



Q4 2016 Earnings Presentation
February 7, 2017

Safe Harbor Statement

Safe Harbor Statement under the Private Securities Act of 1995: Statements in this news release that are forward-looking statements are subject to various risks and uncertainties concerning specific factors described in FMC Corporation's 2015 Form 10-K and other SEC filings. Such information contained herein represents management's best judgment as of the date hereof based on information currently available. FMC Corporation does not intend to update this information and disclaims any legal obligation to the contrary. Historical information is not necessarily indicative of future performance.

Non-GAAP Financial Terms

These slides contain certain “non-GAAP financial terms” which are defined on our website www.fmc.com. In addition, we have also provided on our website at www.fmc.com reconciliations of non-GAAP terms to the most directly comparable GAAP term. Amounts in this presentation focus on Adjusted Earnings for all EBIT and EPS references.

Although we provide forecasts for adjusted EPS and adjusted cash from operations (both of which are non-GAAP financial measures), we are not able to forecast the most directly comparable measures calculated and presented in accordance with GAAP. Certain elements of the composition of the GAAP amounts are not predictable, making it impractical for us to forecast. Such elements include, but are not limited to restructuring, acquisition charges, and discontinued operations and related cash activity. As a result, no GAAP outlook is provided.

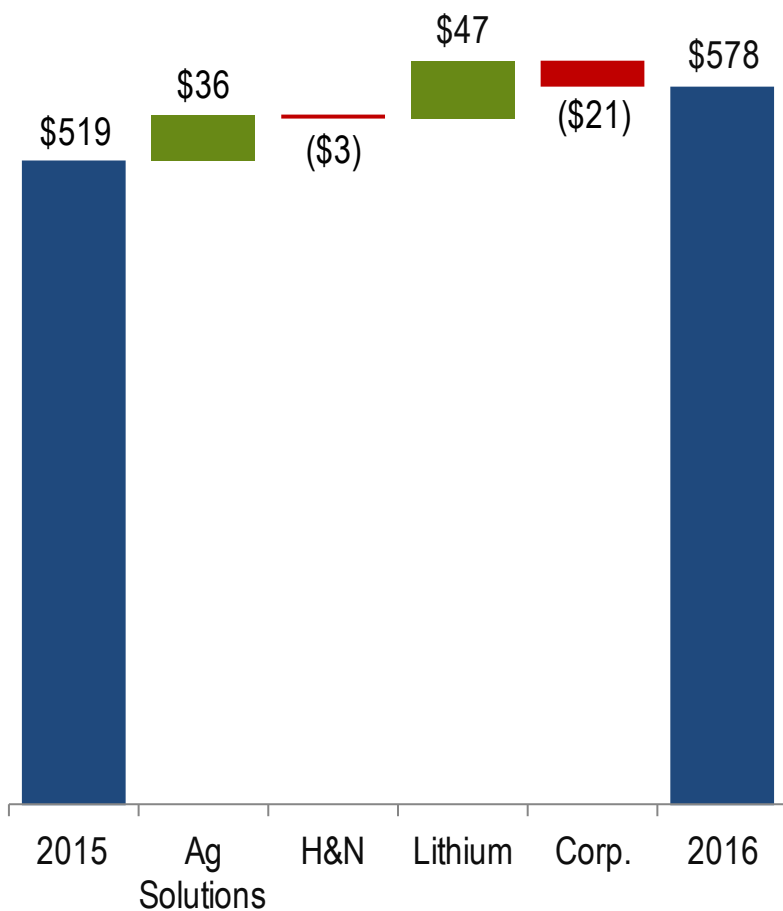
FMC Reported Financial Results

	4Q 2016	4Q 2015	16 vs. 15	2016	2015	16 vs. 15
Revenue	\$866	\$899	-3.7%	\$3,282	\$3,277	0.2%
Adj. Oper. Profit ⁽¹⁾	\$173	\$142	21.5%	\$578	\$519	11.3%
<i>% Revenue</i>	20.0%	15.8%		17.6%	15.8%	
Adjusted EPS ⁽¹⁾	\$0.88	\$0.77	14.3%	\$2.82	\$2.47	14.2%
GAAP Net Income	\$16	(\$203)		\$212	\$499	-57.5%
<i>% Revenue</i>	1.9%	-22.5%		6.4%	15.2%	
GAAP EPS	\$0.12	(\$1.53)		\$1.56	\$3.66	-57.4%

