

# Second Quarter 2018 Earnings Conference Call

August 1, 2018



# Forward-looking statements

- Today's presentation includes forward-looking statements that reflect Bunge's current views with respect to future events, financial performance and industry conditions.
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- These forward-looking statements are subject to various risks and uncertainties. Bunge has provided additional information in its reports on file with the Securities and Exchange Commission concerning factors that could cause actual results to differ materially from those contained in this presentation and encourages you to review these factors.

# CEO's comments

## Q2 performance:

- Oilseeds driven by strong soy crush margins and within range of expectations when considering mark-to-market impact
- Grain lower than expected due to South American origination and trading & distribution
- Milling had a strong quarter, while Edible Oils was impacted by a temporary surplus of soy oil due to strong global crushing environment
- Company well positioned for strong 2H of the year
  - Significant percentage of second half soy crush committed at attractive margins

## Continue to execute on our strategy

- Focus on value-added
  - Loders Croklaan integration on track and results as expected
- Improving organizational effectiveness
  - Global Competitiveness Program savings exceeding expectations
  - Industrial/supply chain savings on track
  - Disciplined capital allocation to drive returns back above WACC as year progresses

**Maintaining full-year EBIT outlook of ~\$1.3B, exceeding 2017 by ~\$700m**

# Bunge Limited earnings highlights

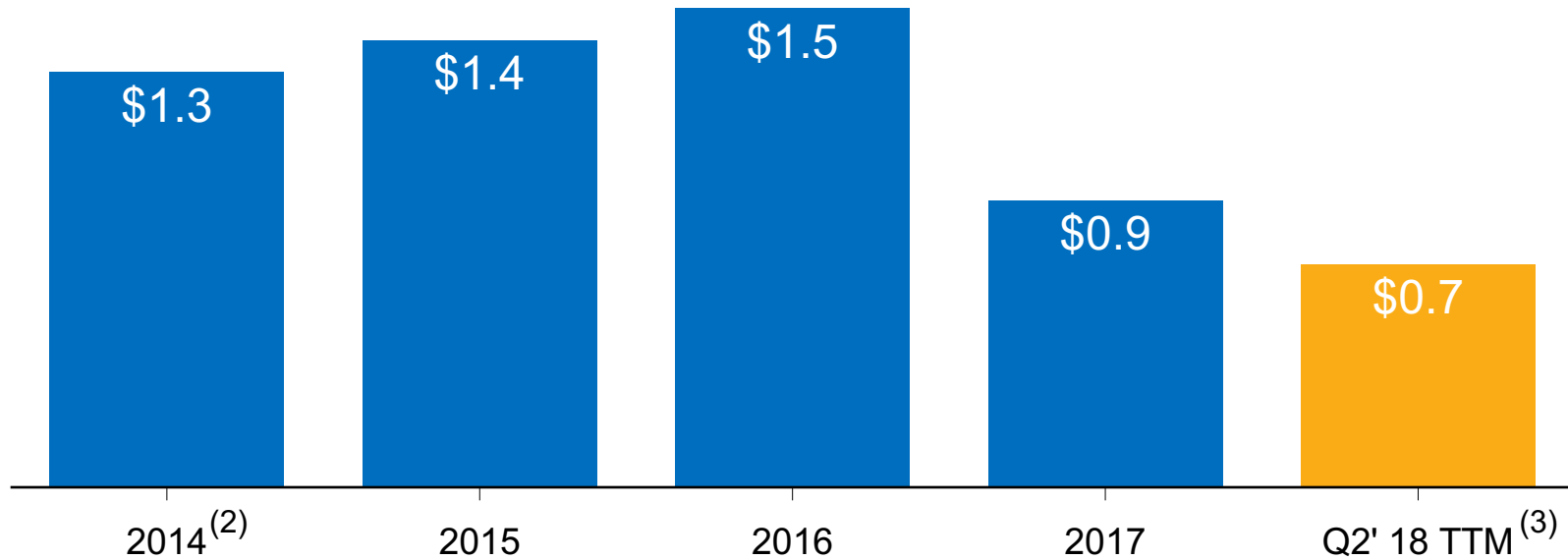
US\$ in millions, except per share data	Quarter Ended June 30,		Six Months Ended June 30,	
	2018	2017	2018	2017
<b>Net income (loss) attributable to Bunge</b>	\$ (12)	\$ 81	\$ (33)	\$ 128
<b>Net income (loss) per common share from continuing operations-diluted</b>	\$ (0.20)	\$ 0.48	\$ (0.39)	\$ 0.79
<b>Net income (loss) per common share from continuing operations-diluted, adjusted <sup>(a)</sup></b>	\$ 0.10	\$ 0.17	\$ 0.04	\$ 0.52
<b>Total Segment EBIT <sup>(a)</sup></b>	\$ 71	\$ 73	\$ 132	\$ 206
Certain gains & (charges) <sup>(b)</sup>	(46)	(6)	(70)	(12)
<b>Total Segment EBIT, adjusted <sup>(a)</sup></b>	\$ 117	\$ 79	\$ 202	\$ 218
Agribusiness <sup>(c)</sup>	\$ 118	\$ 18	\$ 170	\$ 127
Oilseeds	\$ 140	\$ 2	\$ 106	\$ 94
Grains	\$ (22)	\$ 16	\$ 64	\$ 33
Food & Ingredients <sup>(d)</sup>	\$ 46	\$ 44	\$ 100	\$ 89
Sugar & Bioenergy	\$ (40)	\$ 14	\$ (60)	\$ 3
Fertilizer	\$ (7)	\$ 3	\$ (8)	\$ (1)

