

**First Quarter 2018**

**Earnings Conference Call**

**May 1, 2018**



## Safe Harbor Statement

**Some of our comments constitute forward-looking statements that reflect management's current views and estimates of future economic circumstances, industry conditions, Company performance and financial results.**

**These statements are based on many assumptions and factors that are subject to risk and uncertainties. ADM has provided additional information in its reports on file with the SEC concerning assumptions and factors that could cause actual results to differ materially from those in this presentation, and you should carefully review the assumptions and factors in our SEC reports.**

**To the extent permitted under applicable law, ADM assumes no obligation to update any forward-looking statements as a result of new information or future events.**

# Chairman's Perspective

- **Team executed exceptionally well in the first quarter, and we harvested the benefits of the strategic actions we took over the last few years, delivering strong results**
  - **Realigned businesses to accelerate growth**
  - **Focusing growth efforts on five key platforms: animal nutrition, bioactives, carbohydrates, human nutrition and taste**
  - **Readiness enhancing agility, streamlining and standardizing processes, and implementing innovative technologies**
  - **Continued execution of strategic plan, combined with first quarter results, improving market conditions, and benefits of tax reform, lead us to be even more confident about 2018**

# Q1 2018 Financial Highlights

*(Amounts in millions except per share data and percentages)*

	Quarter Ended Mar. 31		
	2018	2017	Change
Adjusted earnings per share <sup>(1) (2)</sup>	\$0.68	\$0.60	\$0.08
Adjusted segment operating profit <sup>(1) (3)</sup>	\$717	\$678	\$39
Effective tax rate	15%	26%	
Trailing 4Q average adjusted ROIC <sup>(1)</sup>	6.40%	6.36%	+4bps
Annual adjusted EVA <sup>(1)</sup>	\$39	\$98	-\$59

*(1) Non-GAAP measures - see notes on page 25*

*(2) See earnings per share, the most comparable GAAP measure, on page 19*

*(3) See segment operating profit as reported on page 5*

# Segment Operating Profit and Corporate Results

<i>(Amounts in millions)</i>	Quarter Ended Mar. 31		
	2018	2017	Change
<b>Total Segment Operating Profit<sup>(1)</sup></b>	\$ 704	\$ 676	\$ 28
<b>Specified items:</b>			
Impairment and restructuring charges	13	9	4
Hedge timing effects	—	(7)	7
<b>Adjusted Segment Operating Profit<sup>(1)(2)</sup></b>	\$ 717	\$ 678	\$ 39
<b>Origination</b>	\$ 45	\$ 47	\$ (2)
Merchandising & Handling	42	23	19
Transportation	3	24	(21)
<b>Oilseeds</b>	\$ 350	\$ 313	\$ 37
Crushing & Origination	68	121	(53)
Refining, Packaging, Biodiesel, and Other	173	57	116
Asia	109	135	(26)
<b>Carbohydrate Solutions</b>	\$ 213	\$ 211	\$ 2
Starches & Sweeteners	216	201	15
Bioproducts	(3)	10	(13)
<b>Nutrition</b>	\$ 96	\$ 77	\$ 19
Wild Flavors and Specialty Ingredients	73	73	—
Animal Nutrition	23	4	19
<b>Other</b>	\$ 13	\$ 30	\$ (17)
<b>Total Segment Operating Profit<sup>(1)</sup></b>	\$ 704	\$ 676	\$ 28
<b>Corporate</b>	\$ (240)	\$ (218)	\$ (22)
LIFO credit (charge)	8	13	(5)
Interest expense – net	(83)	(79)	(4)
Unallocated corporate costs	(146)	(124)	(22)
Other charges	(19)	(28)	9
<b>Earnings Before Income Taxes</b>	\$ 464	\$ 458	\$ 6

<sup>(1)</sup> Non-GAAP measure - see notes on page 25; <sup>(2)</sup> Adjusted segment operating profit equals total segment operating profit excluding specified items and timing effects.