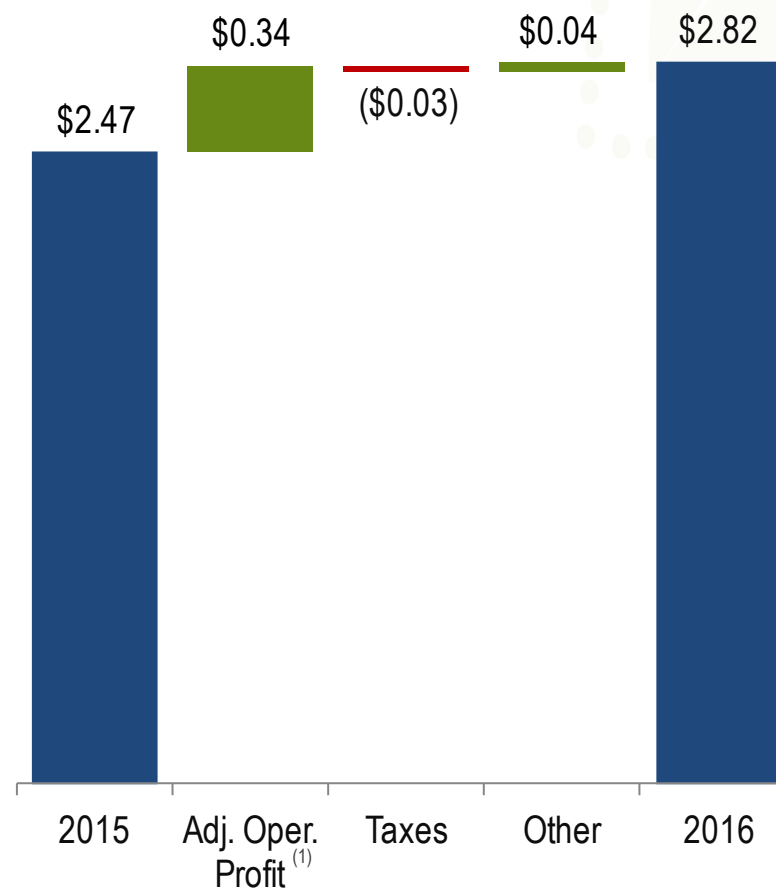
Note: Amounts in millions of USD

Full Year 2016 Bridges

Adjusted Operating Profit ⁽¹⁾



Adjusted EPS



Note: Amounts in millions of USD

4Q 2016 Agricultural Solutions Reported Results

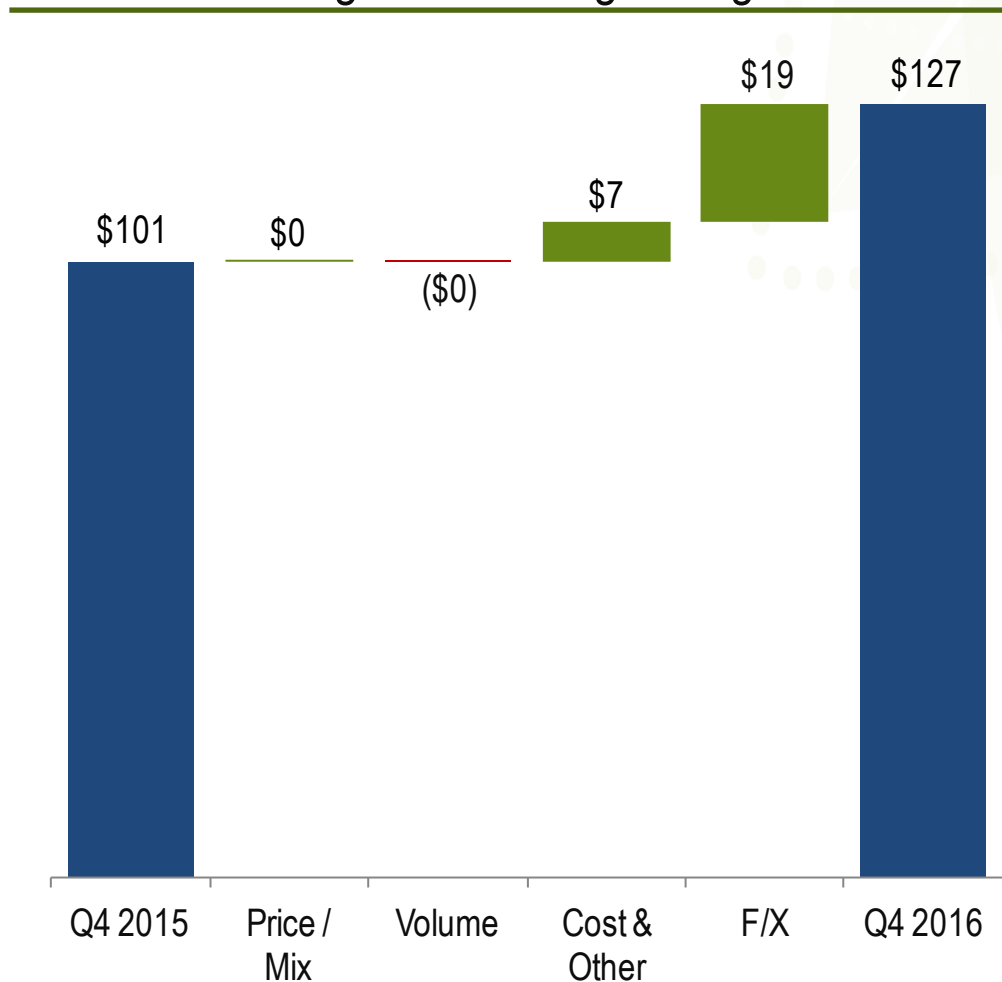
Segment Results

	4Q 2016	4Q 2015
Revenue	\$618	\$657
Earnings	\$127	\$101
% Revenue	20.6%	15.4%

Revenue Impact

Volume: -8% F/X: 2% Price/Mix: 0%

Segment Earnings Bridge



Note: Amounts in millions of USD

Ag Solutions 4Q 2016 Regional Performance

North America (25% of 2016)

- 4Q '16 Revenue: \$149 million (+8% vs. PY)
- 2016 Revenue: \$558 million (-6% vs. PY*)
- Early sales of pre-emergent herbicides
- Good performance from CHA fungicide portfolio

Europe (23% of 2016)

- 4Q '16 Revenue: \$59 million (-17% vs. PY)
- 2016 Revenue: \$516 million (-12% vs. PY*)
- Moving to direct market access across Europe shifting timing of sales
- Product rationalization

Latin America (33% of 2016)

- 4Q '16 Revenue: \$299 million (-13% vs. PY)
- 2016 Revenue: \$759 million (-21% vs. PY*)
- Planting of summer crops in Brazil progressing as expected
- Product rationalization

Asia (19% of 2016)

- 4Q '16 Revenue: \$111 million (+8% vs. PY)
- 2016 Revenue: \$442 million (-6% vs. PY*)
- Good weather boosting winter crop season in Australia
- Favorable rice planting in Indonesia and Thailand due to timely rainfalls

