



3Q 2017 Earnings Presentation
November 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 2016 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, EBITDA 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

| | 3Q 2017 | 3Q 2016 ⁽¹⁾ | 17 vs. 16 |
|----------------------------------|---------|------------------------|-----------|
| Revenue | \$646 | \$629 | 3% |
| Adj. Oper. Profit ⁽²⁾ | \$130 | \$89 | 46% |
| <i>% Revenue</i> | 20.1% | 14.2% | |
| Adjusted EPS ⁽²⁾ | \$0.70 | \$0.44 | 59% |
| GAAP Net Income | \$56 | \$80 | -30% |
| <i>% Revenue</i> | 8.6% | 12.7% | |
| GAAP EPS | \$0.41 | \$0.59 | -31% |

Note: Amounts in millions of USD

(1) Recasted results, excluding Health and Nutrition (discontinued operations).

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

3Q 2017 Agricultural Solutions Reported Results

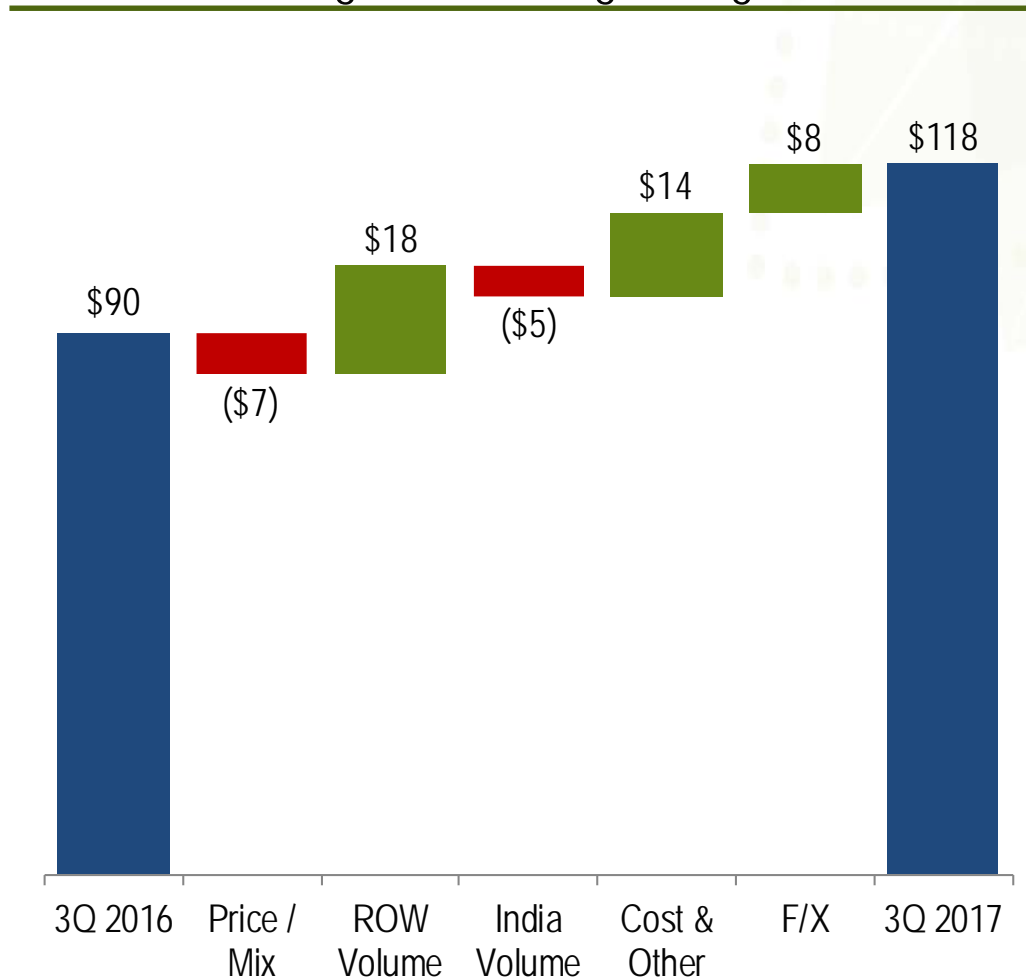
Segment Results

| | 3Q 2017 | 3Q 2016 |
|-----------|---------|---------|
| Revenue | \$552 | \$559 |
| Earnings | \$118 | \$90 |
| % Revenue | 21.5% | 16.1% |

Revenue Impact

ROW Volume: 6% India Volume: -7% F/X: 1% Price/Mix: -1%

Segment Earnings Bridge



Note: Amounts in millions of USD

Agricultural Solutions – YTD Key Drivers

Broad Volume Increases in Key Markets

| | <u>YTD Vol</u> |
|-----------------|----------------|
| Latin America | + 22% |
| Asia (ex-India) | + 9% |
| North America | + 2% |
| EMEA | - 6% |

