



# **A Presentation of ADM and its Soy Products**

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**Flora Coffi Sika**



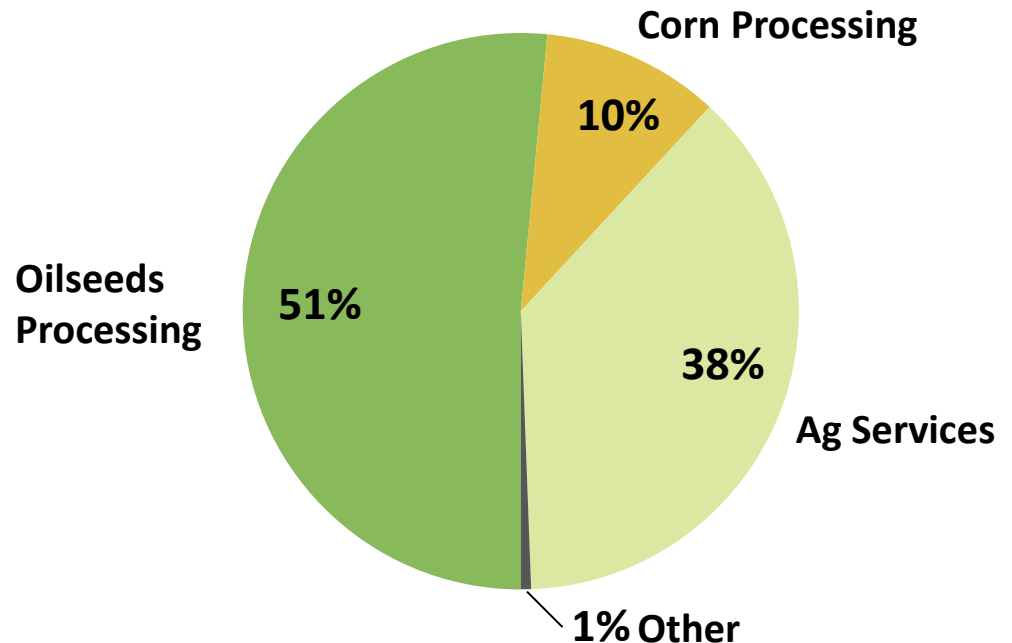
# Premier Player in Global Agribusiness

Serving Vital Needs Throughout the World

## Key Facts

FY12 net sales	<b>\$89 B</b>
Employees	<b>30,000</b>
Facilities	<b>685+</b>
Country sales	<b>160+</b>
Market cap	<b>~\$20 B</b>
NYSE:	<b>ADM</b>

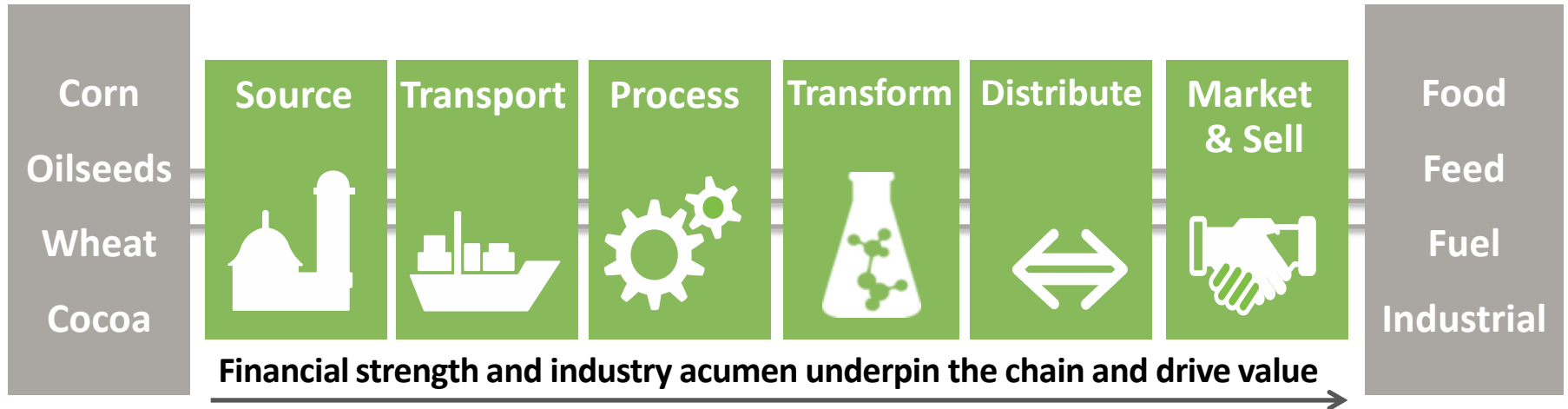
## FY12 Segment Operating Profit \$2.53 Billion