* YTD comparisons are versus 2015 Pro Forma YTD figures

4Q 2016 Health and Nutrition Reported Results

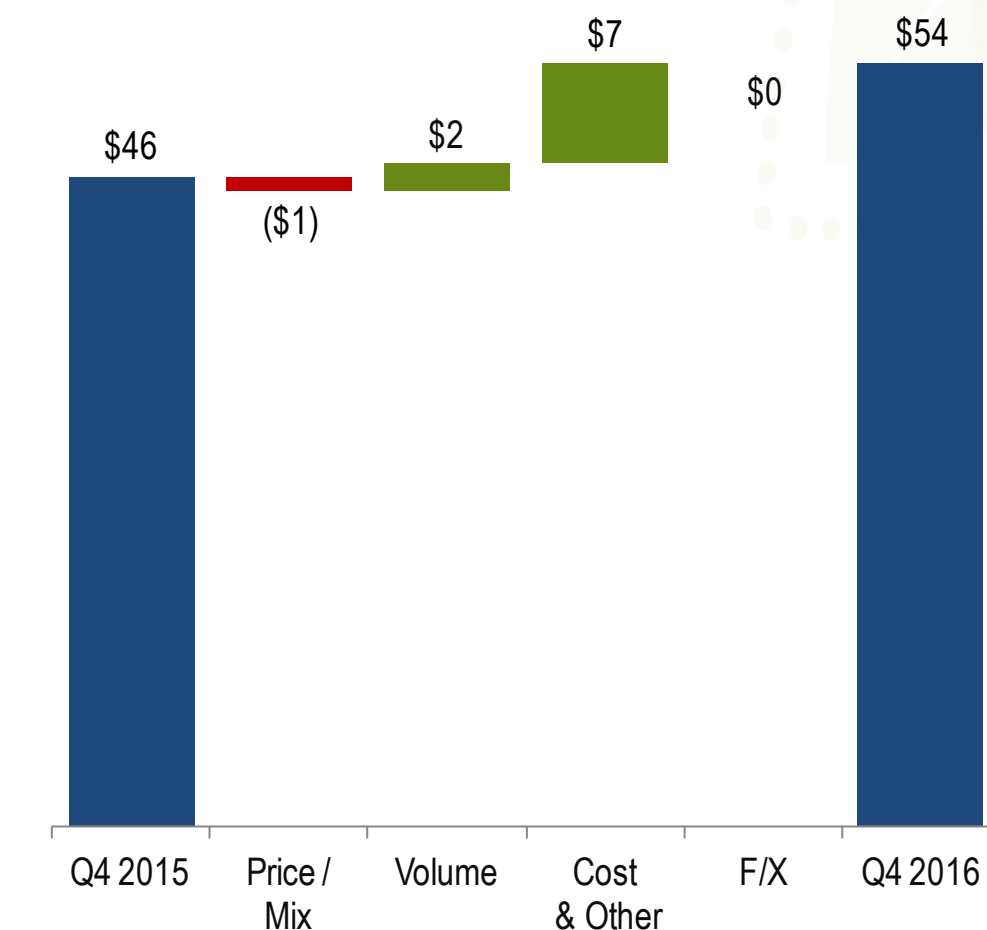
Segment Results

	4Q 2016	4Q 2015
Revenue	\$177	\$172
Earnings	\$54	\$46
% Revenue	30.5%	26.9%

Revenue Impact

Volume: 4% F/X: 0% Price/Mix: -1%

Segment Earnings Bridge



Note: Amounts in millions of USD

4Q 2016 Lithium Reported Results

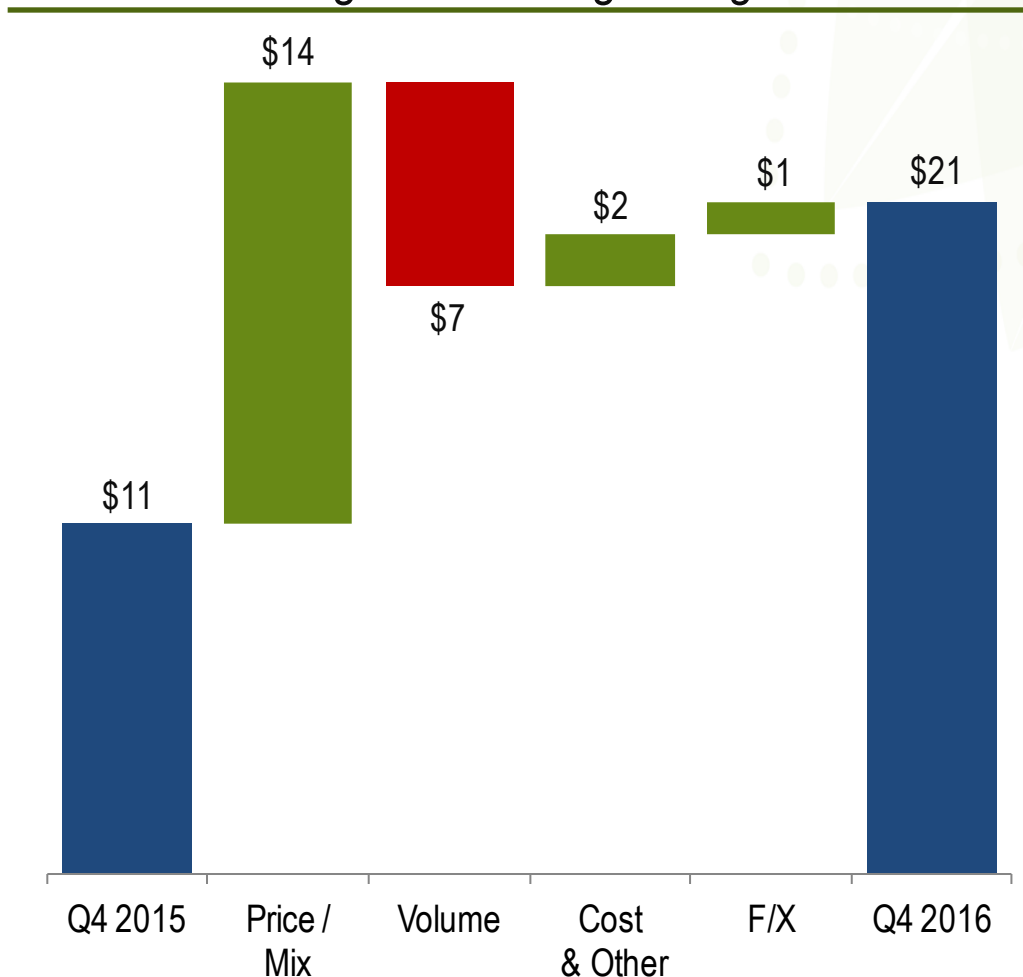
Segment Results

	4Q 2016	4Q 2015
Revenue	\$71	\$70
Earnings	\$21	\$11
% Revenue	30.2%	15.9%

Revenue Impact

Volume: -19% F/X: 0% Price/Mix: 20%

Segment Earnings Bridge



Note: Amounts in millions of USD

2017 Earnings Outlook

		FY 2017	Q1 2017
Segment Earnings & Earnings Margin	AGS	<ul style="list-style-type: none"> ▪ \$410 to \$450 million ▪ ~19% 	<ul style="list-style-type: none"> ▪ \$60 to \$70 million ▪ Mid-teens percent
	H&N	<ul style="list-style-type: none"> ▪ \$190 to \$200 million ▪ ~25% 	<ul style="list-style-type: none"> ▪ \$45 to \$50 million ▪ ~25%
	Lithium	<ul style="list-style-type: none"> ▪ \$90 to \$110 million ▪ ~30% 	<ul style="list-style-type: none"> ▪ \$18 to \$22 million ▪ ~30%
