



# Serving Vital Needs

## **ADM SA Corporate Sustainability**

2014

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Sustainability, South America



# The ADM Way

## Vision

To be the most admired  
global agribusiness

Creating Value  
Growing Responsibly  
Serving Vital Needs



integrity



respect



excellence



resourcefulness



teamwork



responsibility



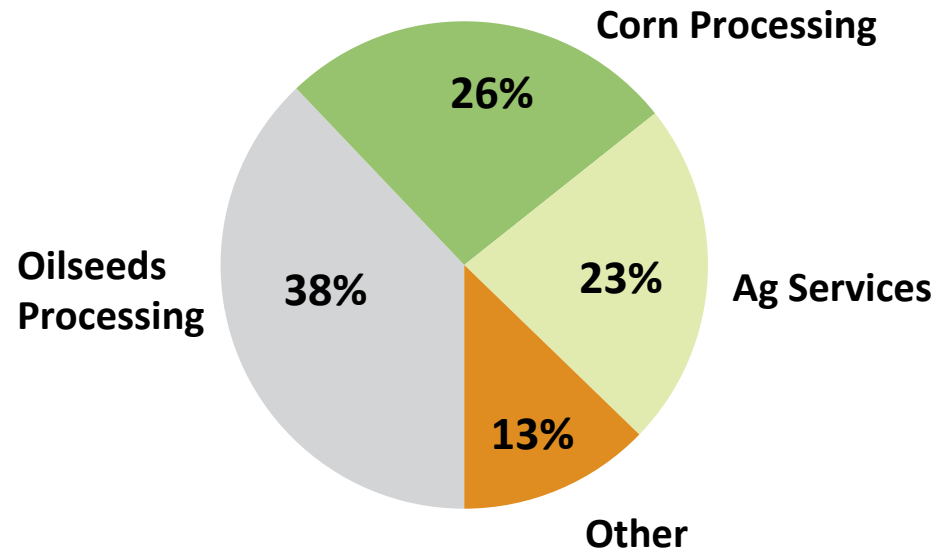
# Premier Player in Global Agribusiness

Serving Vital Needs Throughout the World

## Key Facts

FY11 net sales	<b>\$81 B</b>
Employees	<b>30,000</b>
Facilities	<b>665+</b>
Country sales	<b>160+</b>
Market cap	<b>~\$20 B</b>
NYSE:	<b>ADM</b>

FY11 Segment Operating Profit  
\$4.0 Billion







# ADM Activities in Brazil

- Began operations in 1997 and has grown to be among the country's largest processors of soybeans and cocoa, a top producer of bottled vegetable oils, and one of the nation's largest overall exporters.
- Today, ADM employs more than 3.900 people at almost 60 facilities:
- ADM's biodiesel plant in Rondonópolis (MT) is the single largest plant in the Brazil. Currently building a biodiesel plant in Joaçaba expected to be completed in 2013;
- 5 Processing Plants;
- 5 Fertilizer blending plants;
- ADM Cacau-Joanes, located in Ilheus (BA);
- ADM operates a sugarcane-based ethanol facility in Limeira do Oeste (MG);
- More than 40 grain elevators and 3 Port Terminals;
- Starting to plant palm plantations in the state of Pará in cooperation with local farmers and the Brazilian government.
- ADM uses its expansive logistics network to transport more than 15 million metric tons of finished products each year to customers via roads, railways and waterways.