## Balanced Use of Cash Between Investments and Return of Capital to Shareholders; Investments in Inventory Under More Favorable Conditions

<i>(Amounts in millions)</i>	Three Months Ended Mar. 31	
	2018	2017
Cash from operations before working capital changes	\$553	\$508
Change in retained interest in securitized receivables <sup>(1)</sup>	(92)	244
Other changes in working capital	(1,677)	188
Purchases of property, plant and equipment	(196)	(200)
Net assets of businesses acquired	—	(90)
<b>Sub-total</b>	<b>(1,412)</b>	<b>650</b>
Marketable securities investment	—	72
Other investing activities	18	(163)
Debt increase/(decrease)	1,473	261
Dividends	(190)	(183)
Stock buyback	—	(248)
Other	(6)	(10)
<b>Increase (decrease) in cash, cash equivalents, restricted cash, and restricted cash equivalents</b>	<b>(\$117)</b>	<b>\$379</b>

<sup>(1)</sup> Change in deferred consideration of (\$2,450) million in 2018 and (\$2,185) million in 2017 less proceeds net of investments in retained interest in securitized receivables of \$2,358 million in 2018 and \$2,429 million in 2017 are presented separately as operating activities and investing activities, respectively, in the statement of cash flows as required by ASU 2016-15 which took effect 1/1/18.

# Maintained Solid Balance Sheet

*(Amounts in millions)*

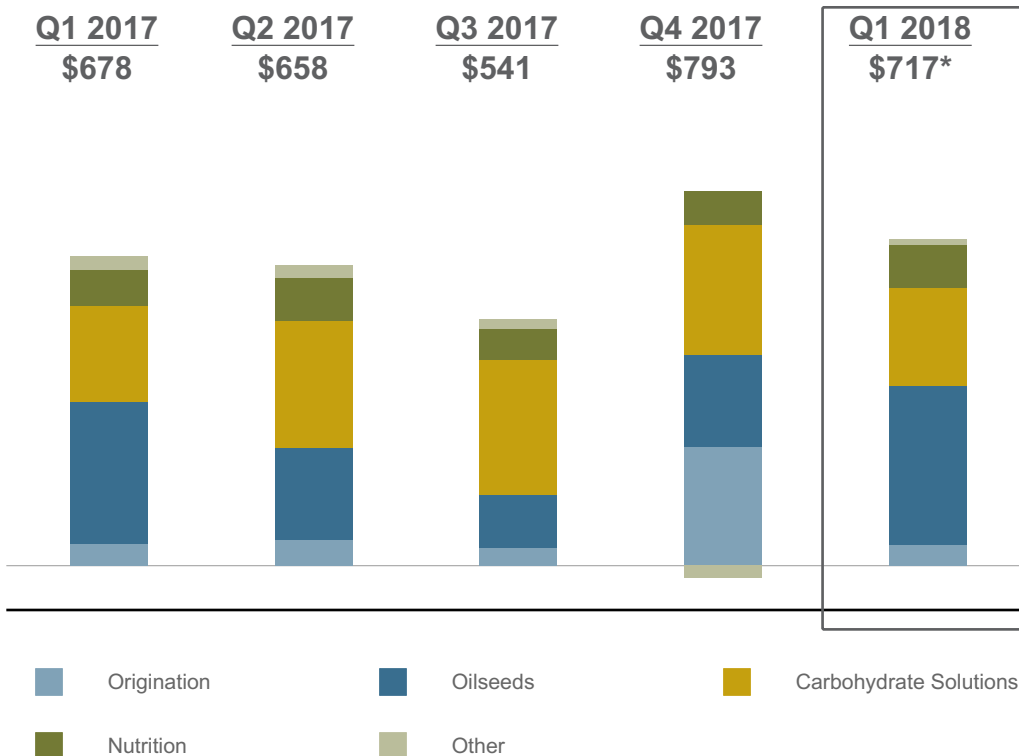
	Mar. 31, 2018	Mar. 31, 2017
Cash <sup>(1)</sup>	\$797	\$748
Net property, plant, and equipment	10,123	9,771
Operating working capital <sup>(2)</sup>	9,167	7,387
- Total inventories	9,820	8,664
<b>Total debt</b>	<b>9,000</b>	<b>7,207</b>
- CP outstanding	1,400	300
<b>Shareholders' Equity</b>	<b>18,737</b>	<b>17,129</b>
<b>Memo: Available credit capacity March 31</b>		
- CP	\$3.6 bil	\$3.7 bil
- Other	\$1.5 bil	\$1.4 bil
<b>Memo: Readily marketable inventory</b>	<b>\$6.5 bil</b>	<b>\$5.6 bil</b>

<sup>(1)</sup>Cash = cash and cash equivalents and short-term marketable securities

