Founded in 1987, Aboissa is one of the greatest and most respected commodity brokers in Latin America.

We count on specialized brokers and aftersales team, who are focused on each product segment.

Source of information for the main market vehicles.

Strong Cotton-by products market in and out Brazil.
INTRODUCTION

Brazilian Cotton Area

Planted Area*

<table>
<thead>
<tr>
<th>Year</th>
<th>Area (in millions of hectares)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008/09</td>
<td>800</td>
</tr>
<tr>
<td>2009/10</td>
<td>800</td>
</tr>
<tr>
<td>2010/11</td>
<td>1400</td>
</tr>
<tr>
<td>2011/12</td>
<td>1400</td>
</tr>
<tr>
<td>2012/13</td>
<td>1200</td>
</tr>
<tr>
<td>2013/14</td>
<td>1200</td>
</tr>
<tr>
<td>2014/15</td>
<td>1200</td>
</tr>
<tr>
<td>2015/16</td>
<td>1200</td>
</tr>
<tr>
<td>2016/17</td>
<td>1200</td>
</tr>
<tr>
<td>2017/18</td>
<td>1200</td>
</tr>
</tbody>
</table>

Source: Conab

Exporters

USA: 35.00%
AUS: 10.00%
BRA: 10.00%
IND: 10.00%
BFA: 10.00%

Source: Atlas Media
PRODUCING REGIONS

Area in millions of hectares
Source: Conab
Production
• Top 4 on the global rank of cottonseed exporters

Commercialization
• Animal nutrition
• Sales for crushers
• Direct Export or through
Directly:

LDC.
Louis Dreyfus Company

Largest traddings:

ADM

GAVILON
COTTONSEED CAKE/MEAL

Strong and consistent market in Brazil

Cake
- Family businesses

Meal
- Larger companies

Current challenge: DDGS Expansion

Main Packages
40 to 50 cottonseed crushers in Brazil. Most of them are small and medium-sized family companies. The focus of these small and medium producers is not the oil itself but is the cake/meal.
The Brazilian market works, usually with three main qualities:

- **Crude**
- **Semi-refined oil**
- **Refined oil**
MAIN SUPPLIERS

Crude

BUNGE

Semi Refined

COFCO

LDC.

ÓLEOS MENU

Refined (RBD)

ICOFORT

Cargill
Aboissa sees that cotton by-products is a market still little explored nowadays and that needs more attention.

The Oil market for example, not just is a cheap raw material for biodiesel production but its one of the most usable oil in the food service industry:

- The performance is 4X more than the other oils (Corn, Soyben and Palm);
- The performance is least 20% more than vegetable fats;
- Enhances the taste of food;
- Contains Vitamin E and Omega 3 and 6
- The fritters are crunchy, golden and the taste of the food is preserved;
- Resistant to high temperatures

<table>
<thead>
<tr>
<th></th>
<th>°C</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cottonseed</td>
<td>225</td>
</tr>
<tr>
<td>Soyben</td>
<td>170</td>
</tr>
<tr>
<td>Canola</td>
<td>160</td>
</tr>
<tr>
<td>Sunflower</td>
<td>170</td>
</tr>
<tr>
<td>Corn</td>
<td>175</td>
</tr>
</tbody>
</table>
Cotton meal presents good acceptability for animals, is rich in phosphorus, vitamin D, pro-vitamin A and protein of 38%. Besides that, compared to other meals is usually 20% cheaper (compared to soybean meal)

Cottonseed have a large market, not only for animal nutrition, where it is a high source of protein and energy (10% -12% oil content) but also can be sold to crushers and also a hulls and linter source with a strong value on the market overseas.

Aboissa is already specialized in this operations for more than 30 years and all of the clients can count on us help on these future business.
THANK YOU!

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