Santos Port Terminal



# **Serving Vital Needs Sustainably**

## **Operating the Business**

**15x20 Plan**

## **Protecting the Business**

**Improving transparency and reducing risk along the supply chain**

## **Growing the Business**

**Offering certified sustainable products and solutions (ISCC)**

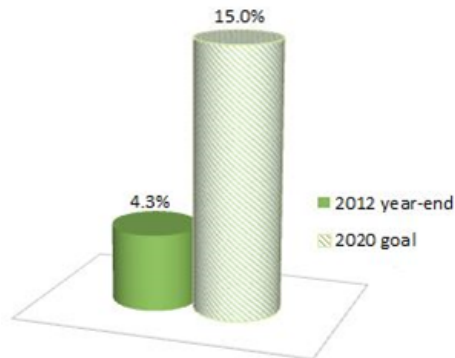


# 15x20 Plan: How are we doing?

- Need to average 1.5% efficiency improvements per year to stay on track

## Energy

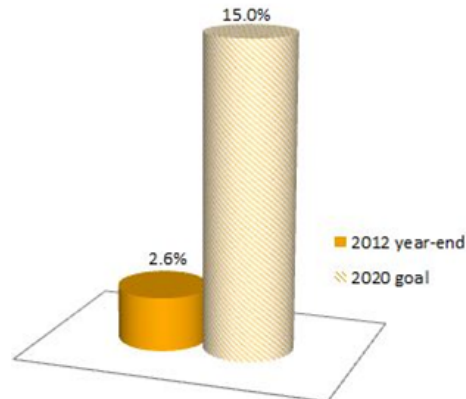
Energy intensity improvement, 2010-12\*



\*estimated based on efficiency projects completed as of Dec. 31, 2012

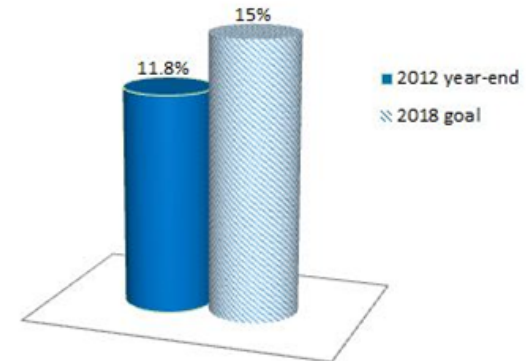
## Emissions

Emissions intensity improvement, 2010-12



## Water

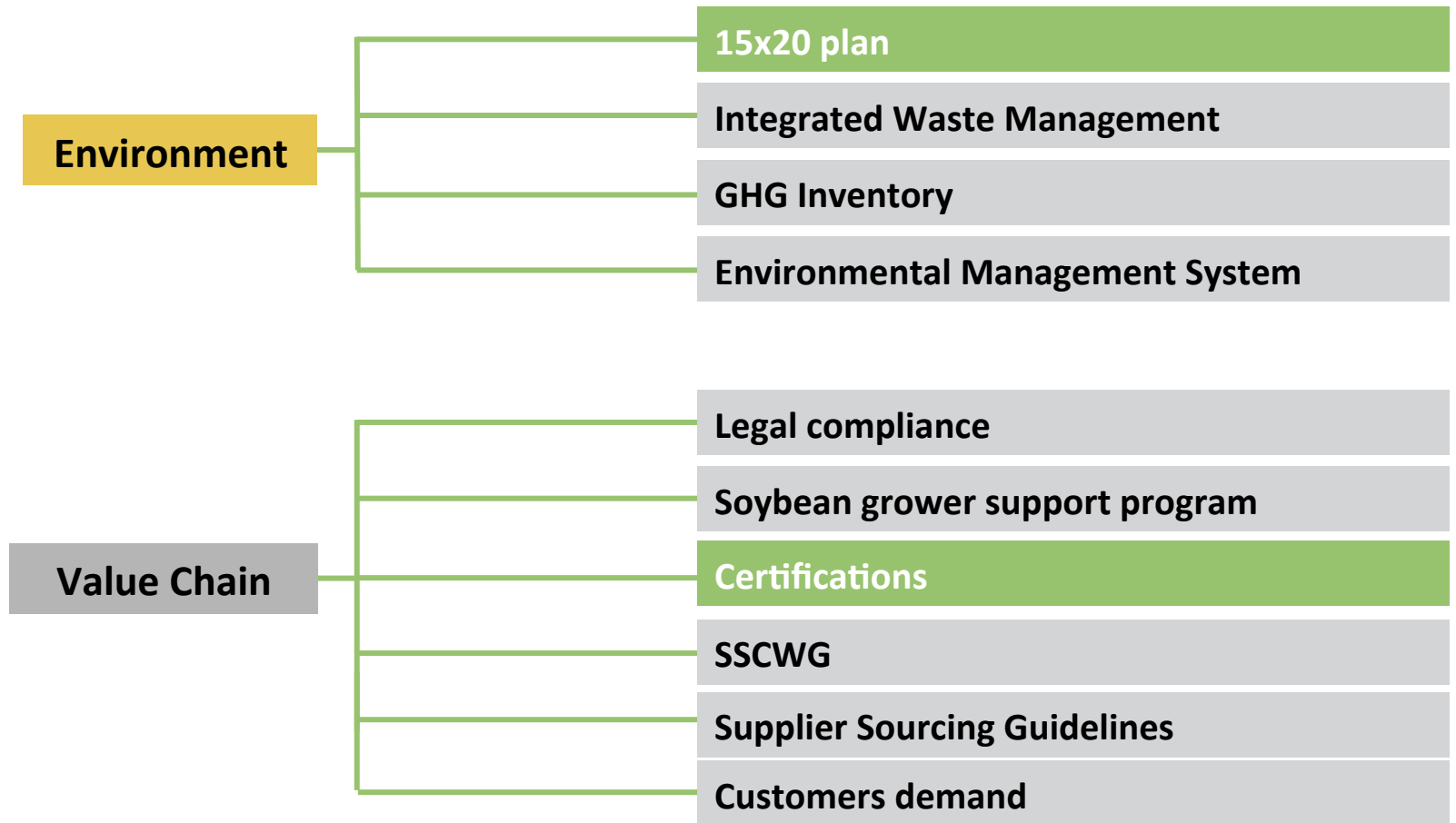
Water use per unit of production, ADM Corn business unit, 2008-12\*