<sup>(2)</sup>Current assets (excluding cash and cash equivalents and short-term marketable securities less current liabilities (excluding short-term debt and current maturities of long-term debt)

# Adjusted Segment Operating Profit of \$717 million

*Adjusted segment operating profit (in millions)  
Excludes specified items and timing effects*

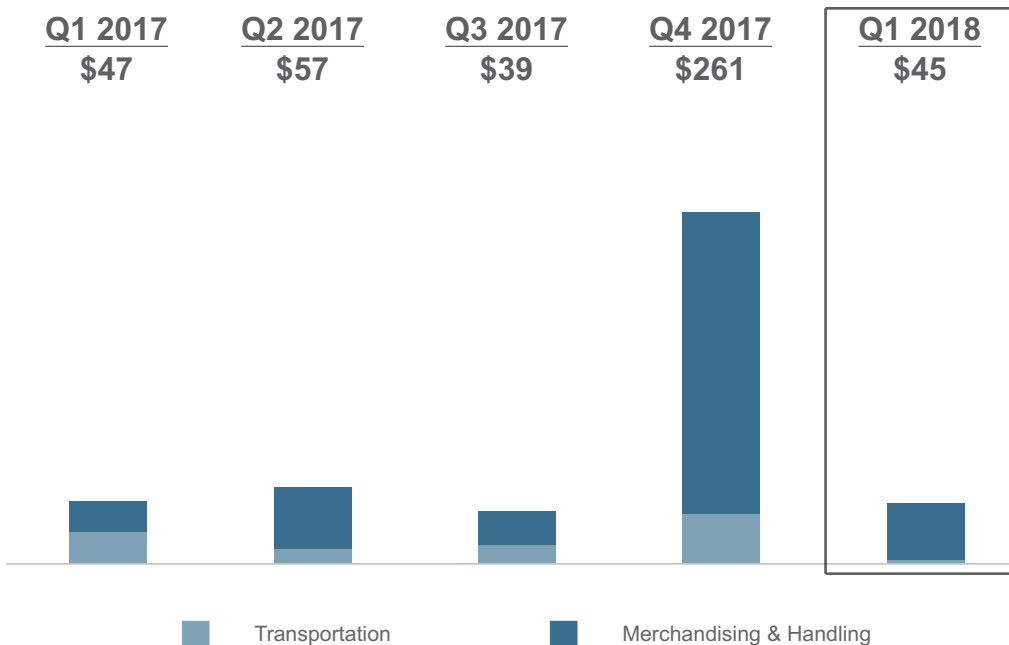


- Q1 adjusted segment OP up year-over-year
- Includes negative MTM timing effects, largely offset by income from biodiesel tax credit; timing effects expected to reverse in the coming quarters

\*Segment operating profit as reported was \$704M



## Origination: Earnings in Line With Prior-Year Quarter



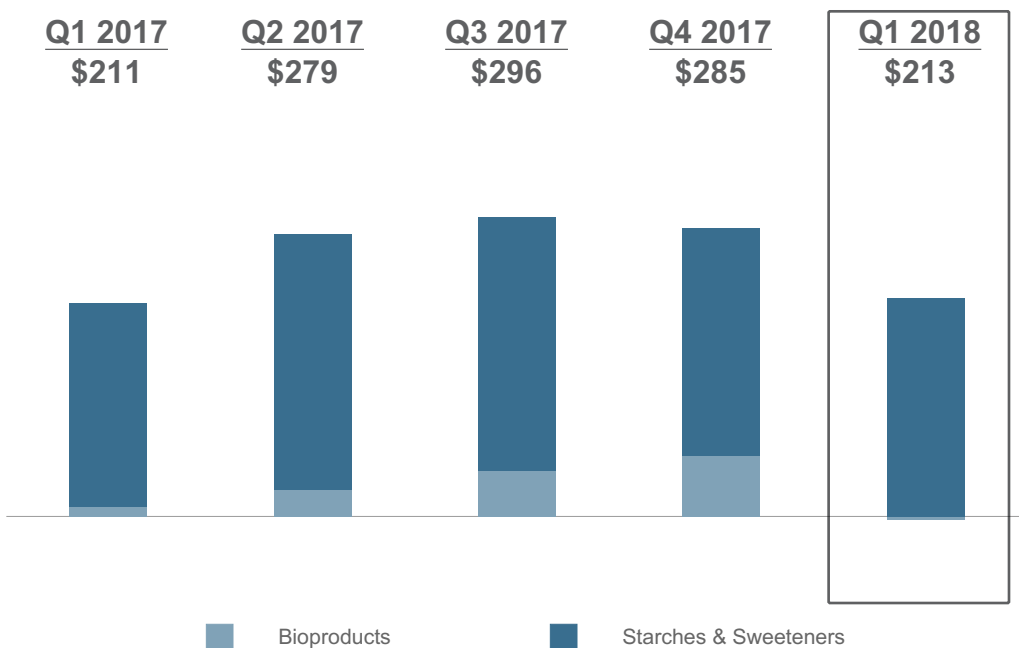
- Continued turnaround in Global Trade, with higher margins and volumes
- NA Grain down on U.S. export competitiveness, timing effects
- Transportation down due to high river levels

