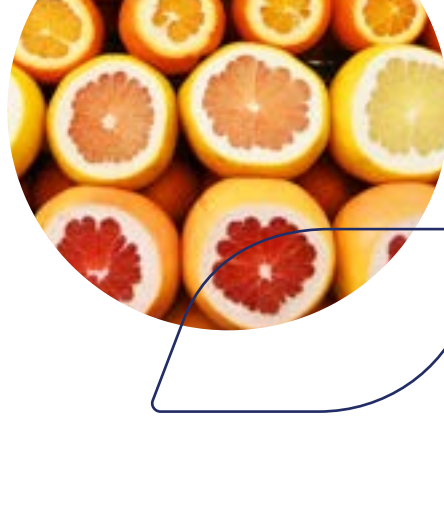




# Zest to Impress

Overcoming market challenges with CitrusFlex



## Getting the Squeeze

In today's competitive market, the rising cost of citrus oil poses a significant challenge for companies in the flavor industry. The unprecedented increase in citrus raw material prices has forced businesses to reevaluate their strategies and find innovative solutions.

**In the past  
10 years**

Available boxes of citrus have dropped 57.9%

Citrus oil prices have gone up over 8x



## Our Core Solutions

ADM's CitrusFlex program offers a strategic approach to address rising raw material costs. Built through a complementary balance of in-house technical extraction & fermentation capabilities, our CitrusFlex program can boost citrus profiles by making best use of natural resources and raw materials, all while providing significant cost savings.

### What is CitrusFlex?

Program of customizable solutions to address technological, legal or raw material challenges

- Supply
- Quality
- Pricing
- Agricultural Residue

### Additional Properties:

- Innovative approach to cost reduced folded oils
- Based on captive/proprietary molecules
- Available for orange, grapefruit, lemon, lime, and mandarin/tangerine



**With CitrusFlex, market fluctuations won't stop you from extracting the most value from your raw materials.**



**Our CitrusFlex program makes ideal use of two ADM platforms to deliver the authentic taste, performance, and affordability your consumers demand.**

### ADM Citrus Platform:

- One of the largest citrus oil manufacturers in the industry
- Access to high-quality, cost-optimized terpenes at high quantities
- Terpenes build the backbone for our optimizer program
- Terpenes make up for 90% of the citrus oil mass balance
- Managing citrus oil complete mass balance for price stability and minimize price swings
- Proprietary range of fractions & isolates using the full bandwidth of thermal and non-thermal separation techniques

### ADM Aroma Platform:

- US based production of in-house developed aroma molecules
- Proprietary chemistry includes enzyme catalyzed and biomass transformations
- Expert in unsaturated aldehyde and ketone reactions
- Foundational portfolio of captive aroma molecules



Our citrus flavor experts will work with you to implement CitrusFlex into your flavor.

**Our CitrusFlex program is just one tool in our comprehensive toolbox. Learn how we get to the core of your citrus challenges in order to help you overcome them.**



## Shaping Your Citrus Taste

When it comes to citrus, we are your full-service provider. Our broad portfolio and extensive expertise make it easy to overcome challenges and create delicious, consumer-preferred solutions.

**No matter your need, we can help you create your ideal solution from start to finish.**



**Broadest Separation Technology Bandwidth**



**Advanced Citrus Analytics**



**Unique & Captive Flavor Raw Materials**



**World-Class Flavor Creation Expertise**



**Industry-Leading Manufacturing Capacity**

ADM's captive, versatile, and powerful citrus portfolio stems from our deep scientific citrus know-how and our broad technological bandwidth. It enables our flavorists to expertly craft flavors which respond to consumer demand for bold and authentic citrus expressions in on-trend applications as well as to respond to any market challenges that may arise.

### The Foundation

Comprehensive portfolio of cold-pressed, low-, mid- and high-folded and terpene-less citrus oils.

### FreshNotes™

Full range of fractions and isolates at different purity grades, adaptable to customer needs.

### CoreCitrus

Range of captive and specialized products:

**ClearCore™   Corefold™   EZCore™**

*What it does for flavor?*

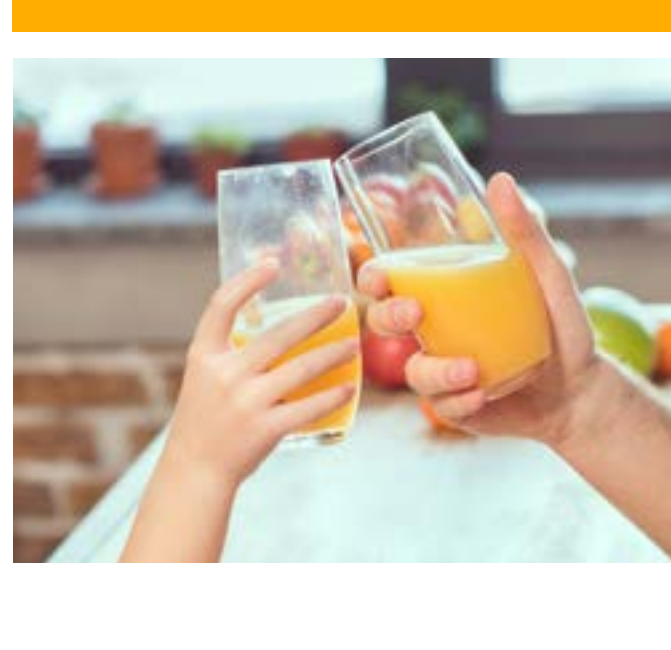
Delivers vibrant and authentic flavors tailored to each application's unique technical requirements.

### CitrusFlex

Program of created solutions such as optimizers and add-back flavors addressing technological, legal or raw material fluctuation demands.

*What does for you?*

Provides formulated solutions to adapt your citrus taste to taste and raw material challenges.



**Our flavors are shaped to the requirements of your application, whether it's authentic, intense, clear-cutting, or something truly yours.**

## Why ADM for Citrus?

As a global leader in citrus, we provide end-to-end support to help you create delicious, refreshing citrus solutions your consumers will love. Our broad portfolio of raw materials and captive flavoring ingredients allows us to create bold, vibrant citrus profiles perfectly suited for your product development needs.

Whether you want to combine citrus with a base, need product ideation and development support, or prefer full-service turnkey solutions, our experts have you covered.

**Let's Collaborate.**

[adm.com/contact-us](http://adm.com/contact-us)