

AGRICULTURE—Soybean Farming NAICS 111110

Current Data Sorted by Assets

Comparative Historical Data

						Type of Statement				
						Unqualified	20	7		
						Reviewed	13	5		
						Compiled	10	8		
						Tax Returns	42	23		
						Other	74	59		
							4/1/15-3/31/16	4/1/16-3/31/17		
						ALL	ALL	ALL		
						NUMBER OF STATEMENTS	159	102		
			1	5	2					
			1							
	3		2							
	7		5							
3			1							
8	13		5	2	3					
	12 (4/1-9/30/19)		67 (10/1/19-3/31/20)							
0-500M	500M-2MM	2-10MM	10-50MM	50-100MM	100-250MM					
11	23	25	8	7	5					
%	%	%	%	%	%					
20.8	9.2	5.2				ASSETS				
6.3	10.0	14.8				Cash & Equivalents	16.9	12.5		
5.1	6.4	7.3				Trade Receivables (net)	14.3	18.3		
9.3	8.5	9.7				Inventory	10.3	11.9		
41.5	34.1	37.0				All Other Current	6.7	6.5		
46.1	49.5	56.0				Total Current	48.3	49.2		
.9	4.2	.5				Fixed Assets (net)	39.4	38.6		
11.5	12.3	6.5				Intangibles (net)	4.4	6.2		
100.0	100.0	100.0				All Other Non-Current	8.0	5.9		
						Total	100.0	100.0		
17.9	7.3	9.9				LIABILITIES				
24.3	7.7	3.4				Notes Payable-Short Term	10.6	13.4		
13.8	5.3	8.4				Cur. Mat.-L.T.D.	3.2	4.4		
.0	.0	.3				Trade Payables	7.6	8.1		
17.2	18.9	13.4				Income Taxes Payable	.1	.1		
73.3	39.2	35.3				All Other Current	10.0	13.8		
25.8	36.2	34.9				Total Current	31.5	39.9		
.0	.0	.4				Long-Term Debt	31.0	30.3		
3.1	5.7	3.2				Deferred Taxes	.1	.2		
-2.2	18.9	26.1				All Other Non-Current	5.1	5.7		
100.0	100.0	100.0				Net Worth	32.3	23.9		
						Total Liabilities & Net Worth	100.0	100.0		
100.0	100.0	100.0				INCOME DATA				
						Net Sales	100.0	100.0		
94.4	87.5	82.0				Gross Profit				
5.6	12.5	18.0				Operating Expenses	87.8	88.1		
.2	3.1	5.5				Operating Profit	12.2	11.9		
5.5	9.4	12.5				All Other Expenses (net)	4.7	3.6		
						Profit Before Taxes	7.6	8.3		
.8	3.8	2.6				RATIOS				
.4	1.0	1.1				Current	3.1	2.9		
.4	.2	.5					1.5	1.4		
.8	1.3	1.5				Quick	.8	.8		
.3	.4	.6					2.0	2.4		
.0	.0	.3					.9	.7		
0 UND	0 UND	0 UND					.3	.2		
0 UND	11	32.9	0	999.8		Sales/Receivables	0 UND	0 UND		
7	50.7	57	6.4	66	5.5		11	33.2	8	48.6
							43	8.5	38	9.5
						Cost of Sales/Inventory				
						Cost of Sales/Payables				
-50.7	6.9	5.9				Sales/Working Capital	5.5	5.0		
-13.5	51.2	56.0					16.8	24.1		
-3.7	-2.3	-5.4					-23.6	-30.1		
						EBIT/Interest	13.4	23.2		
	(18)	2.0	(20)	4.0			(107)	4.3	(68)	5.6
		-2.2		1.2				1.2		1.2
						Net Profit + Depr., Dep., Amort./Cur. Mat. L/T/D	8.5			
.9	.4	.8					(17)	4.0		
15.6	1.4	1.2				Fixed/Worth	1.3			
-4	-5.8	-2.8					.2	.2		
.7	.5	.5				Debt/Worth	1.0	.9		
18.7	3.4	1.2					3.8	8.5		
-4.6	-19.9	-7.1					.5	.5		
						% Profit Before Taxes/Tangible Net Worth	1.7	2.3		
	(16)	37.7	(16)	15.1			8.4	25.5		
89.1	16.3	13.4					53.8	107.8		
18.8	4.2	3.5					(137)	26.1	(80)	30.9
-5	-3.3	.7				% Profit Before Taxes/Total Assets	4.6	7.4		
63.9	10.1	6.7					22.2	17.6		
8.7	2.9	1.3				Sales/Net Fixed Assets	6.2	7.3		
3.4	.8	.2					.2	-.2		
6.9	3.4	1.9				Sales/Total Assets	51.1	35.3		
3.9	1.0	1.0					9.0	9.4		
1.8	.6	.2					.9	1.0		
							3.4	4.6		
	(13)	7.0	(20)	3.3		% Depr., Dep., Amort./Sales	1.5	1.8		
		14.5		12.2			.5	.6		
							.8	1.3		
						% Officers', Directors' Owners' Comp/Sales	(102)	3.8	(67)	3.2
							13.0	8.8		
							1.8	2.3		
							(44)	5.5	(20)	3.8
							10.4	8.4		
13696M	38696M	186313M	375019M	1153434M	830765M	Net Sales (\$)	3837107M	3651453M		
3052M	23808M	113595M	185879M	539330M	751860M	Total Assets (\$)	2626365M	1574650M		