# Oilseeds: Higher Results in Improving Operating Environment



- In C&O, higher soybean crush margins, record crush volumes, turnaround in South America; significant negative MTM timing effects, which are expected to reverse in coming quarters
- RPBO significantly higher on retroactive 2017 biodiesel tax credit

# Carbohydrate Solutions: In Line With Year-Ago Quarter



- Continued strength in Starches & Sweeteners; contributions from NA joint ventures, Chamtor; Wheat Milling up on stronger margins
- Bioproducts down on ethanol industry margins

## Nutrition: Up Year-Over-Year



- **WFSI in line with Q1 2017; double-digit profit increase in WILD; Specialty Ingredients lower**
- **Animal Nutrition up significantly, with strong trade sales, good sale mix**

# Realigning For Efficiency, Agility and Growth

## Strong businesses with leading positions

- Origination
- Oilseeds
- Carbohydrate Solutions
- Nutrition

## Focusing growth efforts in five key platforms

- Animal Nutrition
- Bioactives
- Carbohydrates
- Human Nutrition
- Taste



## Readiness

- Lean Manufacturing
- Process Standardization
- Digital Design

# Driving Value Creation



- **Global Trade turnaround**
- **South American cost savings and margin recovery**
- **Lysine improvements**
- **Expanding destination marketing with Peel Port deal**



- **New, expanded Readiness:**
  - **Operational excellence spanning the entire ADM business model**
  - **New leadership to spearhead enhanced efforts**
- **1ADM rollout continues**
- **Operational cost savings of \$70m; on track to exceed 2018 target of \$200m**



- **Growth platforms:**
  - **Enhancing Health & Wellness capabilities with new enzyme lab**
- **Geographic expansion:**
  - **Soybean joint venture in Egypt**
  - **Starches & Sweeteners joint venture in Russia**

# Looking Ahead

# Upcoming Investor Events



## **Citi Consumer Staples Access Day**

New York, NY

May 7

## **Goldman Sachs Materials Conference**

New York, NY

May 15

## **BMO 13th Annual Farm to Market Conference**

New York, NY

May 16





# Appendix

# GAAP Statement of Earnings Summary

	Quarter Ended Mar. 31		
	2018	2017	Change
Revenues	\$15,526	\$14,988	\$538
Gross profit	889	872	17
Selling, general and administrative expenses	513	516	(3)
Asset impairment, exit, and restructuring charges	16	10	6
Equity in (earnings) losses of unconsolidated affiliates	(147)	(172)	25
Interest income	(33)	(23)	(10)
Interest expense	91	81	10
Other (income ) expense – net	(15)	2	(17)
Earnings before income taxes	464	458	6
Income tax benefit (expense)	(68)	(118)	50
Net earnings including noncontrolling interests	396	340	56
Less: Net earnings (losses) attributable to noncontrolling interests	3	1	2
Net earnings attributable to ADM	\$ 393	\$ 339	\$ 54
Earnings per share (fully diluted)	\$ 0.70	\$ 0.59	\$ 0.11

