

# Third Quarter 2018 Earnings Conference Call

October 31, 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

## Q3 performance:

- Oilseeds driven by strong soy crush margins, benefitting from Q2 actions; Grain higher than than expected, primarily due to Brazil origination
- Milling had a strong quarter on higher margins in Brazil; Edible Oils impacted by surplus of soy oil due to strong global crushing environment

## Continue to execute on our strategy

- **Focus on value-added**
  - Loders Croklaan integration progressing well
  - Exited sugar trading business
- **Improving organizational effectiveness**
  - Global Competitiveness Program progressing faster than expected; should achieve targeted baseline SG&A in 2019 – one year ahead of plan
  - Industrial/supply chain savings on track
  - Disciplined capital allocation to drive returns back above WACC by year-end

## Expect good close to the year; core Agri-Foods ROIC > WACC by year-end

- Agribusiness to be driven by Northern Hemisphere oilseeds processing
- In Food & Ingredients, oil supplies tightening and entering period of seasonally stronger demand

# Bunge Limited earnings highlights

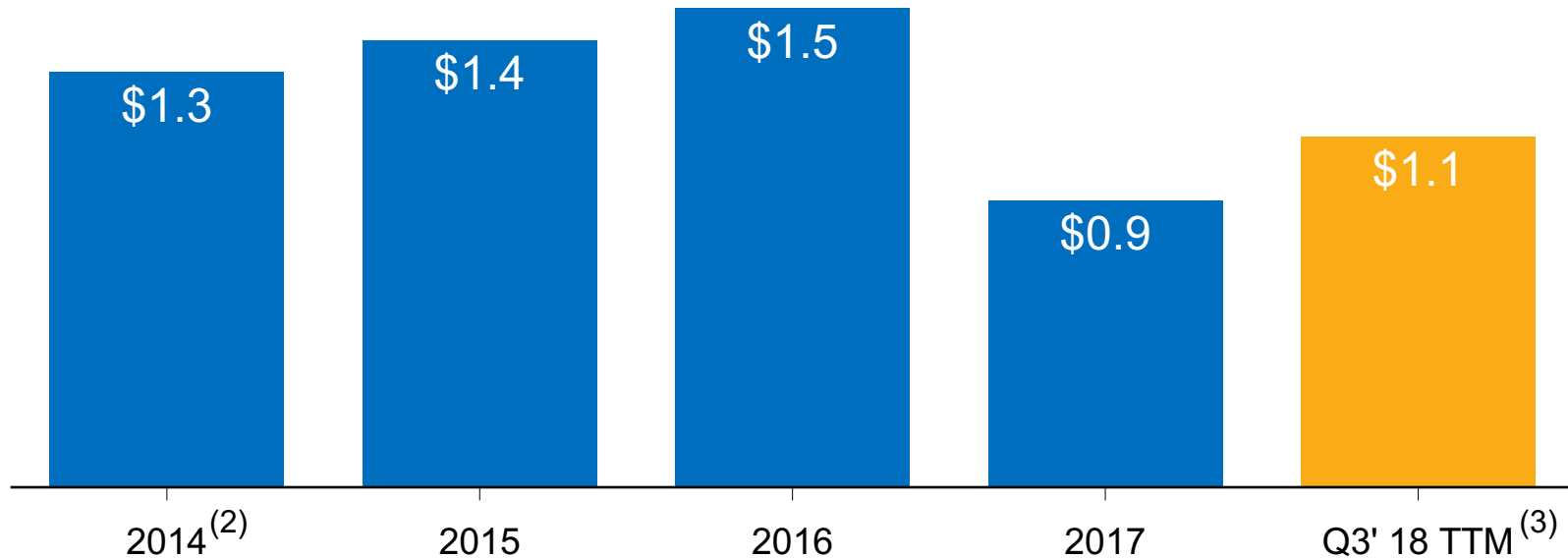
US\$ in millions, except per share data	Quarter Ended September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
<b>Net income (loss) attributable to Bunge</b>	\$ 365	\$ 92	\$ 332	\$ 220
<b>Net income (loss) per common share from continuing operations-diluted</b>	\$ 2.39	\$ 0.59	\$ 2.08	\$ 1.38
<b>Net income (loss) per common share from continuing operations-diluted, adjusted <sup>(a)</sup></b>	\$ 2.52	\$ 0.75	\$ 2.64	\$ 1.28
<b>Total Segment EBIT <sup>(a)</sup></b>	\$ 535	\$ 175	\$ 667	\$ 381
Certain gains & (charges) <sup>(b)</sup>	(38)	(29)	(108)	(41)
<b>Total Segment EBIT, adjusted <sup>(a)</sup></b>	\$ 573	\$ 204	\$ 775	\$ 422
Agribusiness <sup>(c)</sup>	\$ 485	\$ 127	\$ 655	\$ 254
Oilseeds	\$ 367	\$ 88	\$ 473	\$ 182
Grains	\$ 118	\$ 39	\$ 182	\$ 72
Food & Ingredients <sup>(d)</sup>	\$ 62	\$ 64	\$ 162	\$ 153
Sugar & Bioenergy	\$ 3	\$ 8	\$ (57)	\$ 11
Fertilizer	\$ 23	\$ 5	\$ 15	\$ 4

