



Q3 2018 Earnings Presentation
November 6, 2018

Safe Harbor Statement

Safe Harbor Statement under the Private Securities Litigation Reform 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 2017 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

	Q3 2018	Q3 2017	'18 vs. '17
Revenue	\$1,036	\$646	60%
Adj. EBITDA ⁽¹⁾	\$235	\$155	52%
<i>% Revenue</i>	22.7%	24.0%	
Adjusted EPS ⁽¹⁾	\$0.98	\$0.70	40%
GAAP Net Income	\$75	\$56	34%
<i>% Revenue</i>	7.2%	8.6%	
GAAP EPS	\$0.54	\$0.41	32%

Note: Amounts in millions of USD

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

(2) Refers to midpoint of company guidance on August 1, 2018

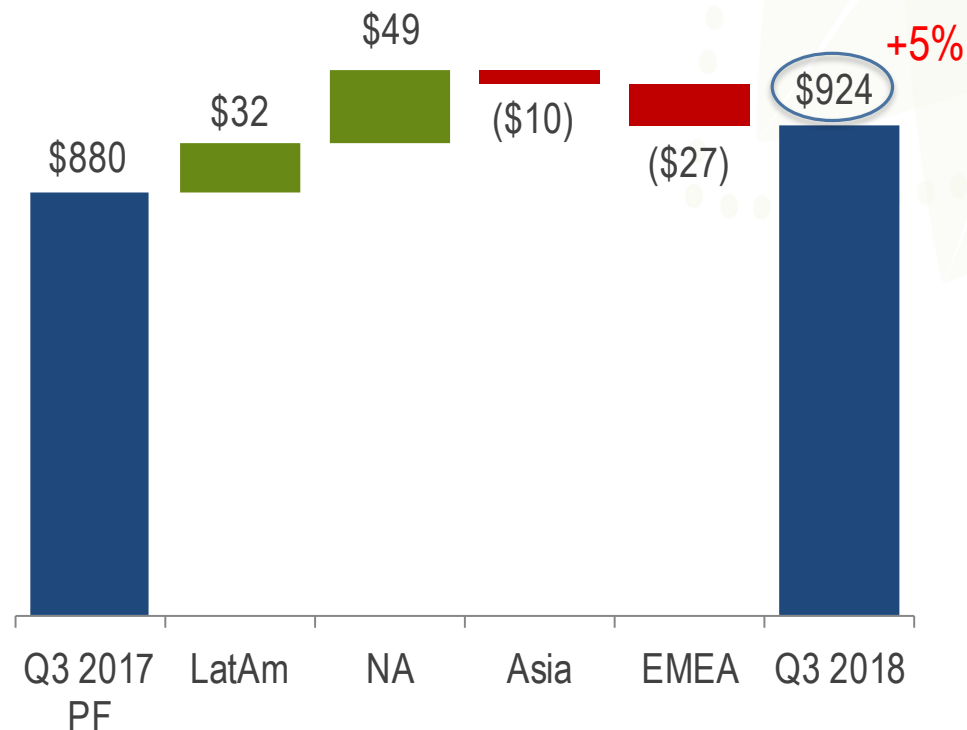
Q3 Adj. EPS ¹ vs. Guidance ²	+6 cents
Ag Solutions	+7 cents
Lithium	+1 cent
Lower tax rate	+3 cents
Corp. & other expense	(5 cents)

Q3 2018 Agricultural Solutions Reported Results

Segment Results

	Q3 2018	Q3 2017
Revenue	\$924	\$552
EBITDA	\$216	\$137
% Revenue	23.4%	24.9%

Pro Forma Segment Revenue Bridge



Note: Amounts in millions of USD

- FX headwinds estimated at 4% to 5% in Q3, impacting revenue in Latin America and Asia
- EMEA impacted by dry weather and timing

Ag Solutions Q3 2018 Regional Performance

North America

- Q3 '18 Revenue: \$202 million (+32% pro forma)
- Strength in acquired insecticides, including late season growth in California on tree nuts
- Strong sales of selective herbicides

Latin America

- Q3 '18 Revenue: \$379 million (+9% pro forma)
- Successfully raised prices in Brazil to combat FX headwinds
- Strong growth in cotton acreage in Brazil
- Mexico had low pest pressure and flooding

EMEA

- Q3 '18 Revenue: \$134 million (-17% pro forma)
- Warm and dry conditions affected demand for herbicides and fungicides
- Timing of orders impacted Q3 performance, but will drive strong Q4

Asia

- Q3 '18 Revenue: \$209 million (-4% pro forma)
- Strong performance from acquired insecticide portfolio in rice and soybean in India
- Discontinued products due to India restructuring impacted Q3
- Strong FX headwinds