\*represents approximately 80 percent of company's overall consumption

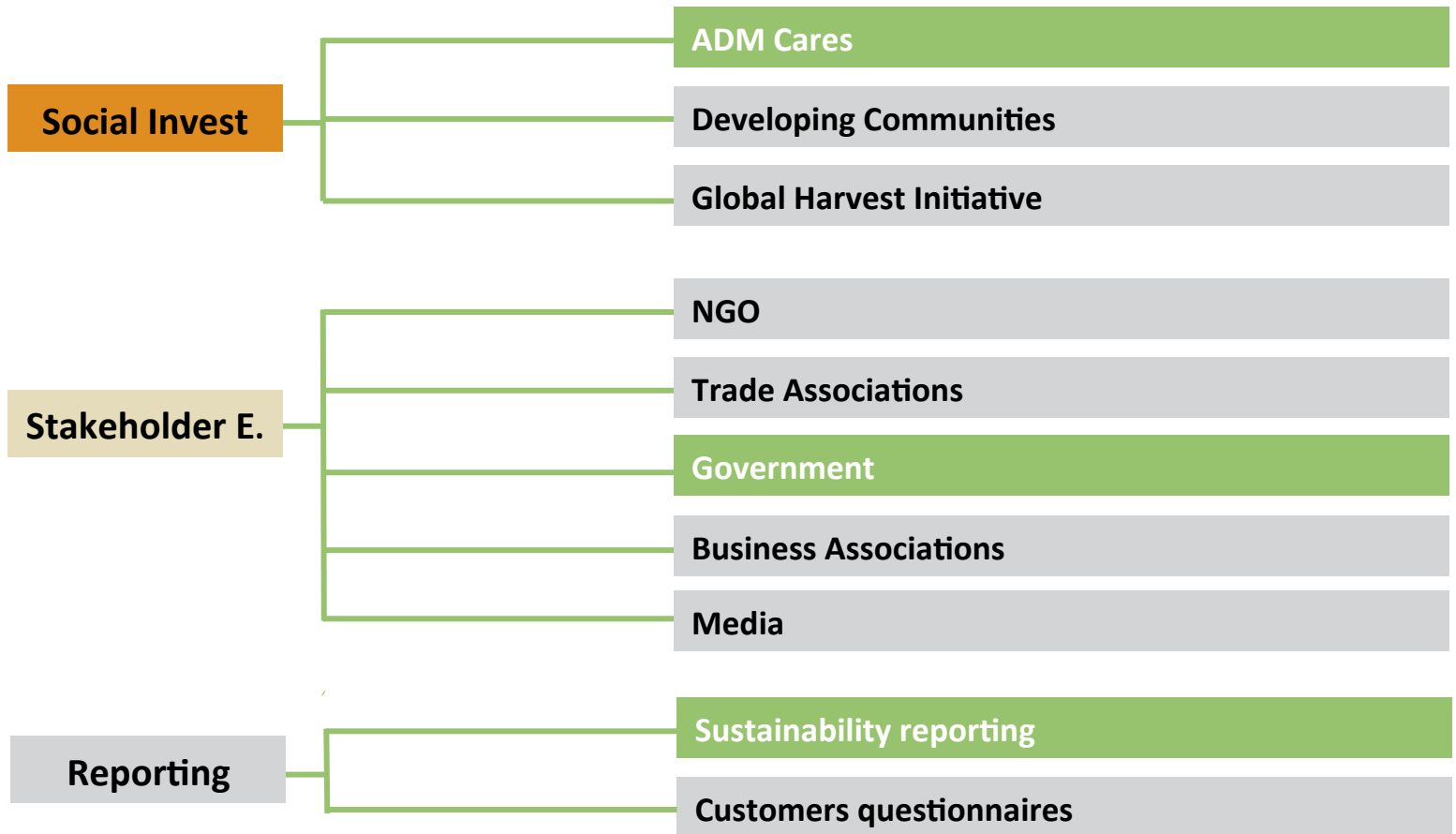


# Serving Vital Needs Sustainably





# Current sustainability projects







## The Simple