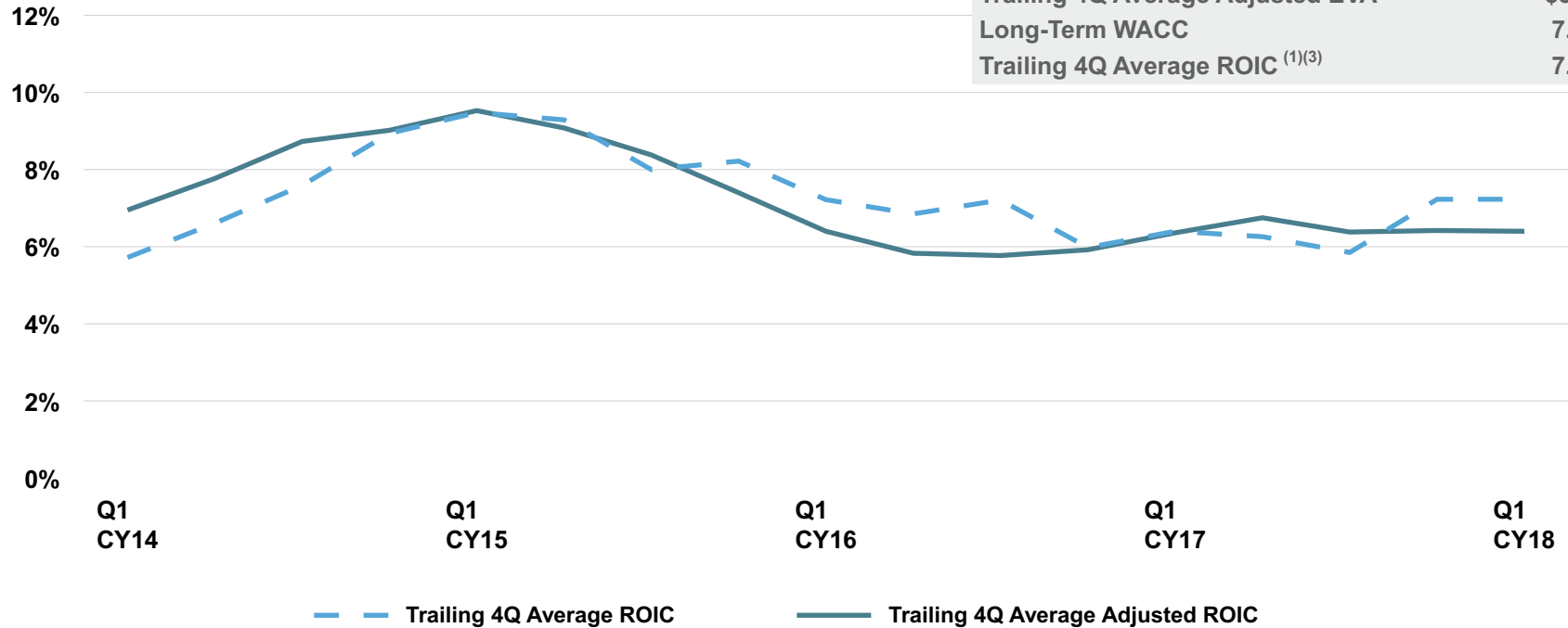
# Adjusted Earnings Per Share (EPS)

	Quarter Ended Mar. 31			
	2018		2017	
	In millions	Per share	In millions	Per share
Net earnings and EPS (fully diluted) as reported	\$ 393	\$ 0.70	\$ 339	\$ 0.59
<b>Adjustments</b>				
LIFO (credit)/charge	(6)	(0.01)	(8)	(0.01)
Asset impairment and restructuring charges	12	0.02	8	0.01
Tax adjustment	(14)	(0.03)	4	0.01
Adjusted net earnings and adjusted EPS (non-GAAP)(1)	\$ 385	\$ 0.68	\$ 343	\$ 0.60

<sup>(1)</sup> Non-GAAP measure - see notes on page 25

# ROIC versus WACC

## LT ROIC Objective: 10%



	Q1 CY18
Trailing 4Q Average Adjusted ROIC <sup>(1)(2)</sup>	6.4%
Annual WACC	6.25%
Trailing 4Q Average Adjusted EVA	\$39M
Long-Term WACC	7.0%
Trailing 4Q Average ROIC <sup>(1)(3)</sup>	7.2%

<sup>(1)</sup> Non-GAAP measure - see notes on page 25

<sup>(2)</sup> Adjusted for LIFO and specified items - see notes on page 25

<sup>(3)</sup> Adjusted for LIFO - see notes on page 25

# Return on Invested Capital

## Adjusted ROIC Earnings<sup>(1)</sup>

(Amounts in millions)

