



## Cargill Non-GMO Solutions

# Cargill helps customers grow and protect their brands, and reduce time-to-market

### Non-GMO\* is one of the fastest growing claims in the U.S. food industry.<sup>1</sup>

A recent Cargill study showed that GMO is top of mind when consumers are asked what they avoid when purchasing food.

For over 15 years Cargill has helped customers navigate supply-chain challenges, source non-GMO ingredients, and grow their non-GMO business.

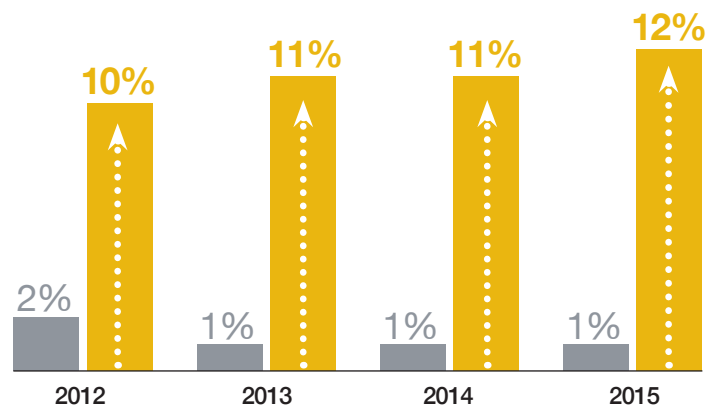
From dedicated producer programs to the industry's broadest ingredient portfolio, Cargill is the right partner to help food and beverage manufacturers grow and protect their brands by delivering non-GMO products to consumers.

<sup>1</sup> Source: Mintel, March 2016

[Cargill.com/food-beverage](http://Cargill.com/food-beverage)

### Food category growth rates

% growth of \$ sales over prior year



■ Total (+1% CAGR)

■ Non-GMO Organic Natural (+11% CAGR)

Source: White Wave at 2016 CAGNY Conference

## Cargill markets the industry's broadest portfolio of non-GMO ingredients.

From sweeteners, starches and texturizers to oils, cocoa and chocolate, Cargill delivers the scale that food manufacturers need to get to market quickly and meet growing consumer demand.

We offer a growing number of Non-GMO Project Verified ingredients so customers can feature America's most recognizable non-GMO claim on their labels.



## Well-established producer programs for corn, soybeans and high oleic canola means unsurpassed supply chain assurance for our customers.

Limited supply of non-GMO corn, soybeans and high oleic canola creates challenges for food and beverage companies seeking to scale production and meet growing consumer demand. Cargill's global footprint means we can source non-GMO ingredients worldwide to help our customers overcome unexpected supply-chain disruptions.



Our customers are able to plan ahead and grow their non-GMO brands with confidence, knowing that Cargill has the grain origination capabilities needed to deliver unsurpassed non-GMO supply-chain assurance.

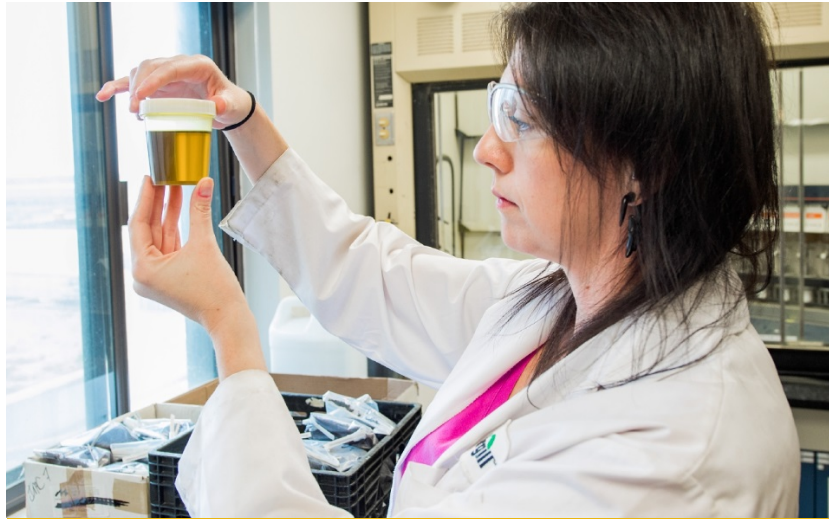


Cargill's non-GMO soybean origination program is significantly larger than our competitors.



