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United States Department of Agriculture

USDA's  
93rd  
Annual

# Agricultural Outlook Forum

## A New Horizon: The Future of Agriculture

February 23-24, 2017 • Crystal Gateway Marriott Hotel, Arlington, Virginia

Presentation from the USDA Agricultural Outlook Forum 2017

United States Department of Agriculture  
93<sup>rd</sup> Annual Agricultural Outlook Forum  
“A New Horizon: The Future of Agriculture”

February 23-24, 2017  
Arlington, Virginia



# **International Markets and Trade**

## ***India: Challenges and Opportunities***

### **Future Trade and Investment Opportunities in the India Market**

**Alejandro Munoz**

*Vice President*

*Global Commercial Business*

***DuPont Pioneer***

**February 23, 2017**

# DuPont Pioneer Footprint in India

- Corporate headquarters: Hyderabad
- Production location: Medchal

## RESEARCH AND BREEDING STATIONS



# Economic Opportunity & Investment in Agriculture

**Growth** Driven By:



**Urbanization**



**Income/Spending**



**Food Consumption**



**Foreign Direct Investment**



**Business-Friendly Environment**

# Economic Opportunity & Investment in Agriculture

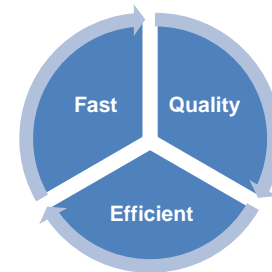
**Growth** Driven By:



**Youthful, Abundant,  
Skilled Labor**



**Agricultural  
Education**



**Lower Cost  
of Goods**



**Technology-Friendly**



**Supportive Government**

# Economic Opportunity & Investment in Agriculture

## Opportunities for Agribusiness:

Help Increase  
Ag Productivity

Technology adoption, including:

- Hybrid seeds, biotechnology and nanotechnology
- Soil health and cultivation
- Mechanization
- Pest management
- Post-harvest
- Irrigation and water efficiency
- Higher value crops



# Economic Opportunity & Investment in Agriculture

## Opportunities for Agribusiness:

### Facilitate Advanced Agronomy Practices & Training

Scale-up best practices and increase profitability and productivity among small-holder farmers, through:

- Advanced agronomy practices
- Natural resource conservation
- Fertilizer and nutrient management

On-going farmer communication and education through improved information and communication technology in rural areas





# Economic Opportunity & Investment in Agriculture

## Opportunities for Agribusiness:

Help Meet Demand for Protein,  
Edible Oils & Biofuels

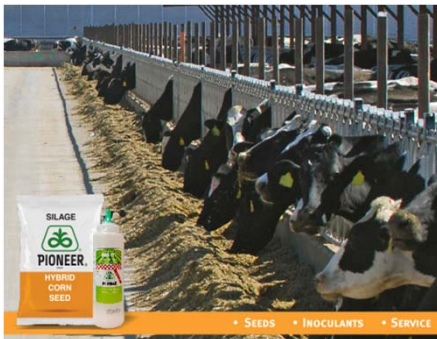
Increase production of high quality meat, milk and eggs, through:

- Improved genetics
- High quality feed solutions for dairy and poultry

Oilseeds solutions

Cold Storage

Renewable sources of energy and biofuels solutions



# Economic Opportunity & Investment in Agriculture

## Opportunities for Agribusiness:

Enable Ag Info Sharing and Technology Access in Rural Areas



Product Name	Language	Category	Product
Pioneer 330 Hybrid	English	Other	Not Started
Pioneer 330 Hybrid	English	Other	Not Started
Pioneer 330 Hybrid	English	Other	Not Started
Pioneer 330 Hybrid	English	Other	Not Started
Pioneer 330 Hybrid	English	Other	Not Started

Enable agricultural knowledge sharing and information transfer for small-holder farmers:

- Mobile agriculture apps
- Informational text messaging
- Voice message boards
- Web-based learning

# Promise