AGRICULTURE—Soybean Farming NAICS 111110

Comparative Historical Data

Current Data Sorted by Sales

			Type of Statement							
7	7	8	Unqualified				2			6
8	2	2	Reviewed				2			
4	2	5	Compiled				2			
23	26	16	Tax Returns	1	2		2			
30	35	48	Other	8	5	2	1			
4/1/17-3/31/18	4/1/18-3/31/19	4/1/19-3/31/20		14	10	6	4		4	10
ALL	ALL	ALL			12 (4/1-9/30/19)		67 (10/1/19-3/31/20)			
72	72	79	NUMBER OF STATEMENTS	0-1MM	1-3MM	3-5MM	5-10MM	10-25MM	25MM & OVER	
%	%	%		%	%	%	%	%	%	
15.5	13.7	9.2	ASSETS							
17.8	12.8	14.0	Cash & Equivalents	6.8	7.4		5.2			7.6
12.1	14.3	10.2	Trade Receivables (net)	6.4	9.7		20.5			25.7
5.8	5.5	8.5	Inventory	3.4	3.8		6.4			26.8
51.2	46.3	41.9	All Other Current	10.1	7.9		8.2			5.6
37.0	35.8	45.4	Total Current	26.8	28.7		40.3			65.6
4.8	7.0	2.9	Fixed Assets (net)	61.5	61.0		34.1			25.0
7.0	10.9	9.7	Intangibles (net)	4.5	.3		4.5			4.2
100.0	100.0	100.0	All Other Non-Current	7.2	10.0		21.2			5.2
			Total	100.0	100.0		100.0			100.0
			LIABILITIES							
16.6	9.3	11.8	Notes Payable-Short Term	9.4	11.8		7.0			18.7
6.4	7.5	7.8	Cur. Mat.-L.T.D.	10.3	12.1		9.5			1.8
12.9	11.3	8.5	Trade Payables	10.4	3.8		6.9			12.1
.1	.0	.1	Income Taxes Payable	.0	.0		.0			.2
11.8	7.1	13.9	All Other Current	11.4	10.3		7.0			7.9
47.8	35.1	42.2	Total Current	41.5	37.9		30.4			40.6
28.6	38.0	29.1	Long-Term Debt	38.8	24.9		35.1			13.9
.2	.2	.2	Deferred Taxes	.0	.0		1.1			.0
4.4	4.7	3.7	All Other Non-Current	5.7	2.7		2.4			3.3
18.9	22.0	24.8	Net Worth	13.9	34.4		31.1			42.1
100.0	100.0	100.0	Total Liabilities & Net Worth	100.0	100.0		100.0			100.0
			INCOME DATA							
100.0	100.0	100.0	Net Sales	100.0	100.0		100.0			100.0
			Gross Profit							
89.3	90.1	87.5	Operating Expenses	74.8	92.2		88.3			94.1
10.7	9.9	12.5	Operating Profit	25.2	7.8		11.7			5.9
3.0	2.6	2.8	All Other Expenses (net)	7.2	1.4		.4			.9
7.6	7.3	9.7	Profit Before Taxes	18.0	6.4		11.2			5.1