	Quarter Ended				Four Quarters Ended
	June 30, 2017	Sep. 30, 2017	Dec. 31, 2017	Mar. 31, 2018	Mar. 31, 2018
Net earnings attributable to ADM	\$ 276	\$ 192	\$ 788	\$ 393	\$ 1,649
Adjustments					
Interest expense	86	79	84	91	340
LIFO charge (credit)	9	—	2	(8)	3
Other adjustments	20	106	(303)	2	(175)
Total adjustments	115	185	(217)	85	168
Tax on adjustments	(13)	(70)	(55)	(35)	(173)
Net adjustments	102	115	(272)	50	(5)
<b>Total Adjusted ROIC Earnings</b>	<b>\$ 378</b>	<b>\$ 307</b>	<b>\$ 516</b>	<b>\$ 443</b>	<b>\$ 1,644</b>

## Adjusted Invested Capital<sup>(1)</sup>

(Amounts in millions)

	Quarter Ended				Trailing Four Quarter Average
	June 30, 2017	Sep. 30, 2017	Dec. 31, 2017	Mar. 31, 2018	
Equity <sup>(2)</sup>	\$ 17,411	\$ 17,570	\$ 18,313	\$ 18,732	\$ 18,007
+ Interest-bearing liabilities <sup>(3)</sup>	6,980	7,336	7,493	9,000	7,702
+ LIFO adjustment (net of tax)	44	44	46	49	46
+ Other adjustments (net of tax)	43	66	(326)	(2)	(55)
<b>Total Adjusted Invested Capital</b>	<b>\$ 24,478</b>	<b>\$ 25,016</b>	<b>\$ 25,526</b>	<b>\$ 27,779</b>	<b>\$ 25,700</b>

<sup>(1)</sup> Non-GAAP measure – see notes on page 25

<sup>(2)</sup> Excludes noncontrolling interests

<sup>(3)</sup> Includes short-term debt, current maturities of long-term debt, capital lease obligations, and long-term debt

## Segment OP and Adjusted OP (a non-GAAP measure) Comparatives Introducing New Segments

As Reported	Pro Forma	Qtr. Ended Mar. 31, 2017		Qtr. Ended Jun. 30, 2017		Qtr. Ended Sep. 30, 2017		Qtr. Ended Dec. 31, 2017		Year Ended Dec. 31, 2017	
		As Reported	Pro Forma	As Reported	Pro Forma	As Reported	Pro Forma	As Reported	Pro Forma	As Reported	Pro Forma
<i>(Amounts in millions)</i>											
Segment Operating Profit <sup>(1)</sup>	Segment Operating Profit <sup>(1)</sup>	\$ 676	\$ 676	\$ 642	\$ 642	\$ 485	\$ 485	\$ 733	\$ 733	\$ 2,536	\$ 2,536
Less specified items:	Less specified items:										
(Gains) losses on sales of assets/businesses	(Gains) losses on sales of assets/businesses	—	—	(8)	(8)	(12)	(12)	(2)	(2)	(22)	(22)
Impairment, restructuring, and settlement charges	Impairment, restructuring, and settlement charges	9	9	26	26	63	63	62	62	160	160
Hedge timing effects	Hedge timing effects	(7)	(7)	(2)	(2)	5	5	—	—	(4)	(4)
Adjusted Segment Operating Profit <sup>(1)(2)</sup>	Adjusted Segment Operating Profit <sup>(1)(2)</sup>	\$ 678	\$ 678	\$ 658	\$ 658	\$ 541	\$ 541	\$ 793	\$ 793	\$ 2,670	\$ 2,670
<b>Agricultural Services</b>	<b>Origination</b>	\$ 88	\$ 47	\$ 109	\$ 57	\$ 87	\$ 39	\$ 301	\$ 261	\$ 585	\$ 404
Merchandising and handling	Merchandising and handling	19	23	40	46	20	25	221	224	300	318
Transportation	Transportation	24	24	11	11	14	14	37	37	86	86
Milling and other		45	—	58	—	53	—	43	—	199	—
<b>Oilseeds Processing</b>	<b>Oilseeds</b>	\$ 314	\$ 313	\$ 206	\$ 201	\$ 119	\$ 117	\$ 202	\$ 201	\$ 841	\$ 832
Crushing and origination	Crushing and origination	120	121	38	35	39	36	44	45	241	237
Refining, packaging, biodiesel, and other	Refining, packaging, biodiesel, and other	59	57	83	81	66	65	64	63	272	266
Asia	Asia	135	135	85	85	14	16	94	93	328	329
<b>Corn Processing</b>	<b>Carbohydrate Solutions</b>	\$ 171	\$ 211	\$ 224	\$ 279	\$ 253	\$ 296	\$ 261	\$ 285	\$ 909	\$ 1,071
Sweeteners and starches	Starches and sweeteners	161	201	198	253	202	251	185	225	746	930
Bioproducts	Bioproducts	10	10	26	26	51	45	76	60	163	141
<b>Wild Flavors and Specialty Ingredients</b>	<b>Nutrition</b>	\$ 75	\$ 77	\$ 92	\$ 94	\$ 61	\$ 68	\$ 56	\$ 73	\$ 284	\$ 312
Wild Flavors and Specialty Ingredients	Wild Flavors and Specialty Ingredients	75	73	92	91	61	59	56	56	284	279
	Animal Nutrition	—	4	—	3	—	9	—	17	—	33
<b>Other</b>	<b>Other</b>	\$ 30	\$ 30	\$ 27	\$ 27	\$ 21	\$ 21	\$ (27)	\$ (27)	\$ 51	\$ 51