**Cargill's KnownOrigins™ identity preservation process helps customers go to market with confidence and agility.**

KnownOrigins™ delivers transparency so our customers can source the ingredients they need to bring non-GMO products to market quickly.



Robust testing, approval and evaluation protocols enable customers to make non-GMO claims with the confidence of knowing Cargill's non-GMO ingredients meet the customers' desired non-GMO\* standard.

Farmers in Cargill's non-GMO producer programs are identifiable so non-GMO corn, soybean and high oleic canola can be traced back to producers.



**Market and supply chain insights and industry partnerships help our customers make informed strategic choices.**

We conduct proprietary consumer research and utilize 3rd-party studies so that our customers and Cargill have the insights needed to guide strategic decision making.

We have long-standing relationships with industry thought leaders such as the Non-GMO Project so that customers have insight relating to the direction of non-GMO in the future.

We regularly consult with food industry leaders and government officials to ensure we understand the direction of regulatory policy.



**Cargill has a number of Non-GMO Project Verified ingredients, including:**

- Cane sugar
- Erythritol
- High oleic sunflower oil
- Stevia
- Glucose heirloom syrup
- Corn syrup solids
- Dextrin
- Maltodextrin
- Soybean oil
- Dry corn (mill, grits, flour)
- Modified food starch
- Native starch
- Chicory inulin
- High oleic canola oil
- Soy, sunflower and canola lecithin
- Canola oil
- NuSun (Mid Oleic Sunflower Oil)

# Non-GMO solutions from Cargill\*

| Texturizers                                 | Sweeteners & Health                    | Fats & Oils                                      | Starch                                 | Ancient Grains                         | Flour & Other                                | Cocoa & Chocolate                    |
|---|--|--|--|--|--|--------------------------------------|
| Carrageenan <sup>1</sup> ●■❖                | Corn Syrup (Glucose) <sup>1,2</sup> ●❖ | NuSun (Mid Oleic Sunflower Oil) <sup>2</sup> ◆●❖ | Roll-dried Starches <sup>1</sup> ❖▲    | Quinoa Seed & Flour <sup>4</sup> ❖◆    | Corn Flour <sup>1,2</sup> ❖                  | Cocoa Powder <sup>1</sup> ●◆         |
| Xanthan Gum <sup>1</sup> ●                  | Fructose Syrup <sup>1</sup> ●          | Peanut Oil <sup>3</sup> ❖■◆                      | Cold Swelling Starches <sup>1</sup> ❖▲ | Sorghum Seed & Flour <sup>4</sup> ❖◆   | Soy Flour <sup>1</sup> ❖                     | Milk Chocolate <sup>1</sup> ❖        |
| Galactomannans <sup>1</sup> ■               | Dextrose <sup>1</sup> ●                | High Oleic Sunflower Oil <sup>2</sup> ●❖◆        | Specialty Starches <sup>1</sup> ❖▲     | Amaranth Seed & Flour <sup>4</sup> ❖◆  | Aleurone Flour <sup>4</sup> ❖                | Semisweet Chocolate <sup>1</sup> ❖   |
| Functional (Stabilizer) Systems ❖▲          | Cane Sugar <sup>2</sup> ❖              | Soybean Oil <sup>1,2</sup> ❖                     | Spray-dried Glucose <sup>1</sup> ❖▲    | Millet Seed & Flour <sup>4</sup> ❖◆    | Durum Wheat <sup>4</sup> ❖                   | Bittersweet Chocolate <sup>1</sup> ❖ |
| Soy Lecithin <sup>1,2</sup> ●               | Stevia <sup>1,2</sup> ■                | Linseed Oil <sup>3</sup> ●                       | Native Starches <sup>1,2</sup> ❖▲      | Teff Seed & Flour <sup>4</sup> ❖◆      | Vital Wheat Gluten <sup>4</sup> ❖            | White Chocolate <sup>1</sup> ❖       |
| Sunflower Lecithin <sup>2,3</sup> ●         | Chicory Inulin <sup>1,5</sup> ●        | Canola Oil <sup>1,2</sup> ❖                      | Stabilized Starches <sup>1</sup> ❖▲    | Buckwheat Seed & Flour <sup>4</sup> ❖◆ | Wheat Flour <sup>4</sup> ❖                   | Chocolate Duet <sup>1</sup> ❖        |
| Pectin <sup>1</sup> ●                       | Polyols <sup>1</sup> ●                 | High Oleic Canola Oil <sup>2</sup> +             | Maltodextrin <sup>1,2</sup> ❖▲         |  | Whole Wheat Flour <sup>4</sup> ❖             | Chocolate Liquor <sup>1</sup> ❖      |
| Deoiled Canola Lecithin <sup>1,2</sup> ●    | Mixed Tocopherols <sup>1</sup> ❖       | Olive Oil <sup>3</sup> ●                         | Thinned Starches <sup>1</sup> ❖▲       |  | Sustagrain® Barley <sup>4</sup> ❖            |                                      |
| Deoiled Soy Lecithin <sup>1,2</sup> ●       | Trehalose <sup>1,6</sup> ■             | Palm Oil <sup>3</sup> ●                          | Emulsifying Starches <sup>1</sup> ❖▲   |  | Ultragrain® Whole Wheat Flour <sup>4</sup> ❖ |                                      |
| Deoiled Sunflower Lecithin <sup>1,2</sup> ● | Sucromalt <sup>1</sup> ❖               | Palm (+Olein + Stearin) Oil <sup>3</sup> ■       | Dextrin <sup>1,2</sup> ❖               |  | Malt Products <sup>3</sup>                   |                                      |
|   |  | Palm Kernel Oil <sup>3</sup> ■                   | Corn Syrup Solids <sup>1,2</sup> ▲     |  |  |                                      |
|   |  | Palm Kernel Stearin <sup>3</sup> ■               |  |  |  |                                      |
|   |  | Coconut Oil <sup>3</sup> ■                       |  |  |  |                                      |
|   |  | Sunflower Oil ◆▲                                 |  |  |  |                                      |
|   |  | Rapeseed Oil <sup>3</sup> ●                      |  |  |  |                                      |