Supply Chain

**Grower**

Effort to  
certify



Administration  
as FGP

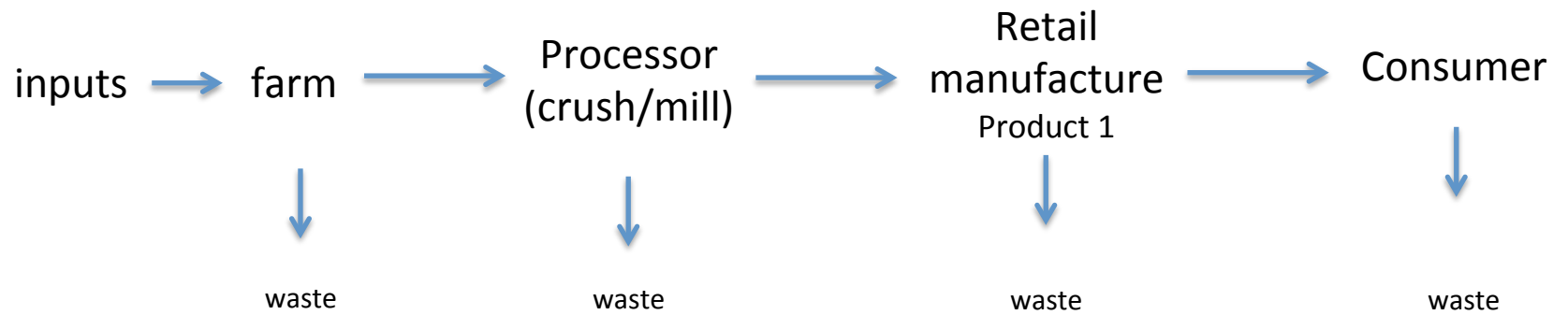


**Customer**

Benefits of  
certification

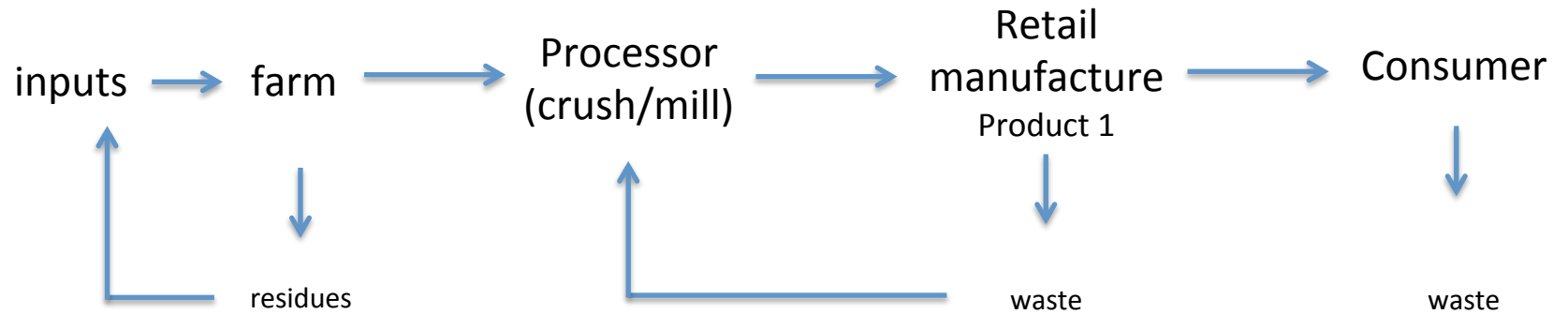


