



Second Quarter Earnings Call

August 4, 2021

Safe Harbor and Non-GAAP Financial Measures



Certain information discussed today constitutes forward-looking statements. Actual results could differ materially from those presented in the forward looking statements as a result of many factors including general economic conditions, weather, competitive conditions in the company's industries, both in the U.S. and internationally, the COVID-19 pandemic, and additional factors that are described in the company's publicly-filed documents, including its '34 Act filings and the prospectuses prepared in connection with the company's offerings.

Today's call includes financial information which the company's independent auditors have not completely reviewed. Although the company believes that the assumptions upon which the financial information and its forward looking statements are based are reasonable, it can give no assurances that these assumptions will prove to be accurate.

This presentation and today's prepared remarks contain non-GAAP financial measures. The company believes that adjusted pretax income (loss), pretax income (loss) attributable to the company, adjusted pretax income (loss) attributable to the company, adjusted net income attributable to the company, adjusted diluted earnings per share (or adjusted EPS), earnings before interest, taxes, depreciation and amortization (or EBITDA), adjusted EBITDA and cash from operations before changes in working capital provide additional information to investors and others about its operations, allowing an evaluation of underlying operating performance or liquidity, and better period-to-period comparability. These measures do not and should not be considered as alternatives to net income, income (loss) before income taxes, diluted earnings (loss) per share attributable to The Andersons, Inc. common shareholders or cash provided by (used in) operating activities as determined by generally accepted accounting principles. Reconciliations of the GAAP to non-GAAP measures may be found within the financial tables in the appendix.

Speakers



Pat Bowe

President and Chief Executive Officer

Brian Valentine

Executive Vice President and Chief Financial Officer

Mike Hoelter

Vice President, Corporate Controller and Investor Relations

Second Quarter Highlights



Excellent merchandising results driven by strong execution, increased demand, and volatility across our broad portfolio of commodities and products



Strong performance due to increased driving demand, values for corn oil and high-protein feed, and improved trading and risk management results



Great finish to spring season, driven by strong fertilizer margins with well-positioned inventory



Results supported by higher scrap prices and reduced expenses

Key Financial Data – Second Quarter 2021



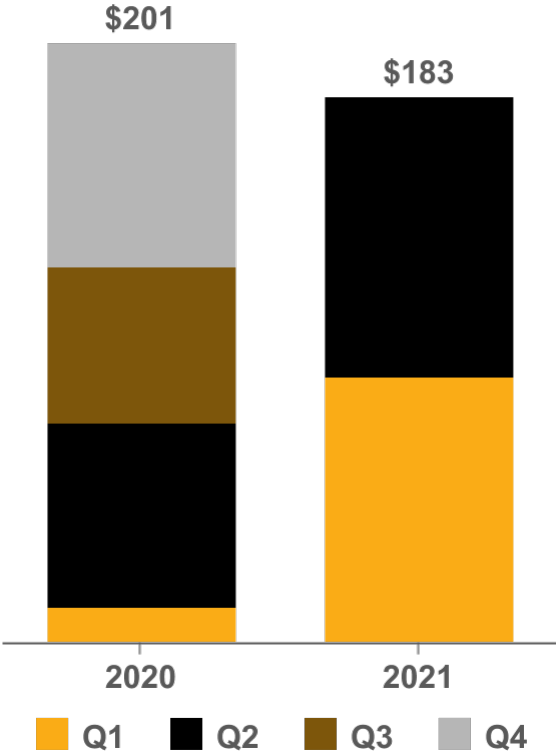
\$ In millions except per share and ratio data	Q2 '21	Q2 '20	VPY	YTD '21	YTD '20	VPY
Sales and merchandising revenues	\$3,273.7	\$1,890.2	\$1,383.5	\$5,909.5	\$3,743.3	\$2,166.2
Gross profit	174.0	106.3	67.7	296.8	169.4	127.4
Operating, administrative and general expenses	110.0	90.1	19.9	209.8	195.2	14.6
Income (loss) before income taxes attributable to The Andersons, Inc.*	54.1	18.2	35.9	75.0	(20.9)	95.9
Adjusted income (loss) before income taxes attributable to The Andersons, Inc.*	54.4	21.6	32.8	75.8	(16.2)	92.0
Net income (loss) attributable to The Andersons, Inc.	43.5	30.4	13.1	58.6	(7.2)	65.8
Adjusted net income (loss) attributable to The Andersons, Inc.*	43.7	29.3	14.4	59.2	(14.0)	73.2
Diluted earnings (loss) per share (EPS)	1.30	0.92	0.38	1.74	(0.22)	1.96
Adjusted EPS*	1.31	0.88	0.43	1.76	(0.43)	2.19
Depreciation and amortization	47.7	47.0	0.7	95.2	93.9	1.3
EBITDA*	117.9	66.7	51.2	197.6	76.6	121.0
Adjusted EBITDA*	118.1	70.0	48.1	198.3	81.3	117.0
Effective tax rate	18.7%	(155.8)%	174.5%	21.6%	30.5%	(8.9)%

