



What are IP crops and why do they matter?

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Topics Discussed

1. What Identity Preserved means
2. How Identity Preserved grains and oilseeds improve processing performance
3. Why U.S. systems often outperform other global suppliers
4. Why Identity Preserved is important in the current marketplace



A Small Ingredient Difference Can Have Big Impacts

Example:

- A noodle manufacturer processes 80 metric tons of buckwheat per day / 300 production days per year
- Even a 1% yield improvement in flour extraction or noodle production could equal 240 additional tons of finished product annually

Where can manufacturers find ingredients that deliver that consistency?

What Identity Preserved Means

- Specific crop varieties selected for food or feed applications
- Crop's identity maintained separately throughout supply chain
- Segregated from commodity grain
- Traceable from farm to manufacturer
- Consistent composition and functionality



A **U.S. Identity Preserved (IP)** grain or oilseed is grown in the United States and has specific desirable traits maintained through each step of production and transportation to the end-user, using a specific, written, verifiable identity preserved system or plan. IP grains and oilseeds are segregated and can be defined by variety, type, modification, region of origin, or growing practice, assuring the product meets the buyer's needs.

The 'Pillars of Premium'



ORDER WITH CERTAINTY

U.S. Identity Preserved oilseeds and grains are modern, trusted crops. Grown with great care by U.S. farmers, they deliver the specific varieties and traits that food manufacturers need for their high-quality products.



VERIFIABLE

U.S. Identity Preserved products are traceable from their fields of origin throughout the process of production, processing, packaging and distribution, providing the knowledge and assurance customers need.



SEAMLESS FOOD SAFETY

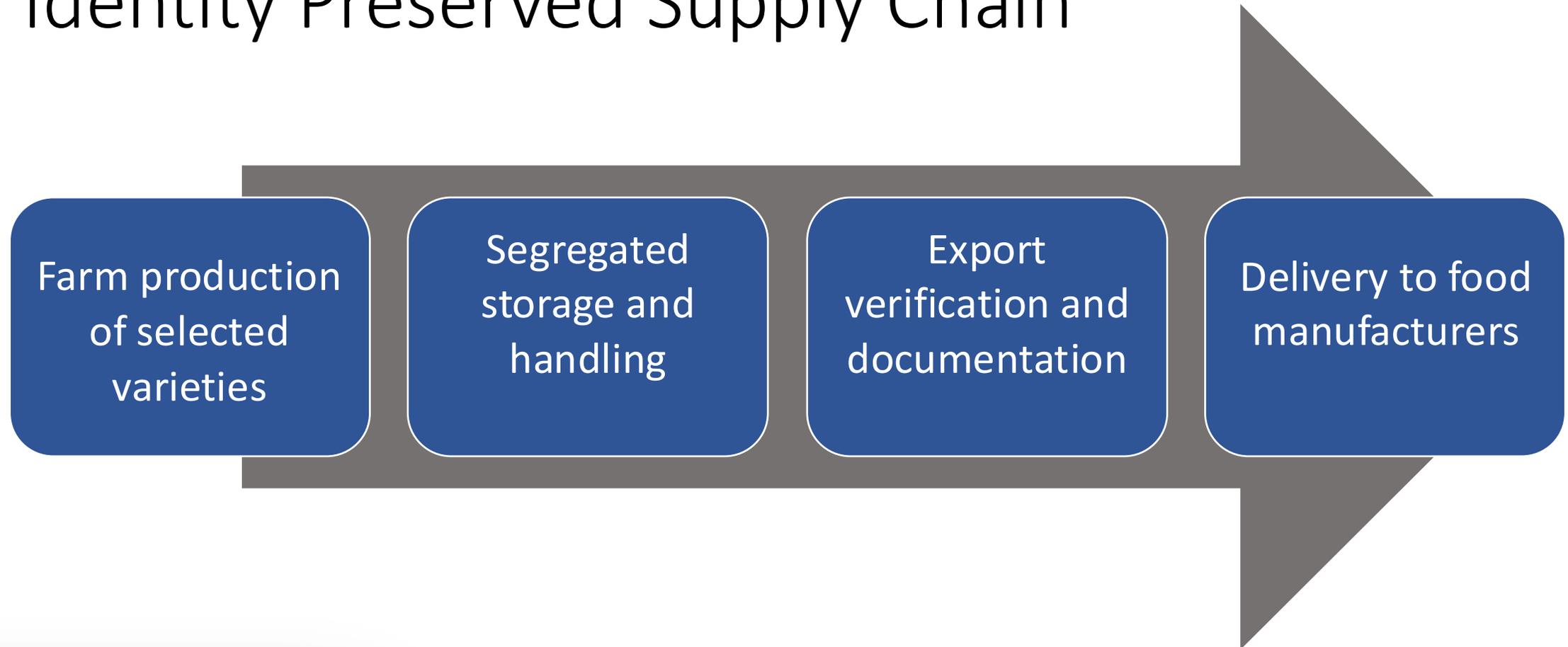
U.S. Identity Preserved processors follow strict protocols and have safety measures in place to ensure the quality, consistency, and security of their products throughout the value chain.