- 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

- ~\$5.2 billion of long term debt <sup>(1)</sup> (BBB rated)
- Committed credit facilities of ~\$5.5 billion, of which \$4.1 billion was unused and available at 09/30/2018

### Reinvest in the business (Capex)

- Productivity
- Growth

YTD 3Q18 = \$318m

### Asset portfolio management

- Acquisitions: \$968m
- Divestitures

YTD 3Q18 = \$968m

### Return capital to shareholders

- Dividends: \$225m
- Share repurchases

YTD 3Q18 = \$225m

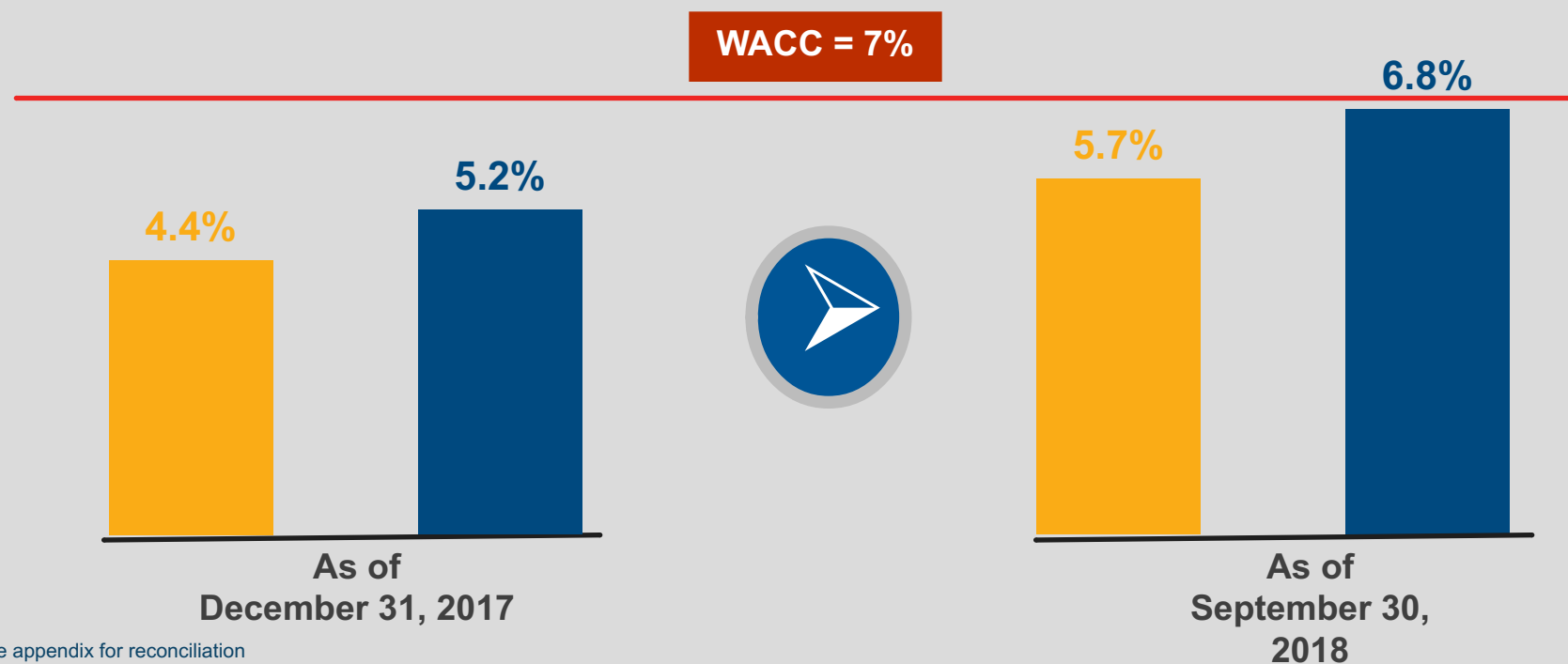
Use of capital focused on maximizing returns