- a. Total Segment earnings before interest and tax ("Total Segment EBIT"); Total Segment EBIT, adjusted; and net income (loss) per common share from continuing operations-diluted, adjusted are non-GAAP financial measures. Reconciliations to the most directly comparable U.S. GAAP measures are included in the tables attached to this press release and the accompanying slide presentation posted on Bunge's website.
- b. Certain gains & (charges) included in Total Segment EBIT for the periods shown. See Additional Financial Information section included in the tables of the earnings press release for more information.
- c. See slide 13 in the appendix of this presentation for a description of the Oilseeds and Grains businesses in Bunge's Agribusiness segment.
- d. Includes Edible Oil Products and Milling Products segments.

# Bunge Limited cash flow highlights

## Adjusted Funds From Operations (Adjusted FFO) <sup>(1)</sup>

\$ billions



(1) Adjusted Funds From Operations is a non US GAAP measure. Reconciliation to the most directly comparable U.S. GAAP measure is provided in the appendix.

Adjusted FFO = Cash flow from operations before working capital changes and before foreign exchange loss (gain) on debt.

(2) Adjusted FFO includes adjustments for certain gains & charges

(3) Trailing Twelve Months (TTM) Adjusted FFO is calculated by adding the Adjusted FFO of last four quarters.

# Right balance: disciplined capital allocation

## Balance sheet strength & flexibility

- ~\$5.6 billion of long term debt <sup>(1)</sup> (BBB rated)
- Committed credit facilities of ~\$5.5 billion, of which \$3.5 billion was unused and available at June 30, 2018

