

## Amino Acids Portfolio Comparison Chart

FOR ALL ANIMAL DIETS

ADM meets our customers' growing amino acid needs with a worldwide transportation network, supplying the industry around the globe with high-quality, uniform feed-grade amino acids.

| Services   | ADM       | Competitor A | Competitor B                                 | Competitor C                            |
|--|-----------|--------------|--|---|
| <ul> <li>Liquid Lysine Inventory Monitoring</li> <li>Automatic reordering at predetermined<br/>levels allows for decreased labor at mill</li> </ul>                              | real-time | •<br>2x/day  | •<br>2x/day                                  |   |
| Technical Support <ul> <li>Mixer profiles</li> <li>AA profile testing</li> </ul>   | ٠         | •            | ٠  | •                                       |
| <ul> <li>Vertically Integrated</li> <li>Owns/operates all processes thus<br/>eliminating disruptions of ingredient<br/>flow to mill</li> </ul>                                   | •         |              |  |   |
| Domestic Source of Lysine <ul> <li>Reliable source</li> <li>No import taxes</li> </ul>   | (HCI)     | ●<br>(HCI)   | (HCI)  | ●<br>(sulfate)                          |
| Domestic Source of Threonine <ul> <li>Reliable source</li> <li>No import taxes</li> </ul>  | •         | •            |  |   |
| Granular Products <ul> <li>Efficient, free-flowing, easy-to-handle</li> <li>Improved safety/productivity for mill</li> </ul>   | •         |              |  |   |
| <ul> <li>Owns their Supply Chain</li> <li>Control over equipment and drivers</li> <li>Accurate and prompt deliveries</li> </ul>  | •         |              |  |   |
| Trans-loading Locations Throughout<br>North America<br>• Ensures proximity of liquid product to mills  | •         |              | ٠  |   |
| <ul><li>Warehouse Space Throughout US</li><li>Ensures proximity of dry product to mills</li></ul>  | •         | •            | •••••••••••••••••••••••••••••••••••••••      | ••••••••••••••••••••••••••••••••••••••• |
| <ul> <li>Industry Experience</li> <li>Extensive involvement with other feed ingredients</li> <li>Broad industry knowledge translates directly into workable solutions</li> </ul> | •         | AD           | <b>ity Assurance</b><br>M is registered with |   |
|  |           |              | ality and Safety Systeed Ingredients and th  |   |

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