(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

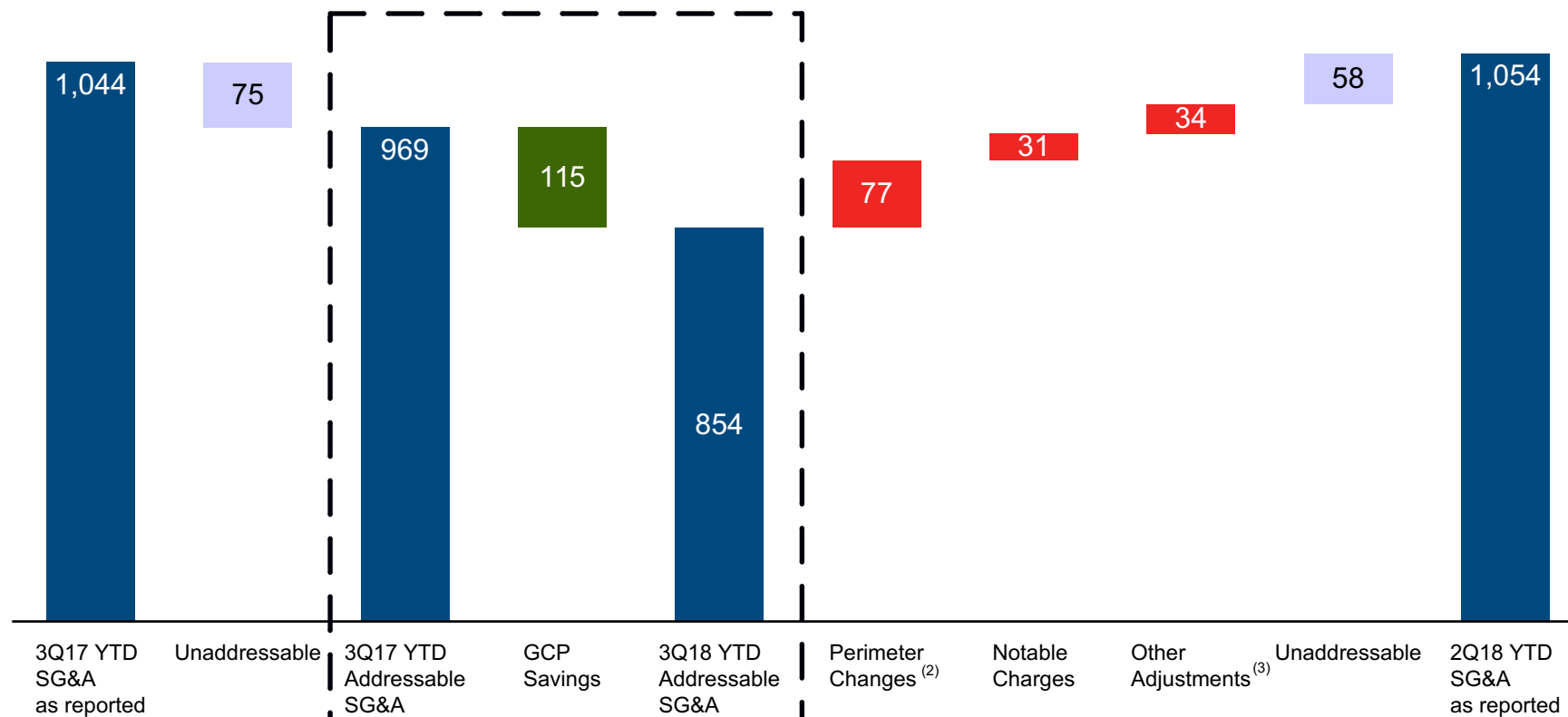


\*See appendix for reconciliation

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

Increasing savings target by \$25 million to \$175 million in 2018 vs. 2017 Addressable Baseline