### Reinvest in the business (Capex)

- Productivity
- Growth

YTD 2Q18 = \$220m

### Asset portfolio management

- Acquisitions: \$968m
- Divestitures

YTD 2Q18 = \$968m

### Return capital to shareholders

- Dividends: \$147m
- Share repurchases

YTD 2Q18 = \$147m

Use of capital focused on maximizing returns

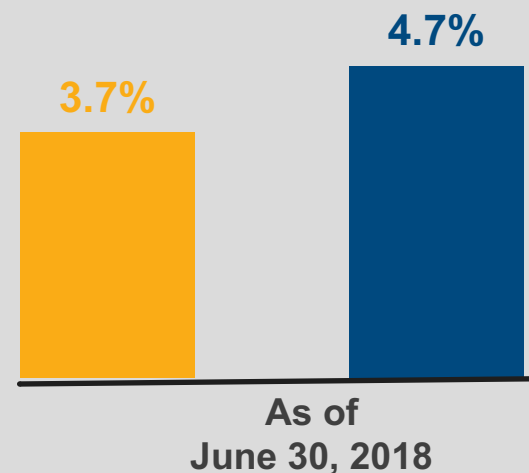
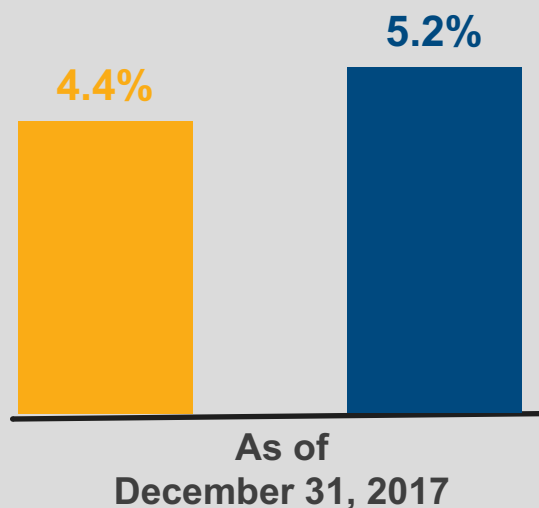
(1) Includes current portion of long-term debt

# Return on invested capital (ROIC)

## Trailing 4Q Average\*

- Adjusted for certain gains & charges
- Adjusted for certain gains & charges and excludes Sugar & Bioenergy segment