## Typical Supply Chain



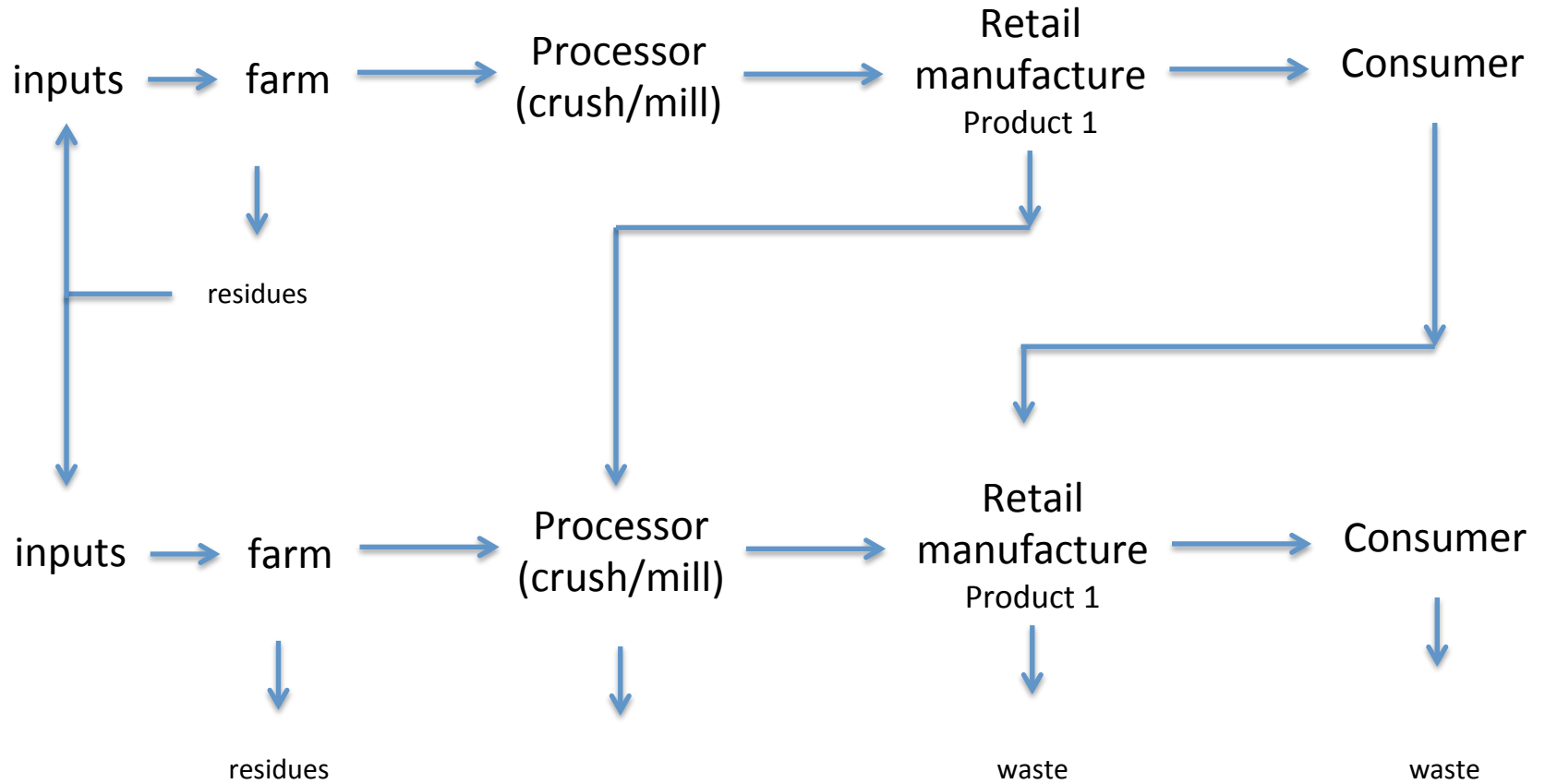


## Closing the Loop Along the Supply Chain





# Integrated Supply Chains





# Thank you!

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