\$US million



**Expect to achieve targeted baseline of \$1.1B a year ahead of plan**

(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>

*Expect full-year EBIT of ~\$1.2B, exceeding 2017 by ~\$600m, with core Agri-Foods ROIC exceeding WACC*

## Agribusiness

- Expect full-year EBIT in the upper half of the range of \$800 million to \$1.0 billion
    - Oilseeds to be driven by Northern Hemisphere soy and softseed processing
    - Grains poses some uncertainty
      - Evolving freight price situation in Brazil, as well as recent strengthening of BRL slowing pace of new crop pricing
      - Impact of U.S.-China trade situation on U.S. 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
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## Food & Ingredients

- Reducing full-year EBIT to range of \$250 to \$270 million
  - Softer than expected Q3 in Edible Oils
  - Slower than expected pace of margin expansion in Brazil Edible Oils
  - ~\$10 million negative impact from the revaluation of raw material supply contracts that are expected to largely reverse in future quarters

(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 a loss in the range of \$20 to \$40 million
    - Lower expected cane crush due to drought and recent heavy rains, increasing unit costs and reducing production
    - Includes a year-to-date loss of ~\$25 million in trading & distribution
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## Fertilizer

- Increasing full-year EBIT to ~\$35 million
    - Higher than expected volumes and margins
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## Other

- Capex: ~\$600 million, which is an additional reduction of \$50 million
- Net interest expense: increasing range to \$310 to \$315 million
- Tax rate: upper end of the range of 18% to 22% based on earnings mix

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

# CEO's conclusion

- **Q3 2018 was a strong quarter**
- **See continued favorable market conditions through year-end and into 2019**
- **Strategic refinement of the portfolio sharpens our focus on core businesses where we can deliver the greatest value**
- **Productivity, cost initiatives running ahead of plan; will improve competitive position and drive EPS growth**

# 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
- Feed milling (China)
- Related services
  - Ports
  - Ocean freight
  - Financial services

# Segment volume highlights

In thousands of metric tons	Quarter Ended September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
<b>Agribusiness</b>	<b>37,690</b>	<b>37,316</b>	<b>110,893</b>	<b>108,512</b>
Oilseeds	16,233	15,888	47,995	47,976
Grains	21,457	21,428	62,898	60,536
<b>Edible Oil Products</b>	<b>2,332</b>	<b>1,945</b>	<b>6,601</b>	<b>5,681</b>
<b>Milling Products</b>	<b>1,151</b>	<b>1,127</b>	<b>3,463</b>	<b>3,300</b>
<b>Sugar &amp; Bioenergy</b>	<b>1,955</b>	<b>2,696</b>	<b>4,972</b>	<b>6,677</b>
<b>Fertilizer</b>	<b>448</b>	<b>422</b>	<b>874</b>	<b>830</b>

# Sugar & Bioenergy Highlights

In thousands of metric tons	Quarter Ended September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
Merchandising/Trading Volume (000 mt)	1,421	2,173	3,861	5,565
Milling Volume (mmt of cane)	7.4	8.4	15.4	15.8
Industrial Product Sales Volumes:				
<i>Sugar (000 mt)</i>	269	340	492	692
<i>Ethanol (000 mt)</i> <sup>(1)</sup>	573	506	1,124	1,061
Cogeneration Sales (K MWh)	229	223	455	439
TRS (kg/mt of cane) <sup>(2)</sup>	145.2	143.3	131.9	133.1