WACC = 7%

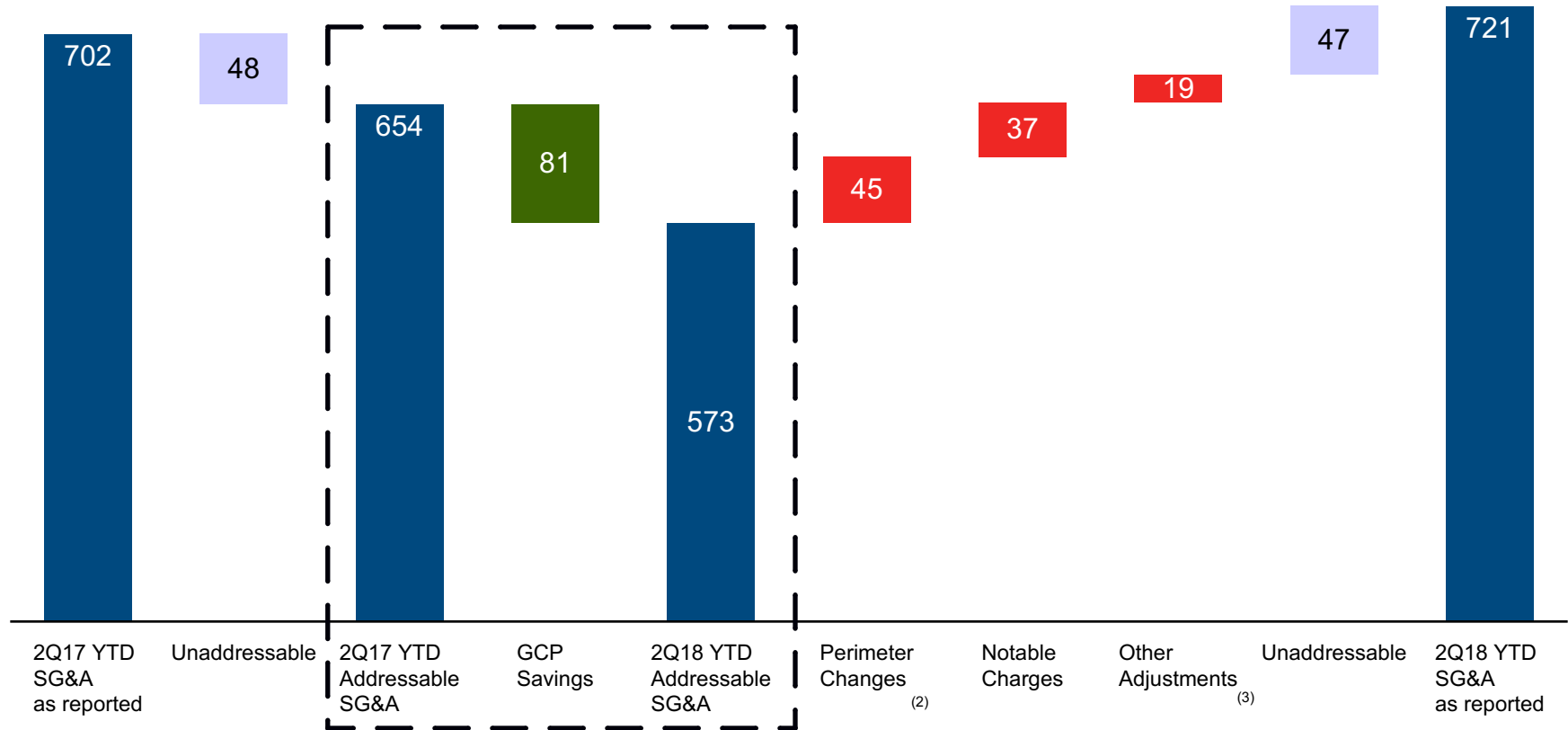


\*See appendix for reconciliation

# Global Competitiveness Program update - June YTD<sup>(1)</sup>

Increasing savings target by \$50 million to \$150 million in 2018 vs. 2017 Addressable Baseline

\$US million



**\$250m run rate savings by end of 2019**

- (1) See Additional Financial Information section in the earnings press release
- (2) Perimeter changes, primarily reflects the acquisition of Lodders Croklaan
- (3) Other adjustments primarily include FX, inflation and variable compensation



# 2018 Outlook<sup>(1)</sup>

*Maintaining full-year EBIT of ~\$1.3B, exceeding 2017 by ~\$700m*

## Agribusiness

- Expect full-year EBIT toward the upper end of the range of \$800 million to \$1.0 billion
    - Oilseeds expectations have increased due to higher soy crush margins
      - Significant percentage of 2H capacity hedged at very attractive margins
    - Grains expectations have been reduced
      - Uncertainty related to the evolving freight price situation in Brazil
      - Expect lower volumes and margins in the U.S. due to reduced exports
    - Soy crush margins should stay strong into next year
      - Soymeal competitively priced vs competing proteins
      - Argentine processors expected to continue to crush in pace with farmer selling
  - Expect to benefit from the reversal of YTD negative mark-to-market during the 2nd half
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## Food & Ingredients

- Expect full-year EBIT toward the lower end of the range of \$290 to \$310 million
  - Softer than expected Q2 in Edible Oils
  - Unfavorable foreign exchange translation in some of our primary markets
  - Edible Oils to benefit from increased volume of higher value added products, sales to key accounts and tightening supplies in certain markets later in the year
  - Milling margins in Brazil benefitting from smaller domestic wheat crop
  - Results to improve sequentially

(1) Savings from Global Competitiveness Program and industrial and supply chain initiatives are included in segment EBIT ranges

# 2018 Outlook<sup>(1)</sup>

## Sugar & Bioenergy

- Decreasing full-year EBIT to breakeven
    - Lower expected cane crush due to drought
    - Slower than expected ramp up of ethanol prices
    - Includes an expected loss of \$20 million in our trading & distribution business
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## Fertilizer

- Continue to expect full-year EBIT of ~\$25 million
    - Argentine operation to benefit from restructured cost position
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## Other<sup>(2)</sup>

- Capex: ~\$650 million, which is a reduction of \$50 million, bringing capex to a level below forecasted depreciation, depletion and amortization of ~\$690 million
- Net interest expense: \$270 to \$285 million
- Tax rate: 18% to 22%

1. Savings from Global Competitiveness Program and industrial and supply chain initiatives are included in segment EBIT range

2. Includes Lodders Croklaan

# CEO's conclusion

- **Positive changes bringing heightened focus and fresh energy**
- **We remain confident in our full-year outlook for 2018**
- **Underlying agribusiness growth drivers are intact**
- **We have a variety of drivers to grow beyond this year**

# Q&A



# Agribusiness – Oilseeds & Grains definitions

## Oilseeds

### Oilseed processing

Soybean: U.S., South America, Europe, Asia

Rapeseed/Canola: Europe, Canada

Sunseed: Eastern Europe, Argentina

### Oilseed trading & distribution

Global trading and distribution of oilseeds, protein meals and vegetable oils

### Biodiesel production (primarily JVs)

## Grains

### Grain origination

Grains (corn, wheat, barley, rice)

Oilseeds (soybean, rapeseed/canola, sunseed)

