

ADM in Ingredients

September 2022

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INTRODUCTION

Scope

Key findings

STRATEGIC EVALUATION

Key facts

ADM: Operations under each financially reportable business segment

ADM: Financial results

ADM: Revenues by geography and product

ADM to capitalise on the growing food and beverages expenditure in Asia Pacific

ADM continues to expand in key growth areas via acquisitions

Sustainability is at the centre of ADM's future growth strategies

COMPETITIVE LANDSCAPE

Consumer eating trends shape the competition

Alternative proteins are top of the agenda for key players in ingredients

ADM's latest investments are key to sustaining a solid place in the alternative proteins space

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"Natural" remains a key area for ingredients aligning with growing demand for clean label

Innovations increase as demand for "natural" rises

Functional ingredients rise with the growing healthy eating trend

DSM restructures to better position in healthy nutrition

DSM and Firmenich to join forces via merger

MARKET ASSESSMENT

ADM serves key food categories in human nutrition

Retail sales, in contrast to foodservice, flourish in line with increased home cooking

Ready meals is gaining traction stemming from the growing demand for convenience

Maturity and health concerns hinder further growth of confectionery

Offering additional health benefits is crucial in dairy

Soft drinks lost out due to poor performance of on-trade sales on the back of the pandemic

Pet care emerges as the most promising industry for ingredients

NUTRITION

ADM's ingredients portfolio in human nutrition

Fats and oils benefit from increasing home cooking while protein benefits from health trend

Botanicals benefits from the growing "natural" trend

Emulsifiers is challenged by the growing demand for clean label

Sugar remains in the hot seat as public health becomes a concern for the authorities

Flavours benefits from the importance of the taste aspect in food and beverages

RECOMMENDATIONS

What is the best way forward?

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