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 September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
Net Income (loss) attributable to Bunge	\$ 365	\$ 92	\$ 332	\$ 220
Adjusted for certain gains and charges:				
Severance, employee benefit, and other costs	7	9	37	9
Impairment charges	—	17	—	17
Sugar restructuring charges	2	4	8	16
Indirect tax credits	—	(8)	—	(8)
Acquisition and integration costs	1	—	11	—
(Gain) loss, net on disposition of equity investment and subsidiary	14	—	29	—
Loss on extinguishment of debt	9	—	9	—
Income tax charges (benefits)	(15)	—	(15)	(49)
<b>Adjusted Net Income attributable to Bunge</b>	<b>383</b>	<b>114</b>	<b>411</b>	<b>205</b>
Discontinued operations	(7)	—	(12)	—
Convertible preference shares dividends	—	(8)	(25)	(25)
<b>Net income (loss) - adjusted (excluding certain gains &amp; charges and discontinued operations)</b>	<b>\$ 376</b>	<b>\$ 106</b>	<b>\$ 374</b>	<b>\$ 180</b>
Weighted-average common shares outstanding - diluted	150	142	142	141
<b>Net income (loss) per common share - diluted, adjusted (excluding certain gains &amp; charges and discontinued operations)</b>	<b>\$ 2.52</b>	<b>\$ 0.75</b>	<b>\$ 2.64</b>	<b>\$ 1.28</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 September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
<b>Net income (loss) attributable to Bunge</b>	\$ 365	\$ 92	\$ 332	\$ 220
Interest income	(7)	(9)	(21)	(29)
Interest expense	101	64	265	191
Income tax expense (benefit)	85	29	106	2
(Income) loss from discontinued operations, net of tax	(7)	—	(12)	—
Noncontrolling interest share of interest and tax	(2)	(1)	(3)	(3)
<b>Total Segment EBIT</b>	<b>535</b>	<b>175</b>	<b>667</b>	<b>381</b>
Certain (gains) and charges <sup>(1)</sup>	38	29	108	41
<b>Total Segment EBIT, adjusted</b>	<b>\$ 573</b>	<b>\$ 204</b>	<b>\$ 775</b>	<b>\$ 422</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 September 30, 2018		Trailing 4 Quarter Average December 31, 2017	
	Total Segment EBIT	\$	722	\$
EBIT attributable to noncontrolling interest		25		19
Interest income		30		38
Certain gains & charges <sup>(1)</sup>		208		141
Return before income tax, adjusted	\$	985	\$	634
Effective tax rate <sup>(2)</sup>		20%		13%
Return after income tax, adjusted	\$	784	\$	550
<b>Trailing 4 Quarter average</b>				
Average total capital	\$	13,805	\$	12,548
ROIC <sup>(3)</sup>		5.7%		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 20% 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 September 30, 2018		Trailing 4 Quarter Average December 31, 2017	
<b>Total Segment EBIT</b>	\$	722	\$	436
EBIT attributable to noncontrolling interest		25		19
Interest income		30		38
Certain gains & charges <sup>(1)</sup>		208		141
<b>Return before income tax, adjusted</b>	\$	985	\$	634
Sugar & Bioenergy segment EBIT (excl. certain gains & charges)		(65)		3
<b>Return before income tax, adjusted (excl. Sugar &amp; Bioenergy segment)</b>	\$	1,050	\$	631
Effective tax rate <sup>(2)</sup>		20%		13%
<b>Return after income tax, adjusted</b>	\$	835	\$	549
<b>Trailing 4 quarter average</b>				
<b>Average total capital</b>	\$	12,208	\$	10,654
<b>ROIC <sup>(3)</sup></b>		6.8%		5.2%

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.

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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	
	September 30, 2018	December 31, 2017
Income from continuing operations before income tax	\$ 440	\$ 230
Interest expense	337	263
Certain gains & charges	208	141
<b>Return before income tax, adjusted</b>	<b>\$ 985</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	Q3'18 TTM <sup>(2)</sup>
<b>Cash provided by (used for) operating activities</b>	1,399	610	1,904	1,006	(245)
Foreign exchange (loss) gain on net debt	215	213	(80)	(21)	(127)
Working capital changes	(270)	593	(347)	(101)	1,448
<b>Adjusted FFO</b>	<b>\$ 1,344</b>	<b>\$ 1,416</b>	<b>\$ 1,477</b>	<b>\$ 884</b>	<b>\$ 1,076</b>

	Q3 2017	Q3 2018
<b>Cash provided by (used for) operating activities</b>	(2,034)	(3,285)
Foreign exchange (loss) gain on net debt	(28)	(134)
Working capital changes	2,804	4,353
<b>Adjusted FFO</b>	<b>\$ 742</b>	<b>\$ 934</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