### Grain trading & distribution

Global trading and distribution of grains

### Related services

Ports

Ocean freight

Financial services

# Segment volume highlights

In thousands of metric tons	Quarter Ended June 30,		Six Months Ended June 30,	
	2018	2017	2018	2017
<b>Agribusiness</b>	<b>37,398</b>	<b>36,173</b>	<b>73,203</b>	<b>71,196</b>
Oilseeds	16,650	17,001	31,762	32,088
Grains	20,748	19,172	41,441	39,108
<b>Edible Oil Products</b>	<b>2,261</b>	<b>1,947</b>	<b>4,269</b>	<b>3,736</b>
<b>Milling Products</b>	<b>1,177</b>	<b>1,099</b>	<b>2,312</b>	<b>2,173</b>
<b>Sugar &amp; Bioenergy</b>	<b>1,570</b>	<b>2,134</b>	<b>3,017</b>	<b>3,981</b>
<b>Fertilizer</b>	<b>254</b>	<b>246</b>	<b>426</b>	<b>408</b>

# Sugar & Bioenergy Highlights

In thousands of metric tons	Quarter Ended June 30,		Six Months Ended June 30,	
	2018	2017	2018	2017
Merchandising/Trading Volume (000 mt)	1,214	1,785	2,440	3,392
Milling Volume (mmt of cane)	7.4	6.9	8.0	7.3
Industrial Product Sales Volumes:				
<i>Sugar (000 mt)</i>	197	264	223	351
<i>Ethanol (000 mt)</i> <sup>(1)</sup>	337	328	550	554
Cogeneration Sales (K MWh)	202	191	226	216
TRS (kg/mt of cane) <sup>(2)</sup>	121.1	122.1	119.6	121.5

1. Reflects ethanol as sugar equivalents.

2. TRS total recoverable sugar.



# Non-GAAP reconciliations

## *Non-GAAP measures*

- Bunge uses total segment earnings before interest and taxes (“Total Segment EBIT”) and Total Segment EBIT, adjusted to evaluate Bunge’s operating performance. Total Segment EBIT is the aggregate of each of our five reportable segments’ earnings before interest and taxes. Total Segment EBIT, adjusted is calculated by excluding certain gains and charges from Total Segment EBIT. Total Segment EBIT and Total Segment EBIT, adjusted are non-GAAP financial measures and are not intended to replace net income (loss) attributable to Bunge, the most directly comparable U.S. GAAP financial measure. Bunge’s management believes these non-GAAP measures are a useful measure of its reportable segments’ operating profitability, since the measures allow for an evaluation of segment performance without regard to their financing methods or capital structure. For this reason, operating performance measures such as these non-GAAP measures are widely used by analysts and investors in Bunge’s industry. These non-GAAP measures are not a measure of consolidated operating results under U.S. GAAP and should not be considered as an alternative to net income (loss) or any other measure of consolidated operating results under U.S. GAAP.
- Net income (loss) per common share from continuing operations-diluted, adjusted, excludes certain gains and charges and discontinued operations and is a non-GAAP financial measure. This measure is not a measure of earnings per common share-diluted, the most directly comparable U.S. GAAP financial measure. It should not be considered as an alternative to earnings per share-diluted or any other measure of consolidated operating results under U.S. GAAP. Net income (loss) per common share from continuing operations-diluted, adjusted is a useful performance measure of the Company’s profitability.
- Adjusted Funds from Operations (Adjusted FFO) is calculated as cash flow from operations before working capital changes and before foreign exchange loss (gain) on debt. Adjusted FFO is a non-U.S. GAAP financial measure, the most directly comparable U.S. GAAP financial measure is Cash provided by (used for) operating activities in the Condensed Consolidated Statements of Cash Flows. Bunge’s management believes this is a useful measure of its cash generation, since it excludes the impact of commodity price volatility, which can cause working capital levels to vary significantly from period-to-period.
- To supplement its reporting of financial measures determined in accordance with GAAP, Bunge may also refer to forecasted cash accretion and EBITDA of Loders Croklaan. EBITDA refers to Loders’ earnings before interest, taxes, depreciation and amortization; and cash accretion reflects the expected impact of the transaction on our earnings, excluding step-up amortization. The EBITDA and cash accretion measures also exclude estimated transaction costs. Management believes this information is useful to investors for their independent evaluation and understanding of the transaction with Loders. This information is provided only on a non-GAAP basis without a reconciliation of these measures to the mostly directly comparable GAAP measures due to the inherent difficulty, without unreasonable efforts, in forecasting and quantifying certain amounts that are necessary for such reconciliations, including adjustments that could be made for items such as foreign exchange effects, mark-to-market adjustments, transaction and integration costs, restructuring costs, timing of capital expenditures and other items. These items depend on highly variable factors, many of which may not be in our control, and which could vary significantly from future GAAP financial results.