Q3 2018 Lithium (Livent) Reported Results

[FMC Intends to Spin Remaining Stake in Livent on March 1, 2019]

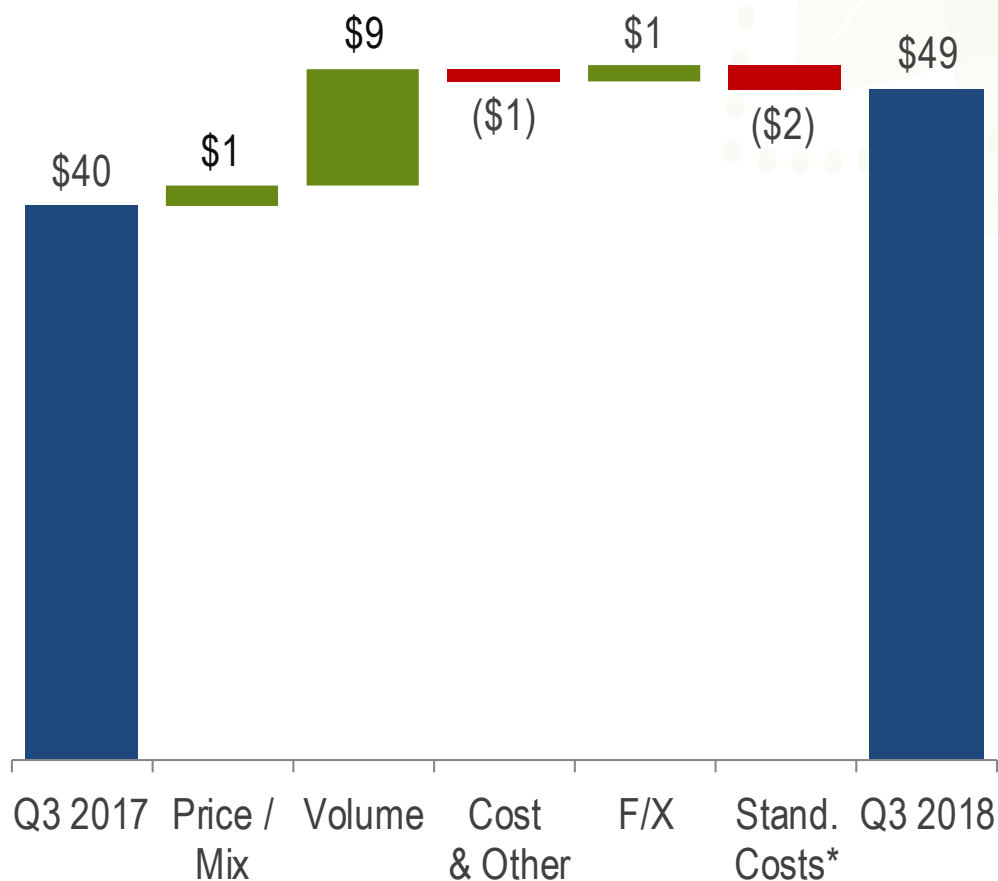
Segment Results

	Q3 2018	Q3 2017
Revenue	\$112	\$94
EBITDA	\$49	\$40
% Revenue	43.4%	42.6%

Revenue Impact

Volume: 17% F/X: 0% Price/Mix: 2%

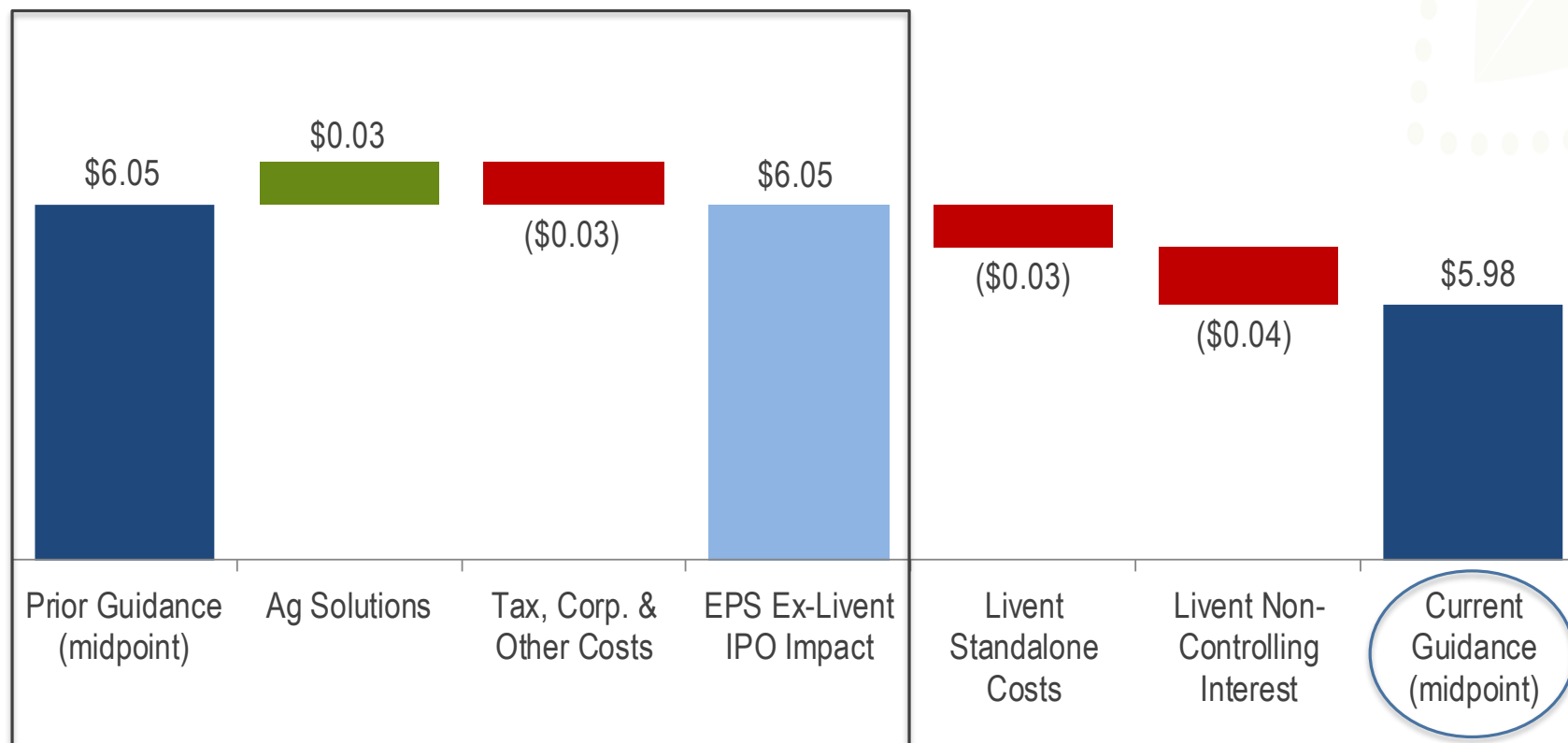
Segment EBITDA Bridge



Note: Amounts in millions of USD

* Livent standalone costs were \$1.7 million in Q3

2018 EPS Guidance Maintained, Excluding Impact of Livent IPO



FY 2018 and Q4 Earnings Outlook^(1,2)

		FY 2018	Q4 2018
Segment Revenue & EBITDA ⁽¹⁾	AGS	Revenue: \$4.2 to \$4.26 billion EBITDA: \$1.195 to \$1.215 bil. <i>Raised \$5M</i>	Revenue: \$1.015 to \$1.075 billion EBITDA: \$280 to \$300 million
	Livent ²	Revenue: \$440 to \$450 million EBITDA: \$193 to \$197 million <i>Lowered \$5M due to standalone costs</i>	Revenue: \$117 to \$127 million EBITDA: \$43 to \$47 million
FMC Adjusted EPS ^(1,2)		\$5.93 to \$6.03 <i>Lowered 7 cents at midpoint due to Livent standalone costs and non-controlling interest</i>	\$1.33 to \$1.43

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

(2) Adjusted earnings outlook includes the impact of Livent standalone costs and the subtraction of ~15% of Livent earnings from FMC EPS. Excluding these impacts, FMC guidance for full year adjusted EPS would have been \$6.00 to \$6.10 and fourth quarter adjusted EPS would have been \$1.40 to 1.50.

2018 Cash Flow Outlook

(\$ in millions)	YTD (September 30)			Full Year
	2018	2017	'18 vs. '17	Outlook 2018
Cash From Operations (GAAP)	\$461	\$273	\$188	
Adjusted Cash from Operations ¹	\$550	\$308	\$242 +80%	\$700 - \$750
<i>Of Which:</i>				
Operating Cash Flow ^{1,2}	\$812	\$446	\$366	\$1030 - \$1080
Pensions, Tax, Interest	(\$236)	(\$122)	(\$114)	(\$280) - (\$320)
All Other Operating Cash Flow ^{1,3}	(\$26)	(\$16)	(\$10)	(\$25) - (\$35)
Capital Expenditures	(\$89)	(\$37)	(\$52)	(\$200) - (\$250)

(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.

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