What IP Means for You

- With growing consumer and retail demand for increased understanding of how and from where food is produced, traceability has never been more important. Traceability allows for feedback throughout the entire process.
- **Getting exactly what you want** – the ingredient that will make your product better and more consistent.
- Commonly sought characteristics:
 - Non-GMO
 - Seed or kernel size
 - Seed or kernel color
 - Nutritional content
 - Oil/Amino Acid profile
 - Germination
 - Sugar profile
 - Taste
 - Appearance
 - Seed shape



Identity Preserved Supply Chain



IP vs Commodity Grain Systems

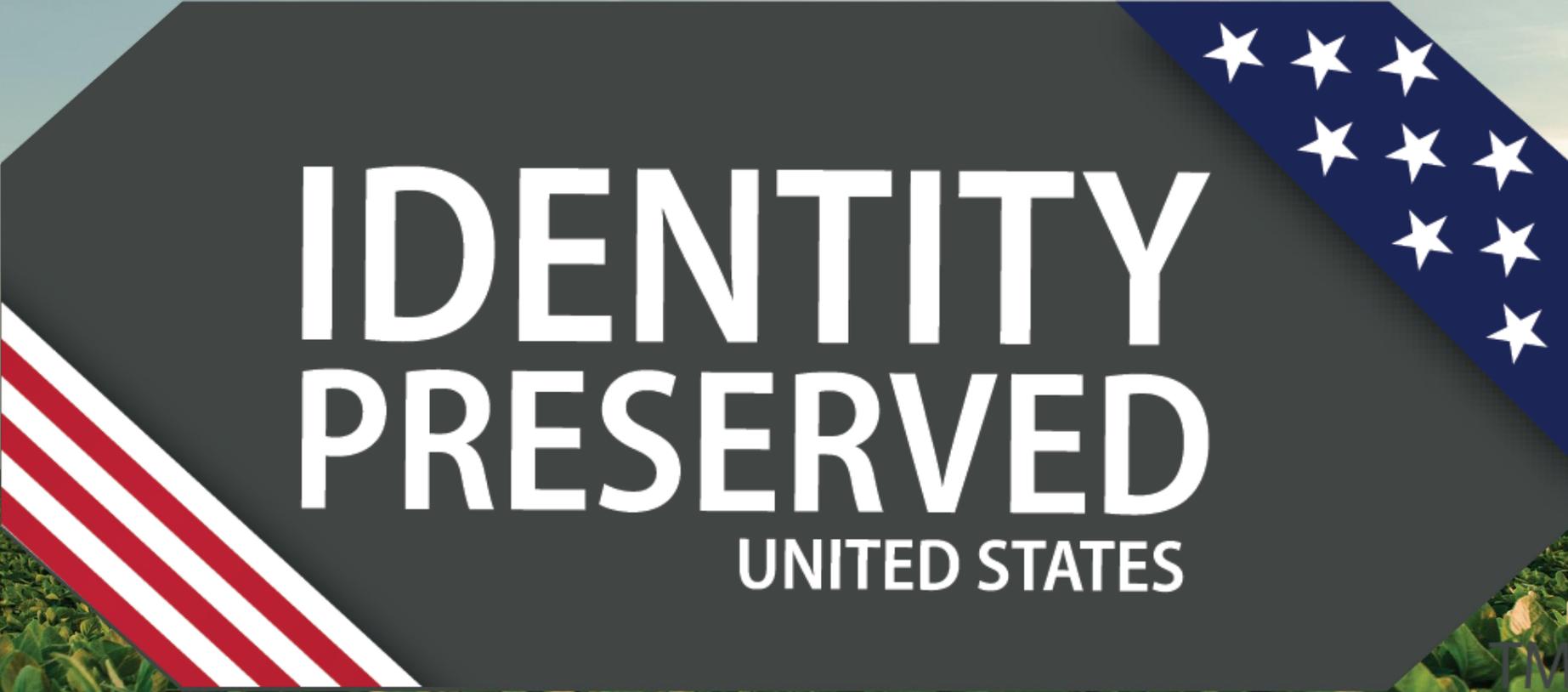
- Variety control: High vs mixed
- Traceability: Full vs limited
- Consistency: Predictable vs variable
- Food safety documentation: Strong vs moderate