<sup>(1)</sup> Non-GAAP measure - see notes on page 25; <sup>(2)</sup> Adjusted segment operating profit equals total segment operating profit excluding specified items and timing effects.

## Segment OP and Adjusted OP (a non-GAAP measure) as Currently Reported vs Previous Segments

		Quarter Ended March 31, 2018	
		As Currently Reported	Pro Forma
		<i>(In millions)</i>	
<b>Segment Operating Profit<sup>(1)</sup></b>	<b>Segment Operating Profit<sup>(1)</sup></b>	<b>\$ 704</b>	<b>\$ 704</b>
<b>Less specified items:</b>	<b>Less specified items:</b>		
<b>Impairment and restructuring charges</b>	<b>Impairment and restructuring charges</b>	<b>13</b>	<b>13</b>
<b>Adjusted Segment Operating Profit<sup>(1)(2)</sup></b>	<b>Adjusted Segment Operating Profit<sup>(1)(2)</sup></b>	<b>\$ 717</b>	<b>\$ 717</b>
<b>Origination</b>	<b>Agricultural Services</b>	<b>\$ 45</b>	<b>\$ 89</b>
<b>Merchandising and handling</b>	<b>Merchandising and handling</b>	<b>42</b>	<b>40</b>
<b>Transportation</b>	<b>Transportation</b>	<b>3</b>	<b>3</b>
	<b>Milling and other</b>	<b>—</b>	<b>46</b>
<b>Oilseeds</b>	<b>Oilseeds Processing</b>	<b>\$ 350</b>	<b>\$ 352</b>
<b>Crushing and origination</b>	<b>Crushing and origination</b>	<b>68</b>	<b>67</b>
<b>Refining, packaging, biodiesel, and other</b>	<b>Refining, packaging, biodiesel, and other</b>	<b>173</b>	<b>175</b>
<b>Asia</b>	<b>Asia</b>	<b>109</b>	<b>110</b>
<b>Carbohydrate Solutions</b>	<b>Corn Processing</b>	<b>\$ 213</b>	<b>\$ 190</b>
<b>Starches and sweeteners</b>	<b>Sweeteners and starches</b>	<b>216</b>	<b>172</b>
<b>Bioproducts</b>	<b>Bioproducts</b>	<b>(3)</b>	<b>18</b>
<b>Nutrition</b>	<b>Wild Flavors and Specialty Ingredients</b>	<b>\$ 96</b>	<b>\$ 73</b>
<b>Wild Flavors and Specialty Ingredients</b>	<b>Wild Flavors and Specialty Ingredients</b>	<b>73</b>	<b>73</b>
<b>Animal Nutrition</b>		<b>23</b>	<b>—</b>
<b>Other</b>	<b>Other</b>	<b>\$ 13</b>	<b>\$ 13</b>

<sup>(1)</sup> Non-GAAP measure - see notes on page 25; <sup>(2)</sup> Adjusted segment operating profit equals total segment operating profit excluding specified items and timing effects.