			RATIOS							
2.5	4.3	2.9		1.1	3.8		3.0			3.1
1.1	1.4	1.1	Current	.7	.9		1.5			1.8
.6	.6	.5		.3	.2		.8			1.2
2.0	2.2	1.6	Quick	.8	2.7		3.0			2.2
.6	.7	.5		.5	.4		.8			1.0
.2	.2	.2		.1	.0		.3			.4
0	0	0	Sales/Receivables	0	0		5	72.0		18
14	25.9	14		0	0		72	5.1		30
46	8.0	38		10.3	6.1		83	4.4		63
			Cost of Sales/Inventory							
			Cost of Sales/Payables							
8.1	3.8	6.1	Sales/Working Capital	37.0	4.2		5.7			5.0
34.0	14.3	33.7		-6.7	-48.2		11.6			10.6
-7.9	-19.3	-5.4		-2.6	-2.3		-27.7			22.8
27.6	10.9	10.4	EBIT/Interest	8.3	16.8					11.2
(56)	4.0	(57)		(17)	3.3	(13)	6.7			5.7
.6	.8	1.1		-1.5	-1.4					2.7
			Net Profit + Depr., Dep., Amort./Cur. Mat. L/T/D							
.1	.2	.5	Fixed/Worth	1.2	.5		.2			.3
.7	.9	1.2		25.7	1.1		1.4			.4
6.8	11.5	-12.6		-5.8	-7.8		-2.8			.9
.7	.6	.6	Debt/Worth	.7	.4		.5			.6
2.2	2.1	2.7		25.4	.7		2.9			2.2
41.1	93.2	-19.9		-9.9	-10.7		-6.3			3.4
68.0	65.4	59.9	% Profit Before Taxes/Tangible Net Worth	91.3	62.3					33.7
(56)	20.6	(56)		(15)	50.3	(12)	12.2			22.0
3.2	3.0	4.5		.2	3.5					7.5
28.5	17.8	15.5	% Profit Before Taxes/Total Assets	9.4	23.4		23.7			8.2
5.2	4.1	5.2		4.8	4.7		4.6			5.6
-1	.1	.3		.1	.2		.2			4.1
97.6	53.1	19.1	Sales/Net Fixed Assets	3.9	6.6		23.1			34.7
14.5	8.7	3.9		1.5	2.0		7.4			17.5
1.2	1.7	1.2		.1	.8		1.3			3.9
3.4	3.0	3.2	Sales/Total Assets	1.4	2.6		2.1			3.7
1.6	1.4	1.2		.7	1.1		1.2			2.0
.6	.7	.6		.1	.6		.5			.9
.9	1.0	1.3	% Depr., Dep., Amort./Sales	5.4	1.4					.6
(46)	2.1	(46)		(14)	11.1	(13)	3.8		(13)	.8
9.5	8.5	9.3		18.5	8.4					2.9
2.2	2.1	1.2	% Officers', Directors' Owners' Comp/Sales							
(14)	3.3	(15)								
6.5	7.9	5.7								
1324676M	2156932M	2597923M	Net Sales (\$)	10989M	29184M	31075M	80464M	76288M	2369923M	
929452M	1272149M	1617524M	Total Assets (\$)	32888M	33889M	15882M	220929M	28353M	1285583M	

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Current Data Sorted by Assets