# ADM's Proven Core Model

- Expand the Size and Global Reach of our Core Model

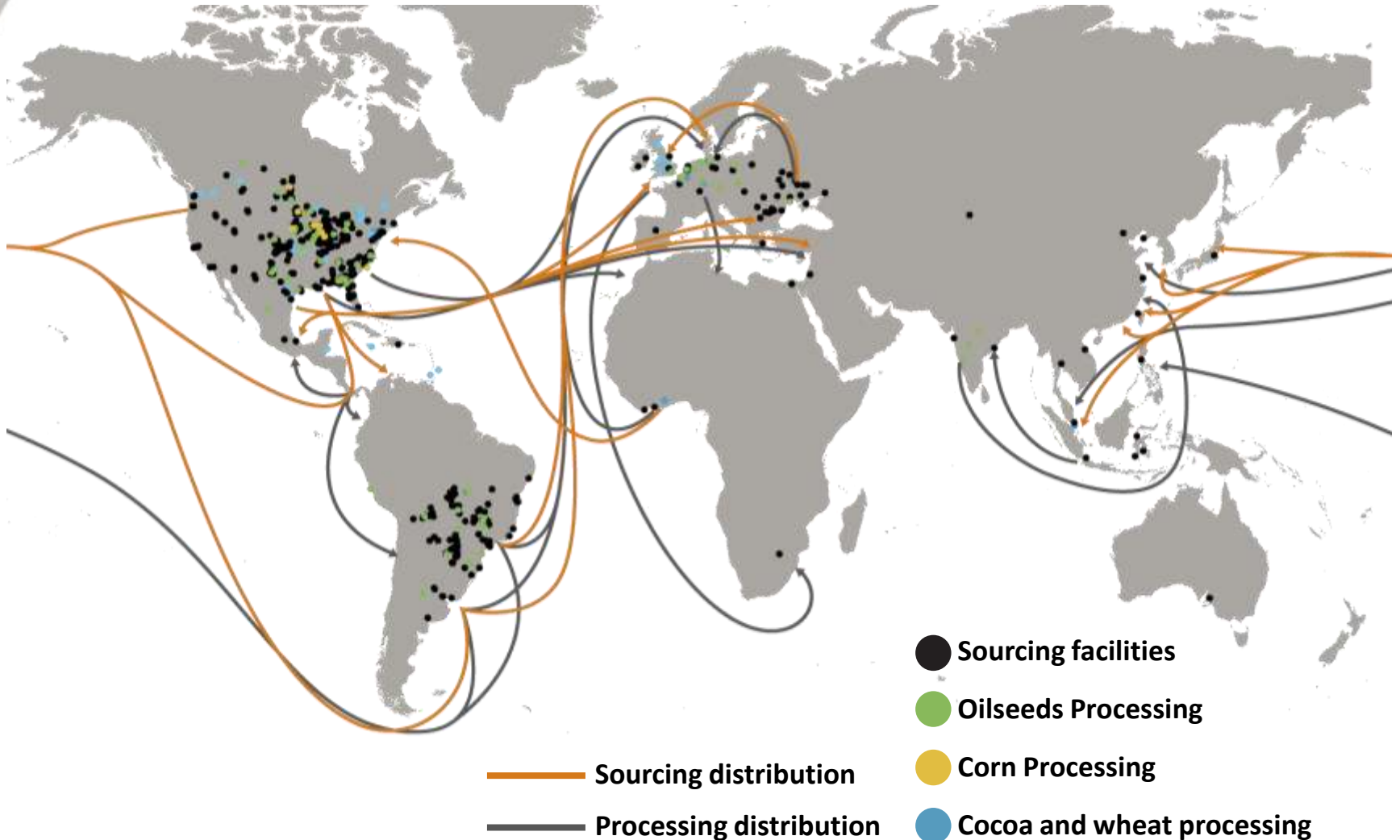