Significantly Improved Performance in Brazil

| | |
|--------|----|
| Volume | ++ |
| FX | + |
| Price | - |
| Mix | + |
| Cost | ++ |

Revenue up 24% YTD
 EBIT margin up 380 bps YTD

Channel inventory down 35% YOY
 A/R down 13% YOY

Lower Sales Volumes in India

Volumes down > 50% YTD, primarily in 3Q

Specific actions taken by FMC in 3Q to destock existing sales channels (product returns, delayed sales) ahead of market access integration with acquired business in India

3Q 2017 Lithium Reported Results

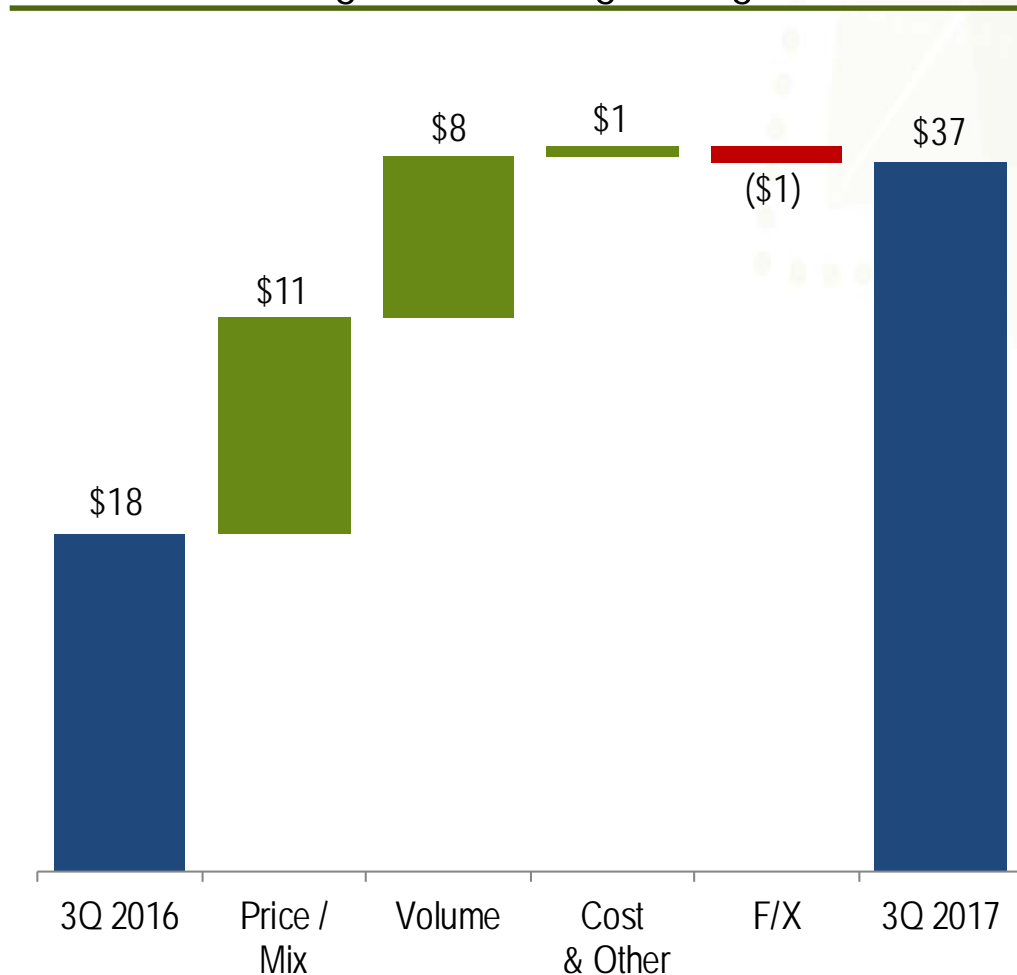
Segment Results

| | 3Q 2017 | 3Q 2016 |
|-----------|---------|---------|
| Revenue | \$94 | \$70 |
| Earnings | \$37 | \$18 |
| % Revenue | 39.0% | 25.0% |

Revenue Impact

Volume: 19% F/X: 0% Price/Mix: 16%

Segment Earnings Bridge



Note: Amounts in millions of USD

Lithium – YTD Key Drivers

Market Supply / Demand Remains a Positive

- Aggregate supply increases not keeping pace with demand
- Marginal carbonate producer is increasingly the high-cost spodumene-based producer
- Minimal hydroxide expansion in 2017, other than FMC

FMC Pricing Up Significantly

- FMC's average price per LCE up over 20% year over year
- All product categories realizing higher prices than a year ago
- Hydroxide volume fully contracted, with pricing mechanisms in place for 2018