## Non-Crop

| Salt                                   | Fermentation   |
|--|--|
| Alberger® Brand Salts <sup>1</sup> ❖   | Erythritol <sup>2</sup> ❖                                  |
| FlakeSelect™ functional <sup>1</sup> ❖ | Citric Acid <sup>1</sup> ❖◆                                |
| Sea Salt <sup>1</sup> ❖                | Trisodium Citrate/<br>Tripotassium Citrate <sup>1</sup> ❖◆ |
| Premier® Brand Salts <sup>1</sup> ❖    |  |
| Granulated Salts <sup>1</sup> ❖        |  |
| Microsized® brand salts <sup>1</sup> ❖ |  |

Cargill can provide product specific sourcing, handling and processing information so that customers can determine whether a specific Cargill product meets country-specific and customer-specific requirements for non-GMO labeling.

- Products sourced from European Union
- Products sourced from Asia, Middle East or Africa
- ▲ EU sourcing for Functional Systems
- ❖ Products sourced from North America
- ◆ Products sourced from South America
- + Products sourced from Australia

\* Non-GMO – there is no worldwide definition of the term “non-GMO.” The definition of “non-GMO” varies widely from country to country. Some countries have no regulatory definition of “non-GMO,” and some countries consider a product to be “non-GMO” if it is exempt from mandatory GMO-labeling in that country. Requirements for mandatory GMO-labeling also vary widely from country to country. Various private standards groups and certifying agencies have also developed their own definitions of and standards for non-GMO.

<sup>1</sup> The products are not required to be labeled in accordance with the GMO labeling provisions of Regulation (EC) No 1829/2003 and 1830/2003 of the European Parliament and of the Council of 22 September 2003.

<sup>2</sup> Product has been verified by The Non-GMO Project.

<sup>3</sup> The products are produced from (specific crops/microbial source) where no commercially available varieties that have been genetically modified via recombinant DNA exist. The adventitious presence of other products that may be derived from GM crops is possible. Cargill provides no warranty that commingle of other products that are derived from GM crops falls below a specific threshold.

<sup>4</sup> This product is available for sale by Ardent Mills, LLC.

<sup>5</sup> Cargill is the exclusive North American distributor of chicory inulin manufactured by Cosucra. This product has been verified by The Non-GMO Project.

<sup>6</sup> Cargill is the exclusive North American distributor of TREHA manufactured by Hayashibara, a Nagase Group company.