- Expand Volumes and Diversify Crops

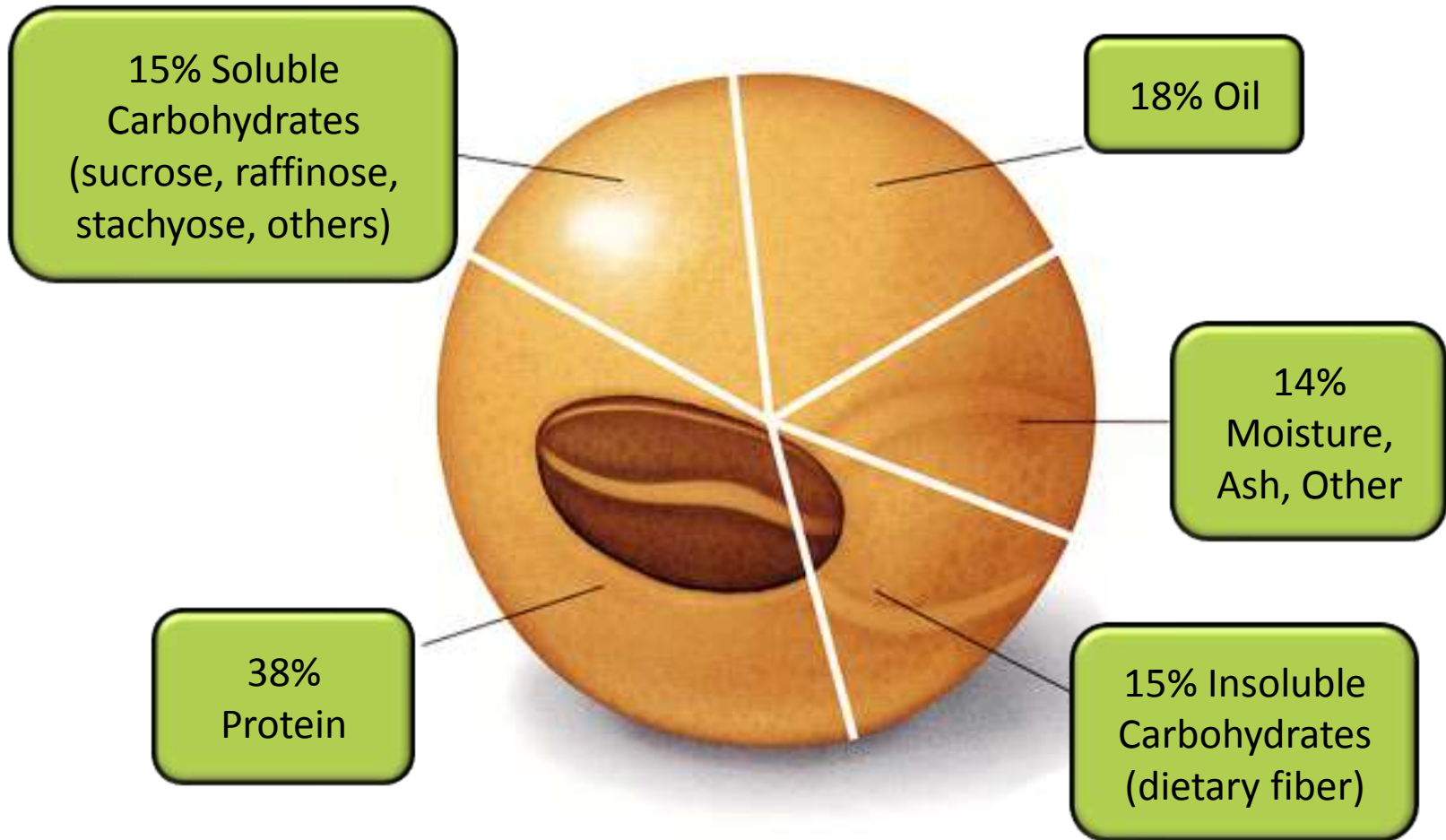
- Expand Volumes and Diversify Product Portfolios