# Non-GAAP reconciliation notes

Below is a reconciliation of Net income attributable to Bunge adjusted (excl. certain gains & charges and discontinued operations) to net income (loss) per common share-diluted:

(US\$ in millions, except per share data)	Quarter Ended June 30,		Six Months Ended June 30,	
	2018	2017	2018	2017
Net Income (loss) attributable to Bunge	\$ (12)	\$ 81	\$ (33)	\$ 128
Adjusted for certain gains and charges:				
Severance, employee benefit, and other costs	16	—	30	—
Sugar restructuring charges	3	6	6	12
Acquisition and integration costs	7	—	10	—
(Gain) loss, net on disposition of equity interests/subsidiaries	16	—	15	—
Interest and income tax charges (benefits)	—	(49)	—	(49)
<b>Adjusted Net Income attributable to Bunge</b>	<b>30</b>	<b>38</b>	<b>28</b>	<b>91</b>
Discontinued operations	(7)	(6)	(5)	—
Convertible preference shares dividends	(9)	(9)	(17)	(17)
<b>Net income (loss) - adjusted (excluding certain gains &amp; charges and discontinued operations)</b>	<b>\$ 14</b>	<b>\$ 23</b>	<b>\$ 6</b>	<b>\$ 74</b>
Weighted-average common shares outstanding - diluted	141	141	141	141
<b>Net income (loss) per common share - diluted, adjusted (excluding certain gains &amp; charges and discontinued operations)</b>	<b>\$ 0.10</b>	<b>\$ 0.17</b>	<b>\$ 0.04</b>	<b>\$ 0.52</b>

# Non-GAAP reconciliation

Below is a reconciliation of Net income (loss) attributable to Bunge to Total Segment EBIT, adjusted:

(US\$ in millions)	Quarter Ended June 30,		Six Months Ended June 30,	
	2018	2017	2018	2017
<b>Net income (loss) attributable to Bunge</b>	\$ (12)	\$ 81	\$ (33)	\$ 128
Interest income	(6)	(8)	(14)	(20)
Interest expense	94	62	164	127
Income tax expense (benefit)	2	(55)	21	(27)
(Income) loss from discontinued operations, net of tax	(7)	(6)	(5)	—
Noncontrolling interest share of interest and tax	—	(1)	(1)	(2)
<b>Total Segment EBIT</b>	<b>71</b>	<b>73</b>	<b>132</b>	<b>206</b>
Certain (gains) and charges <sup>(1)</sup>	46	6	70	12
<b>Total Segment EBIT, adjusted</b>	<b>\$ 117</b>	<b>\$ 79</b>	<b>\$ 202</b>	<b>\$ 218</b>

1. See Additional Financial Information section

# Non-GAAP reconciliation notes

## Return on Invested Capital excluding certain gains and charges

(US\$ in millions)	Trailing 4 Quarter Average June 30, 2018		Trailing 4 Quarter Average December 31, 2017	
	Total Segment EBIT	\$	362	\$
EBIT attributable to noncontrolling interest		15		19
Interest income		32		38
Certain gains & charges <sup>(1)</sup>		199		141
Return before income tax, adjusted	\$	608	\$	634
Effective tax rate <sup>(2)</sup>		16%		13%
Return after income tax, adjusted	\$	508	\$	550
<b>Trailing 4 Quarter average</b>				
Average total capital	\$	13,568	\$	12,548
ROIC <sup>(3)</sup>		3.7%		4.4%

Note: Refer to Non-GAAP Reconciliation on slide 21 for a reconciliation of income from continuing operations before income tax to return before income tax, adjusted.

