate-proof their global operations. And customers, especially millennials, expect sustainability to be baked into the things they buy. In short, business is looking to drive bottom-line value, including growth, with sustainability.”



The background of the slide is a composite image. The bottom half shows a rural landscape at sunset or sunrise, with a golden sky and a field of hay bales. The top half shows a dark night sky filled with stars and the Milky Way galaxy. A semi-transparent white box is centered over the image, containing two paragraphs of text.

No one farmer, company, conservation group, government entity can scale sustainability efforts on their own.

We must work together to connect every link in the food supply chain - from farm to fork.

Thank you.

Twitter: @mattcars1
or

Connect with me on LinkedIn
Matt Carstens