Comparative Historical Data

						Type of Statement		
						Unqualified	14	6
						Reviewed	13	5
						Compiled	9	8
						Tax Returns	31	23
						Other	50	40
						Assets Size	4/1/15-3/31/16	4/1/16-3/31/17
						Number of Statements	ALL	ALL
						117	82	
						CASH FLOW MEASURES	%	%
						Cash from Trading/Sales		
						Cash after Operations/Sales	25.2	18.7
						Net Cash after Operations/Sales	10.0	5.0
						Net Cash after Debt Amortization/Sales	3.6	-2.1
						Debt Service P&I Coverage	24.1	18.4
						Interest Coverage (Operating Cash)	(116) 10.0	5.8
						Δ Inventory	4.5	.0
						Δ Total Current Assets	14.5	5.7
						Δ Total Assets	(116) 2.7	(81) .7
						Δ Retained Earnings	-3.5	-6.0
						Δ Net Sales	8.9	8.9
						Δ Profit before Int. & Taxes	(95) 2.6	(70) 1.9
						Δ Depr./Depl./Amort.	.7	.0
						RATIOS	21.5	22.4
						Sustainable Growth Rate	(90) 6.0	(64) 5.8
						Funded Debt/EBITDA	2.2	.0
						Net Sales (\$)	13.8	25.6
						Total Assets (\$)	(49) .0	(42) -1.0
							-17.5	-19.5
							47.1	38.8
							4.4	3.7
							-15.0	-17.3
							27.3	16.8
							3.3	-.4
							-4.0	-9.0
							45.7	44.3
							(112) 8.3	(80) 4.1
							-9.3	-24.5
							17.7	19.2
							.2	4.5
							-14.7	-9.5
							90.4	85.5
							(116) 11.9	12.0
							-44.7	-46.3
							29.4	28.5
							(89) .0	(70) -5.6
							-34.0	-55.5
							24.5	19.8
							6.5	(81) 1.4
							-7.0	-7.0
							.3	.3
							2.4	2.1
							6.7	10.5
							2343689M	1692251M
							1662679M	922447M
3	3		1	5	2			
8	7	3	1					
	7	11	2	1				
	5 (4/1-9/30/19)		51 (10/1/19-3/31/20)					
0-500M	500M-2MM	2-10MM	10-50MM	50-100MM	100-250MM			
11	17	14	4	6	4			
%	%	%	%	%	%			
24.9	24.7	28.5						
11.5	8.1	10.0						
2.5	-5.7	2.4						
24.9	32.3	29.6						
11.7	8.2	10.3						
4.0	.1	-3						
.7	9.7	4.7						
-1.3	(16)	3.0	-1.6					
-9.0	-6.8	-18.7						
10.3	3.5	3.5						
4.1	(15)	1.4	1.2					
.7	.0	-4						
	7.4	14.9						
	(15)	3.0	2.5					
	.0	-4.1						
126.1	55.4	47.1						
26.1	1.6	7.9						
-5.9	-30.3	-16.7						
60.0	13.4	18.1						
18.9	2.8	3.7						
-12.2	-6.9	-1.2						
39.0	13.2	100.0						
-14.3	(16)	-7.7	10.4					
-100.0	-108.5	-11.5						
20.0	57.5	21.5						
6.8	10.8	8.0						
-3.6	-2.8	-2.6						
99.0	120.0	139.5						
23.5	-1.8	48.7						
-51.2	-43.1	-30.5						
	5.2	29.2						
	(16)	-50.7	.0					
	-94.8	-26.1						
14.3	157.1	52.5						
-15.4	.0	2.4						
-40.9	-10.0	-17.9						
.4	.8	1.5						
1.3	5.3	4.5						
3.0	14.7	8.9						
13696M	34700M	131946M	131472M	1146379M	700780M			
3052M	18720M	70105M	88021M	475385M	606622M			