- (1) See Additional Financial Information section included in the earnings press release.
- (2) Effective tax rates of 16% and 13% for 2018 and 2017 respectively, reflect company's normalized rate, which excludes certain gains & charges.
- (3) Bunge calculates return on invested capital (ROIC) by dividing return after income tax, adjusted by the quarter ended average total capital for the trailing four quarters preceding the reporting date. Return after income tax, adjusted is calculated as income from continuing operations before income tax, including non controlling interest, for each of the trailing four quarters plus the related interest expense and excluding certain gains & charges, times the effective tax rates for those periods. Average total capital is calculated by averaging the totals of the ending balances of shareholders equity, noncontrolling interest and total debt for each quarterly period. Bunge believes that ROIC provides investors with a measure of the return the company generates on the capital invested in its business. ROIC is not a measure of financial performance under generally accepted accounting principles and should not be considered in isolation or as an alternative to net income as an indicator of company performance or as an alternative to cash flows from operating activities as a measure of liquidity.

# Non-GAAP reconciliation notes

## Return on Invested Capital excluding Sugar and Bioenergy segment EBIT and certain gains and charges

(US\$ in millions)	Trailing 4 Quarter Average June 30, 2018		Trailing 4 Quarter Average December 31, 2017	
<b>Total Segment EBIT</b>	\$	<b>362</b>	\$	<b>436</b>
EBIT attributable to noncontrolling interest		15		19
Interest income		32		38
Certain gains & charges <sup>(1)</sup>		199		141
<b>Return before income tax, adjusted</b>	\$	<b>608</b>	\$	<b>634</b>
Sugar & Bioenergy segment EBIT (excl. certain gains & charges)		(60)		3
<b>Return before income tax, adjusted (excl. Sugar &amp; Bioenergy segment)</b>	\$	<b>668</b>	\$	<b>631</b>
Effective tax rate <sup>(2)</sup>		17%		13%
<b>Return after income tax, adjusted</b>	\$	<b>554</b>	\$	<b>549</b>
<b>Trailing 4 quarter average</b>				
<b>Average total capital</b>	\$	<b>11,817</b>	\$	<b>10,654</b>
<b>ROIC <sup>(3)</sup></b>		<b>4.7%</b>		<b>5.2%</b>

Note: Refer to Non-GAAP Reconciliation on slide 21 for a reconciliation of income from continuing operations before income tax to return before income tax, adjusted.

- (1) See Additional Financial Information section included in the earnings press release.
- (2) Effective tax rates of 17% and 13% for 2018 and 2017 respectively, reflect company's normalized rate, which excludes certain gains & charges.
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# Non-GAAP reconciliation

## Income before income tax utilized for ROIC calculation

*Below is a reconciliation of Income from continuing operations before income tax to Return before income tax, adjusted:*

(US\$ in millions)	Trailing 4 Quarter Average	
	June 30, 2018	December 31, 2017
Income from continuing operations before income tax	\$ 109	\$ 230
Interest expense	300	263
Certain gains & charges	199	141
<b>Return before income tax, adjusted</b>	<b>\$ 608</b>	<b>\$ 634</b>

# Non-GAAP reconciliation

## Cash provided by (used for) operating activities to Adjusted FFO reconciliation

	2014 <sup>(1)</sup>	2015	2016	2017	Q2'18 TTM <sup>(2)</sup>
<b>Cash provided by (used for) operating activities</b>	1,399	610	1,904	1,006	(1,023)
Foreign exchange (loss) gain on net debt	215	213	(80)	(21)	(225)
Working capital changes	(270)	593	(347)	(101)	1,952
<b>Adjusted FFO</b>	<b>\$ 1,344</b>	<b>\$ 1,416</b>	<b>\$ 1,477</b>	<b>\$ 884</b>	<b>\$ 704</b>

	Q2 2017	Q2 2018
<b>Cash provided by (used for) operating activities</b>	(1,309)	(3,338)
Foreign exchange (loss) gain on net debt	33	(171)
Working capital changes	1,734	3,787
<b>Adjusted FFO</b>	<b>\$ 458</b>	<b>\$ 278</b>

(1) Adjusted FFO includes an adjustment of \$177 million related to certain ICMS tax credits and related interest charges, which are included in working capital changes.

(2) TTM = Trailing Twelve Months