Specifications and Contract

- Collaboratively agreeing to your specifications with suppliers aligns cost and identifies value. It also helps suppliers to refine their process to adapt to your needs.
- Finalized contracts that include all specifications (product, documentation, payment, etc.) serve as a commitment and function as a transaction tool for both buyer and seller.
- Forward contracting of IP offers a large window of opportunity to ensure your next year's products will conform to your specification and have available supply with the value-added qualities and certifications you need.

Specifications and Contract

- Convey all needed vs. desired product specifications in advance to set the tone for a seamless relationship and partnership
 - FM, splits, moisture, damage, GMO/non-GMO, organic, protein/amino acid profile, hilum color, size, cleaning techniques – *Higher quality than US#1*
 - Container size, packaging requirements, volume, weights/measures, shipment timeframe
 - Certifications – Halal, Kosher, Food Safety Certificate, U.S. Identity Preserved Certificate, Federal Grade, Phytosanitary details
 - Insurance, document types and formats, currency, payment terms
- Include all requirements and do not assume anything is “standard”



IDENTITY PRESERVED

UNITED STATES

TM

Challenges for Food Manufacturers

- Ingredient variability affects product quality, unpredictable yields, higher waste, and increased production costs
- Supply chain reliability is critical
- Traceability requirements continue to increase for brand protection

Identity Preserved grains and oilseeds help address and eliminate these challenges

Key Benefits of Identity Preserved Supply

1. Consistent ingredient functionality
2. Improved traceability
3. Increased ingredient quality
4. Reliability in the supply chain
5. Meeting consumer demand
6. Provide a positive environmental impact

US IP: Consistency Improves Processing Performance

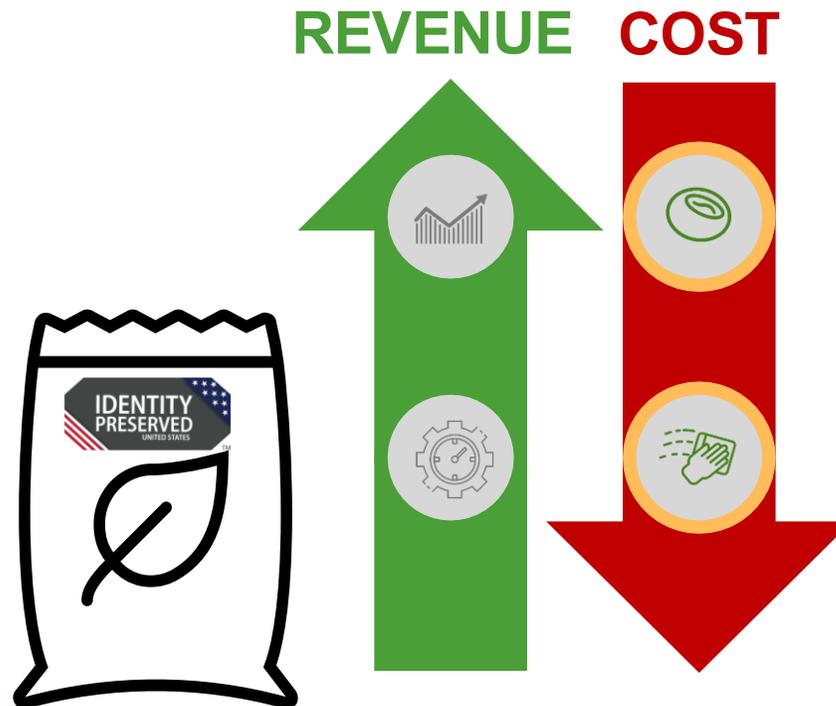
- Predictable ingredient functionality
- Stable nutritional profile/composition
- Reduced manufacturing variability
- Improved production planning
- Small ingredient differences affect yield
- Consistency improves production efficiency