FMC Adjusted EPS ⁽¹⁾		<ul style="list-style-type: none"> ▪ \$3.20 to \$3.60 ▪ Up ~20% YOY 	<ul style="list-style-type: none"> ▪ \$0.50 to \$0.60 ▪ Down ~6% YOY

(1) Denotes non-GAAP financial term. Refer to definitions at the beginning of this presentation. Growth based on mid-point of guidance.

2016 Cash Flow

(\$ in millions)	Full Year			Outlook	
	2016	2015	16 vs. 15	Outlook 2017	17 vs. 16
Cash From Operations (GAAP)	537	(277)	814	-	-
Adjusted Cash from Operations ¹	561	365	196	550 - 650	39
<i>Of Which:</i>					
Operating Cash Flow ^{1,2}	828	610	218	750 - 850	(28)
Pensions, Tax, Interest	(213)	(177)	(36)	(170) - (190)	33
All Other Operating Cash Flow ^{1,3}	(54)	(68)	14	(40) - (60)	4
Capital Expenditures	(131)	(109)	(22)	(130) - (160)	(14)

(1) Denotes non-GAAP financial term. Refer to definitions at the beginning of this presentation.

(2) Operating Cash Flow reflects EBITDA plus / minus changes in working capital.

(3) Restructuring expenses and environmental remediation of continuing operations.