AGRICULTURE—Soybean Farming NAICS 111110

Comparative Historical Data			Type of Statement	Current Data Sorted by Sales					
7	6	8		Unqualified	2		6		2
8	2		Reviewed	1		2	1		
3	2	3	Compiled	6	5	2	1		
21	19	14	Tax Returns	8	7	5	3	2	6
21	24	31	Other						
4/1/17- 3/31/18	4/1/18- 3/31/19	4/1/19- 3/31/20	Sales Size	0-1MM	5 (4/1-9/30/19) 1-3MM	3-5MM	51 (10/1/19-3/31/20) 5-10MM	10-25MM	25MM & OVER
ALL	ALL	ALL	Number of Statements	15	12	7	8	2	12
60	53	56							
%	%	%	CASH FLOW MEASURES	%	%	%	%	%	%
			Cash from Trading/Sales						
22.0	24.9	20.9	Cash after Operations/Sales	44.2	16.8				7.6
6.7	(50) 8.2	7.4		26.1	7.2				4.3
-1.9	.9	1.8		14.9	-6.0				-1.2
20.4	25.9	21.5	Net Cash after Operations/Sales	56.5	18.6				7.8
7.5	(50) 10.2	8.2		26.4	7.2				3.6
1.1	2.7	2.3		15.8	1.0				-5
8.8	8.7	5.0	Net Cash after Debt Amortization/Sales	12.4	3.6				5.5
(59) .0	(50) 2.1	(55) .0		-.5	1.2				1.3
-6.7	-4.0	-4.6		-9.1	-27.3				-3.1
11.9	6.4	4.2	Debt Service P&I Coverage	7.7	4.3				17.2
(50) 1.7	(47) 1.4	(53) 1.5		1.6	(11) 3.0				2.9
.0	.0	.4		.7	.0				-3
23.9	11.1	15.7	Interest Coverage (Operating Cash)	10.3					21.6
(49) 5.1	(45) 4.6	(50) 4.8		3.7					7.9
.0	.9	.5		2.4					-6
38.4	26.4	24.2	Δ Inventory						45.4
(27) 1.6	(27) 8.3	(29) .0						(11)	.0
-15.4	-3.2	-13.2							-9.7
23.3	48.1	42.6	Δ Total Current Assets	43.1	11.2				40.6
2.1	9.3	9.8		21.9	-2.9				15.2
-25.0	-8.0	-11.1		-16.3	-22.7				-8.0
21.0	29.0	22.8	Δ Total Assets	18.9	11.9				35.9
2.4	4.0	6.3		.7	.9				8.3
-7.7	-4.7	-2.4		-14.5	-7.9				-8.9
35.5	22.6	33.7	Δ Retained Earnings	100.0	32.6				24.0
(57) 4.5	(51) 3.0	(55) 4.5		(14) -24.6	-2.1				11.9
-39.5	-9.5	-39.4		-101.7	-113.2				-6.9
14.5	22.6	22.3	Δ Net Sales	20.0	33.2				24.0
6.0	8.4	6.9		5.0	8.6				6.5
-4.9	-4.7	-1.4		-.4	-3.3				3.3
			Δ Cost of Goods Sold						
101.7	144.1	88.2	Δ Profit before Int. & Taxes	59.3	90.3				75.3
(59) 6.5	34.5	18.2		7.0	16.7				18.6
-44.8	-26.9	-40.6		-51.2	-32.0				-8.4
36.4	34.6	12.9	Δ Depr./Depl./Amort.	9.1	18.7				16.4
(49) .0	(44) 2.9	(50) -5.8		(11) -13.0	-23.3			(11)	9.7
-26.8	-16.7	-51.9		-79.2	-68.6				-3.2
27.4	25.4	35.9	RATIOS	100.0	10.7				28.4
.3	2.0	2.9	Sustainable Growth Rate	-2.7	-.7				10.7
-13.8	-7.0	-11.6		-37.2	-34.5				1.4
.3	.7	.9	Funded Debt/EBITDA	1.3	.6				1.0
2.3	2.5	2.8		3.0	3.1				2.7
9.1	6.9	8.7		9.3	9.8				6.8
1008281M	1676071M	2158973M	Net Sales (\$)	8194M	20197M	26868M	55430M	42413M	2005871M
650460M	980113M	1261905M	Total Assets (\$)	14086M	21388M	12492M	134269M	18466M	1061204M