Small improvements can create large financial returns

Economic Benefits: IP Food Manufacturing

Manufacturing consistency is a key reason for using IP grains and oilseeds. A significant advantage of IP is that it enables a standardization of processing, waste reduction, as well as cost savings and revenue maximization; these add significantly to the overall efficiency of value-added food manufacturing.

- ✓ Maximize End-Product Yield / Full Productivity, Zero Waste
- ✓ End-Product Premium Pricing



- ✓ Reduction in production variability
- ✓ Savings in raw material Inputs through an increase of yield
- ✓ Savings through plant utilization efficiency using consistent raw material
- ✓ Reduced waste and cost through savings in transportation and cleaning raw material

US IP: Traceability and Food Safety

Identity Preservation provides for a trace of flow throughout the supply chain:

- Starting with the planting seed, growers and exporters are working together
- Full traceability from farm to manufacturer
- Careful attention made to prevent contamination during handling throughout the supply chain
- Supports food safety requirements
- Protects brand reputation

Know where the food comes from

US IP: Ingredient Quality Matters

- Identity Preservation provides a quality raw material
- Specialized attention in the grower season due to contractual commitments with known growers
- Crops are raised, harvested, and handled with careful management to avoid premium loss
- Documentation provides a process to confirm expectations are being met
- Specifications are not standardized – it is what is required by the food manufacturer – BETTER than US#1 Grade

More useable product = less raw material required

US IP: Reliable Supply Chain

- Advanced infrastructure/grain handling systems
- Reliable logistics and export infrastructure
- Consistent quality standards
- Long experience with specialty crop programs

Trusted global supplier and partner

US IP: Meeting consumer demands

- IP specialty crops recognizing growth due to addressing consumer concerns:
 - Growing allergy-friendly, free-from, and clean label demand in ingredients
 - Consumer awareness regarding heart health, digestive health benefits, immunity, and overall health consciousness attitudes
 - Functional beverage and food products – foods that deliver healthy benefits beyond basic nutrition
 - Global awareness in sustainable agricultural practices
- Functional foods increasingly use ingredients like:
 - Whole grains
 - Ancient grains
 - High-protein or high-fiber grains
 - Gluten free grains

US IP: Where do IP specialty crops fit into consumers needs and concerns?

- Many Identity Preserved Specialty Grains and Oilseeds are naturally:
 - High fiber
 - High protein
 - Gluten free
 - Rich in micronutrients
- Many Identity Preserved Specialty Grains and Oilseeds:
 - Require lower chemical inputs
 - Fit diversified crop rotations
 - Improve soil health
 - Support traceable supply chains

Final Thought

- Small ingredient differences create big product differences
- Consistency builds confidence
- U.S. Identity Preserved systems represent a partnership between growers and food manufacturers to deliver consistent quality and performance
- U.S. Identity Preserved systems support food manufacturing success
- U.S. Identity Preserved grains and oilseeds meet consumer demands
- U.S. Identity Preserved systems provide a positive environmental impact



Thank you!

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