Hydroxide Expansion Meeting All Expectations

- FMC hydroxide sales up ~70% YTD
- Phase 1 expansion on time, under budget, running smoothly – achieved 9,000 MT production run rate in September
- Timing and pace of customer qualifications on target

4Q and FY 2017 Earnings Outlook⁽¹⁾

| | | 4Q 2017 | FY 2017 |
|-----------------------------------|--------------------|---|---|
| Segment Revenue & Earnings | AGS ⁽¹⁾ | <ul style="list-style-type: none"> Revenue: \$835 to \$935 million Earnings: \$168 to \$188 million | <ul style="list-style-type: none"> Revenue: \$2.5 to \$2.6 billion Earnings: \$465 to \$485 million |
| | Lithium | <ul style="list-style-type: none"> Revenue: \$106 to \$126 million Earnings: \$41 to \$45 million | <ul style="list-style-type: none"> Revenue: \$340 to \$360 million Earnings: \$124 to \$128 million |
| FMC Adjusted EPS ^(1,2) | | <ul style="list-style-type: none"> \$0.98 to \$1.08 | <ul style="list-style-type: none"> \$2.59 to \$2.69 |

(1) Outlook includes two-month impact from the inclusion of the acquired DuPont business.

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

2017 YTD Cash Flow

| (\$ in millions) | YTD (September 30) | | |
|--|--------------------|--------|-----------|
| | 2017 | 2016R* | 17 vs. 16 |
| Cash From Operations (GAAP) | 273 | 267 | 6 |
| Adjusted Cash from Operations ¹ | 308 | 283 | 25 |
| <i>Of Which:</i> | | | |
| Operating Cash Flow ^{1,2} | 446 | 441 | 5 |
| Pensions, Tax, Interest | (122) | (127) | 5 |
| All Other Operating Cash Flow ^{1,3} | (16) | (31) | 15 |
| Capital Expenditures | (37) | (75) | 38 |

(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, excluding all discontinued operations [e.g., Health and Nutrition].

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

* Recasted results, excluding Health and Nutrition (discontinued operations).

Acquired Business – 2017 Drivers & Initial Look at 2018

Strong Top-Line Growth

- Revenue to increase by 6% in 2017
- Double-digit growth in India volumes and strong sales of insecticides
- In-line with our prior forecasts

Channel Inventories at Normal Levels

- Reduced channel inventories in North America and Latin America
- Channel inventories close to normal levels heading into 2018

Positioned for Strong 2018

- Revenue can grow in 2018 by at least as much as 2017 growth rate
- 2018 earnings growth represents upside to our prior forecast

Updated 2018 Assumptions⁽¹⁾

| Modeling Assumptions ⁽²⁾ | August Range (mm) | Update |
|--|------------------------|--------------------------------------|
| 2017 FMC Legacy Ag Solutions EBIT | \$415 - \$445 | \$425 - \$445 |
| 2017 FMC Lithium EBIT | \$115 - \$125 | \$124 - \$128 |
| Acquired EBITDA (2017 standalone basis) ⁽³⁾ | \$475 | No Change |
| -- Depreciation and Amortization | (\$80) - (\$100) | (\$75) - (\$80) |
| 2018 Expected/Realized Cost Synergies | \$40 - \$80 | No Change |
| 2018 Combined Ag Solutions EBIT Growth ⁽⁴⁾ | \$30 - \$60 | Trending Positively |
| Impact of Regulatory Remedies (EC & India) | (\$10) - (\$15) | (\$15) |
| 2018 Lithium EBIT Growth | \$40 - \$50 | No Change |
| 2018 FMC Segment EBIT | \$1,000 - \$1,145 | \$1,039 - \$1,148 ⁽⁵⁾ |
| 2018 Corporate Costs | (\$100) - (\$110) | No Change |
| 2018 Interest Expense | (\$115) - (\$125) | |
| 2018 FMC Blended Tax Rate | 16% - 20% | |
| Shares Outstanding (mm) | 136 | |
| 2018 Implied FMC EPS (\$) | \$4.50 - \$5.74 | \$4.73 - \$5.76⁽⁵⁾ |
| Mid-point | \$5.12 | \$5.24⁽⁵⁾ |

(1) Information included is forecasted non-GAAP financial information. As certain elements of the comparable GAAP measures are not predictable and cannot be estimated at this time, we are unable to provide a reconciliation to the corresponding GAAP amounts.

(2) Modeling assumptions are FMC's best estimates based on information known to date.

(3) Represents FMC's estimate of the 2017 EBITDA of the acquired business, if it were a standalone business. EBITDA is a non-GAAP financial term and represents earnings before interest, taxes, depreciation, and amortization. Refer to definitions at the beginning of this presentation.

(4) EBIT growth of the combined Ag Solutions segment, assuming no contribution in 2017 from the DuPont acquisition.

(5) Calculation assumes "2018 Combined Ag Solutions EBIT Growth" remains \$30 million to \$60 million.