# Processed Volumes (by commodity)

Metric Tons Processed (000s)

	Calendar Year				
	2013	2014	2015	2016	2017
Oilseeds	31,768	32,208	33,817	33,788	34,733
Corn	23,688	23,668	23,126	22,273	22,700
	55,456	55,876	56,943	56,061	57,433

	CY16				CY17				CY18
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Oilseeds	8,281	8,468	8,388	8,651	8,819	8,518	8,265	9,131	9,047
Corn	5,742	5,087	5,794	5,650	5,544	5,840	5,621	5,849	5,591
	14,023	13,555	14,182	14,301	14,363	14,358	13,886	14,980	14,638



## Notes: Non-GAAP Reconciliation

The Company uses certain “Non-GAAP” financial measures as defined by the Securities and Exchange Commission. These are measures of performance not defined by accounting principles generally accepted in the United States, and should be considered in addition to, not in lieu of, GAAP reported measures.

- (1) **Adjusted net earnings and Adjusted earnings per share (EPS)**  
Adjusted net earnings reflects ADM’s reported net earnings after removal of the effect on net earnings of certain specified items as more fully described above. Adjusted EPS reflects ADM’s fully diluted EPS after removal of the effect on EPS as reported of certain specified items as more fully described above. Management believes that Adjusted net earnings and Adjusted EPS are useful measures of ADM’s performance because they provide investors additional information about ADM’s operations allowing better evaluation of underlying business performance and better period-to-period comparability. These non-GAAP financial measures are not intended to replace or be alternatives to net earnings and EPS as reported, the most directly comparable GAAP financial measures, or any other measures of operating results under GAAP. Earnings amounts described above have been divided by the company’s diluted shares outstanding for each respective period in order to arrive at an adjusted EPS amount for each specified item.
- (2) **Segment operating profit and adjusted segment operating profit**  
Segment operating profit is ADM’s consolidated income from operations before income tax excluding corporate items. Adjusted segment operating profit, a non-GAAP measure, is segment operating profit excluding specified items and timing effects. Timing effects relate to hedge ineffectiveness and significant mark-to-market hedge timing effects. Management believes that segment operating profit and adjusted segment operating profit are useful measures of ADM’s performance because they provide investors information about ADM’s business unit performance excluding corporate overhead costs as well as specified items and significant timing effects. Segment operating profit and adjusted segment operating profit are not measures of consolidated operating results under U.S. GAAP and should not be considered alternatives to income before income taxes, the most directly comparable GAAP financial measure, or any other measure of consolidated operating results under U.S. GAAP.
- (3) **Adjusted Return on Invested Capital (ROIC)**  
Adjusted ROIC is Adjusted ROIC earnings divided by adjusted invested capital. Adjusted ROIC earnings is ADM’s net earnings adjusted for the after tax effects of interest expense, changes in the LIFO reserve and other specified items. Adjusted invested capital is the sum of ADM’s equity (excluding noncontrolling interests) and interest-bearing liabilities adjusted for the after tax effect of the LIFO reserve, and other specified items. Management believes Adjusted ROIC is a useful financial measure because it provides investors information about ADM’s returns excluding the impacts of LIFO inventory reserves and other specified items and increases period-to-period comparability of underlying business performance. Management uses Adjusted ROIC to measure ADM’s performance by comparing Adjusted ROIC to its weighted average cost of capital (WACC). Adjusted ROIC, Adjusted ROIC earnings and Adjusted invested capital are non-GAAP financial measures and are not intended to replace or be alternatives to GAAP financial measures.
- (4) **Average ROIC**  
Average ROIC is ADM’s trailing 4-quarter net earnings adjusted for the after-tax effects of interest expense and changes in the LIFO reserve divided by the sum of ADM’s equity (excluding non-controlling interests) and interest-bearing liabilities adjusted for the after-tax effect of the LIFO reserve. Management uses average ROIC for investors as additional information about ADM’s returns. Average ROIC is a non-GAAP financial measure and is not intended to replace or be an alternative to GAAP financial measures.
- (5) **Adjusted Economic Value Added**  
Adjusted economic value added is ADM’s trailing 4-quarter economic value added adjusted for LIFO and other specified items. The Company calculates economic value added by comparing ADM’s trailing 4-quarter adjusted returns to its Annual WACC multiplied by adjusted invested capital. Adjusted economic value added is a non-GAAP financial measure and is not intended to replace or be an alternative to GAAP financial measures.