

# Your New Main Squeeze

We're bursting with excitement about our huge variety of citrus solutions, built from our unmatched portfolio of oils, extracts, fractions, isolates and customized flavor blends. We've combined true-to-fruit citrus profiles with years of experience, making us the freshest choice for your full-service citrus partner. Are you ready to create fresh flavor profiles? At ADM, we translate nature into the flavor that defines products.

# A SURPRISING TWIST ON TASTE

Our team of flavor creation and application experts knows the consumer market inside out. They are ready to work with you to make consumer-preferred products come to life. Consumers crave authentic flavor profiles such as Tahitian lime and Valencia orange. We're able to source specific varieties to create enhanced experiences consumers crave across the globe.

20%
of millennials
actively seek out
new flavors to try
on a regular
basis<sup>1</sup>

30%
sales of citrus
essential oils were
accounted by the
food industry
in 2018<sup>2</sup>

<sup>1</sup>Technomic's 2019 Flavor Consumer Trend Report

Citrus is one of the fastest-growing flavor categories, and the single most important taste profile for beverages.





# Passionate About Citrus

We source the best out of the world's citrus groves – from North-America (Florida, California) through Central and South America (Mexico, Brazil and Argentina) to Europe (Spain, Italy/ Sicily) to South-Africa and others.

- Very specific, qualified raw material selection, analytically and sensory controlled to ensure highest quality standards and traceability
- Global cross-functional procurement team buying all parts of the citrus fruits
- Most secure and reliable supply chain
- High diversity of broad raw material availability

# ADM ENSURES A RELIABLE AND STABLE PRODUCT SUPPLY SO:

- you benefit from our deep understanding of market dynamics and strategic global sourcing through long-term supplier relationships
- gain an edge with more than a hundred years of whole citrus fruit experience

So, whether you're looking to create authentic flavor profiles or innovate, we know taste is at the core, and we've got you covered.

# **ORANGE**

sweet, blood, and bitter

### **MANDARIN**

red, green, clementine, tangerine or tangor

# **LEMON**

Argentina, California, Sicily

# **GRAPEFRUIT**

white, pink or sweetie

# LIME

key type A and B, Tahiti and distilled

DIFFERENT VARIETALS
AND ORIGINS







# The Juicy Details – From Tree to Taste

With their bright colors and delicious taste, citrus fruits are one of the most popular ingredients in the world. ADM de-constructs and then re-constructs their natural citrus flavor.

Our citrus platform relies on ingredients from centers of excellence in Winter Haven, Florida and Aufsess, Germany, serving our global demand. We have a unique set of citrus extraction and distillation techniques with the highest capacity serving the market.

- Highly specialized and experienced global research team, research used to support product development
- Customization of citrus ingredients for tailor-made flavors
- Global analytics network specialized on citrus needs and supporting full traceability

# WE HAVE UNIQUE CITRUS COMPETENCIES THAT INCLUDE:

- State-of-the-art citrus extraction and distillation techniques
- Portfolio of varietal and origin specific citrus flavors
- The best citrus ingredients nature has to offer
- Flavor delivery for all applications

# **Comprehensive Citrus Ingredients Portfolio Used In Flavor Creation:**

Low, mid and high-folded oils
Full range fractions and isolates

Special product lines for increased stability and solubility

Whole fruit extracts

Add-back flavors

# WE'LL HELP YOU RISE AND SHINE

ADM's vast citrus ingredients portfolio ensures that you have access to unlimited formulation possibilities. Our creation teams ensure suitable adaption to local taste preferences too.

# More Applications, More Benefits

Our citrus solutions are powered by our formulation expertise and unmatched portfolio, to give you an edge across all applications:



# **Beverages/Soft Drinks**

- Consumer-preferred citrus solutions to meet your needs
- Products adapted to beverage categories for best solubility and stability



# Juice

- FTNF Add-backs portfolio for desired taste profiles and adapted to regional regulations
- Adapted to juice concentrates of NFC



# Alcoholic Beverages

- Whether it's a shandy, a craft beer or a trendy hard seltzer, we offer a complete portfolio of alcoholic beverages
- TTB-registered flavor portfolio available for North-America



# Confectionery

- Citrus is a top flavor category and combines well with ADM vanilla extracts
- Complete portfolio available for all applications' demands



# **Ice Cream**

- Our specialized knowledge and expertise helps create products for the ice cream industry to stay ahead of the trends
- An extensive flavor portfolio with cost-conscious solutions available



# **Baked Goods**

- Expertise in supplying some of the largest U.S. bakery suppliers, trusted since 1936
- Broad range of flavors available for a complete profile of bakery products

Depending on the market demands, we can cover all required certifications including:

KOSHER | HALAL | ORGANIC | REACH-CERTIFIED | TTB-APPROVED



# A Fresh Burst of 'Wow'

Sweet and sour? Food or beverage? Our wide array of citrus flavor options make new creations fresh and exciting. Always. We invite you to taste the possibilities.

# **OUR CITRUS FLAVORS PORTFOLIO INCLUDES:**

### **ORANGE**

Our profiles cover all orange varieties: sweet orange, blood orange, bitter orange

# **GRAPEFRUIT**

White or pink grapefruit flavors

Deliver versatile grapefruit solutions to balance taste profile and cost

> FTNF add-back flavors Natural Citrus flavors Citrus flavors

#### **LEMON**

Add a refreshing twist to your product with our broad variety of lemon flavors

Broad portfolio focusing on lemon-lime taste profile

#### **MANDARIN**

Explore a range of fresh flavors: Mandarin, red, green, clementine, tangerine or tangor

### **RANGE OF DELIVERY SYSTEMS**

liquid, emulsion, powder, encapsulation

### LIME

Discover the exciting world of lime profiles from distilled lime to fresh spicy cocktail inspired lime

# **VARIETALS**

Bergamot, yuzu, dalandan, kaffir lime

Custom flavor systems to deliver everything you need

We have citrus flavor, from alcoholic and non-alcoholic beverages to juices and confectionery.

# ADM DELIVERS FOR YOU

We translate nature into the flavor that defines all of our products. Our technical expertise and state-of-theart extraction systems ensure quality and reliability, while our superb logistical network delivers uninterrupted supply. With expertise spanning the entire value chain, we help you achieve a consumer-preferred flavor profile. With full product development and application support, we're your market-ready solution, adapting our flavors and systems to your specific product needs for great-tasting products consumers will love.

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