# Unmatched Assets and Global Scale



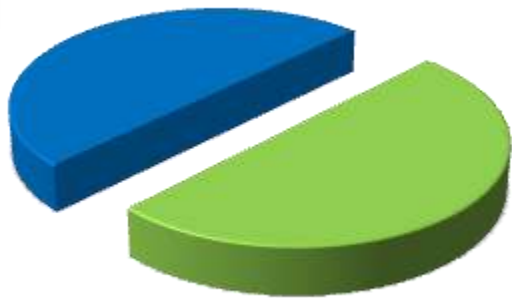
# Soybean Composition





# Soy Protein Comparisons

## *Soy Flour*



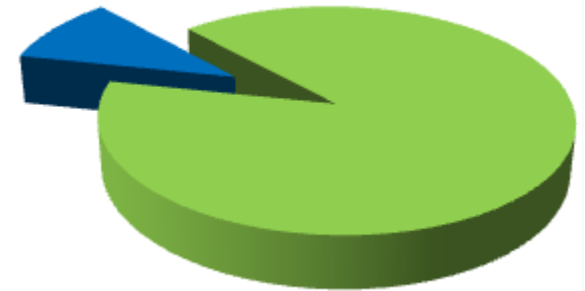
**50% Protein\***

## *Soy Protein Concentrate*



**65% Protein**

## *Isolated Soy Protein*



**90% Protein**

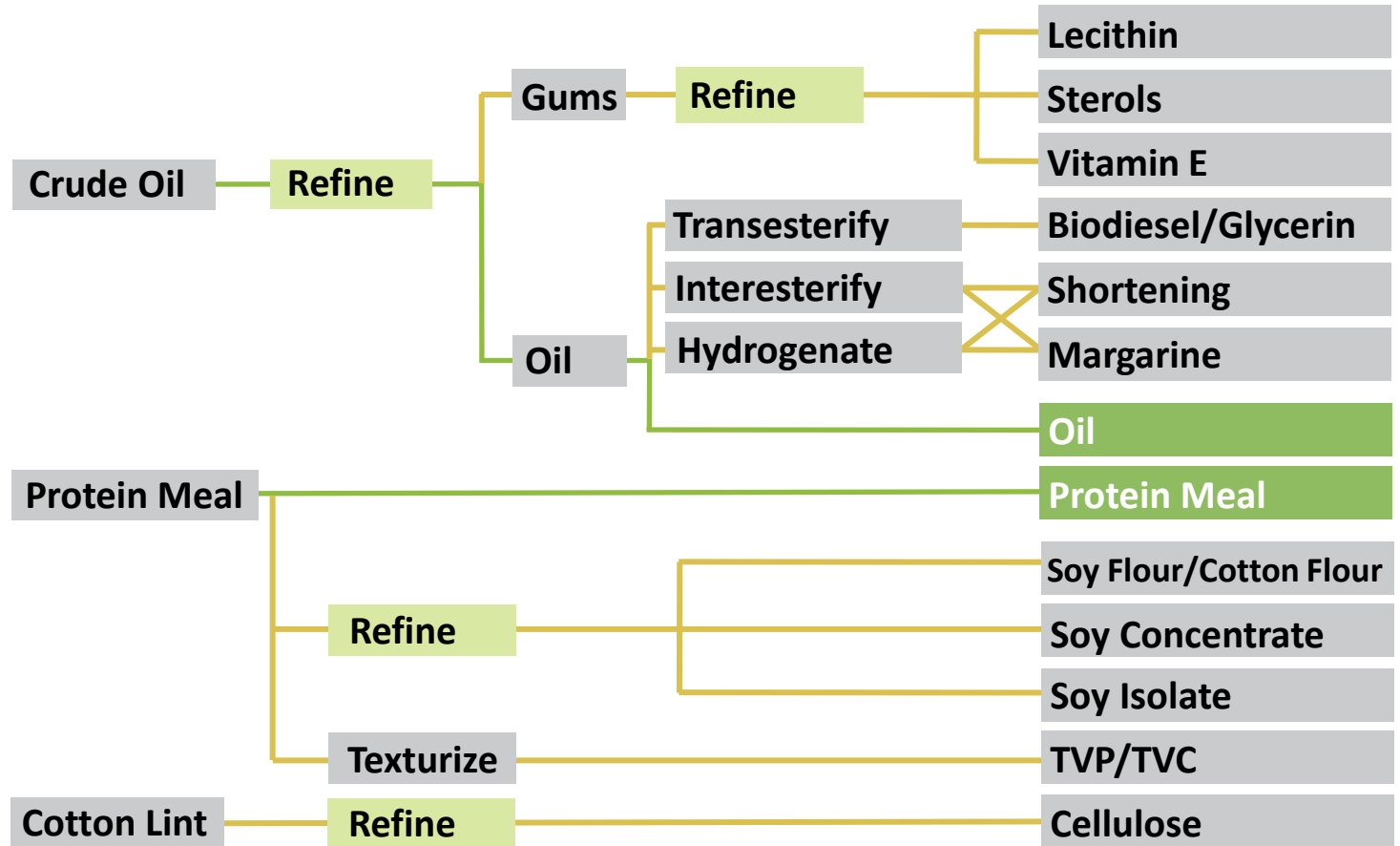
**Protein (moisture free basis)**  
**Carbohydrate, lipid, vitamins, minerals**

Moisture Free Basis

\*Excludes full fat and re-fatted soy flours



# Oilseeds Diverse Product Portfolio





# ADM's History of Food Innovation







# Soy Protein Concentrate (Arcon<sup>®</sup>)

**Nutritional bars**

**Breakfast cereals**

**Snack foods**

**Complete meal kits**

**Soups & other retorted products**

**Processed meats**

**Vegetarian analog**

**Reduced & low fat products**



\*Arcon<sup>®</sup> proteins have a protein content of greater than 65%



# Textured Soy Proteins (Arcon<sup>®</sup> T, TVC<sup>®</sup>, TVP<sup>®</sup>)

**Processed meats**

**Nutritional bars**

**Breakfast cereals**

**Snack foods**

**Vegetarian analog**

**Soups & other retorted products**



\*Arcon<sup>®</sup> T has a protein content of 70%; TVC<sup>®</sup> 65% & TVP<sup>®</sup> 50% (mfb)

# Soy Flour & Grits\*

**Bakery goods**

**Nutritional bars**

**Breakfast cereals**

**Snack foods**

**Bakery goods**

**Processed meats**

**Vegetarian analog**



\*Soy flour & grits have a protein content of 50%



**THANK YOU**