

ADM in Ingredients

November 2024

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Scope Key findings

STRATEGIC EVALUATION

Key facts ADM: Operations under each financially reportable business segment ADM: Financial results ADM: Revenues by geography and product Asia Pacific to generate most new ingredients sales over 2024-2029 ADM continues to expand in key growth areas via acquisitions ADM on target for its sustainability goals

COMPETITIVE LANDSCAPE

Consumer eating trends shape the competition Alternative proteins are top of the agenda for key players in ingredients "Natural" remains a key area for ingredients, aligning with growing demand for clean label Innovations increase as demand for "natural" rises DSM and Firmenich merge their businesses

MARKET ASSESSMENT

ADM serves key food categories in human nutrition Growth expected in confectionery despite maturity and health concerns Additional health benefits popular in dairy products Soft drinks now fully back on track after the COVID-19 disruptions ADM dipping a toe in the plant-based products market with PlantPlus Foods joint venture

NUTRITION

ADM's ingredients portfolio in human nutrition Healthy eating trend will help drive growth in the demand for proteins Botanicals benefit from the growing "natural" trend

NUTRITION

Emulsifiers challenged by the growing demand for clean label Sugar remains in the hot seat as public health becomes a concern for the authorities Flavours benefit from the importance of the taste aspect in food and beverages

KEY FINDINGS

Key findings

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