Cash, Liquidity, and Long-term Debt



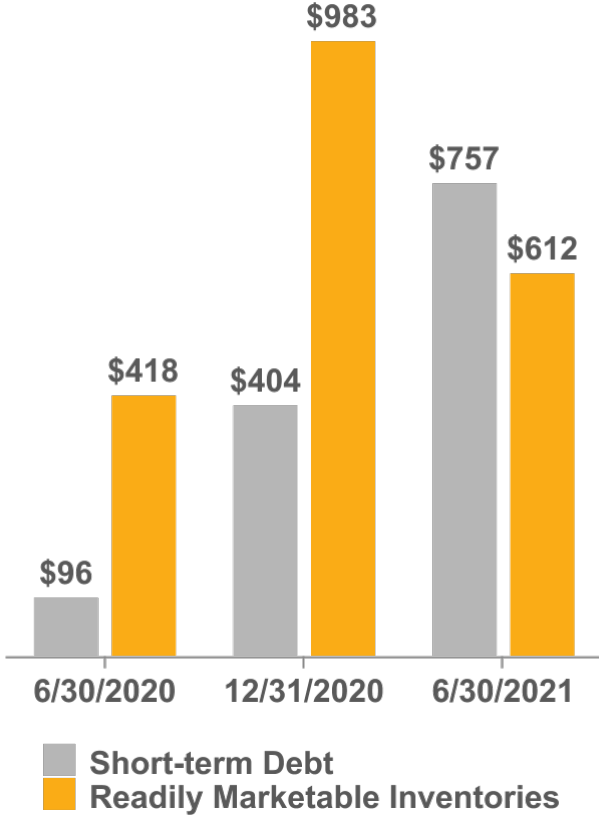
Cash from Operations Before Working Capital Changes*

(in millions)



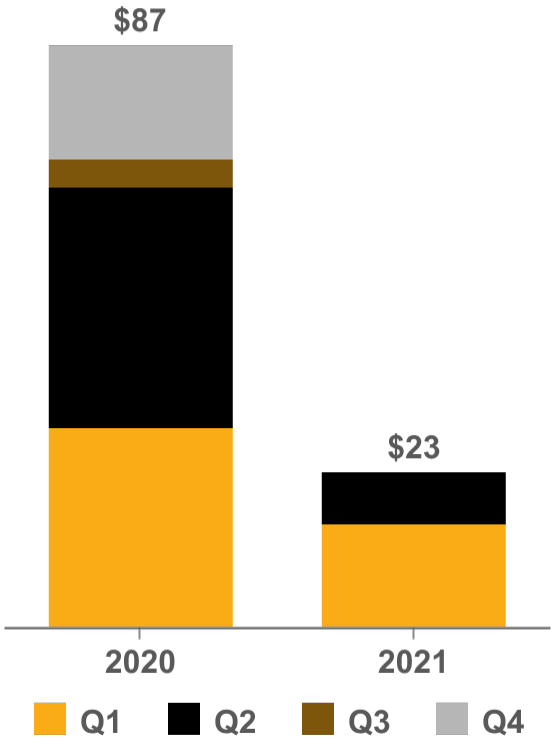
Short-term Debt vs. RMI

(in millions)



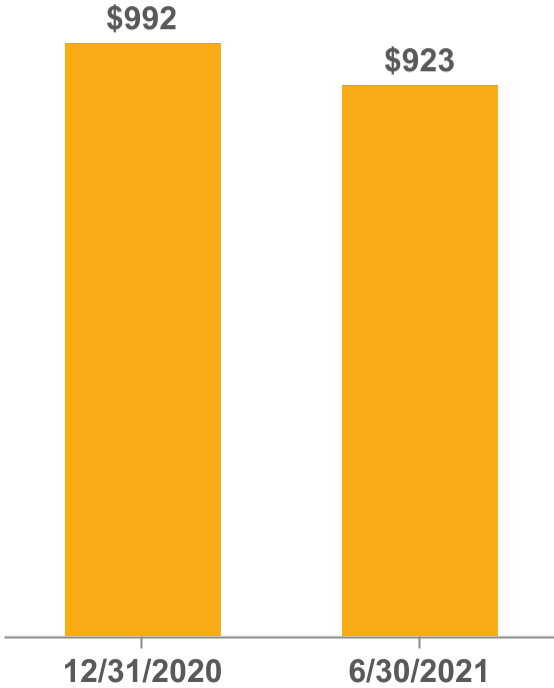
Net Capital Spending

(in millions)



Total Long-term Debt

(in millions)



* Non-GAAP financial measure; see appendix for reconciliations.

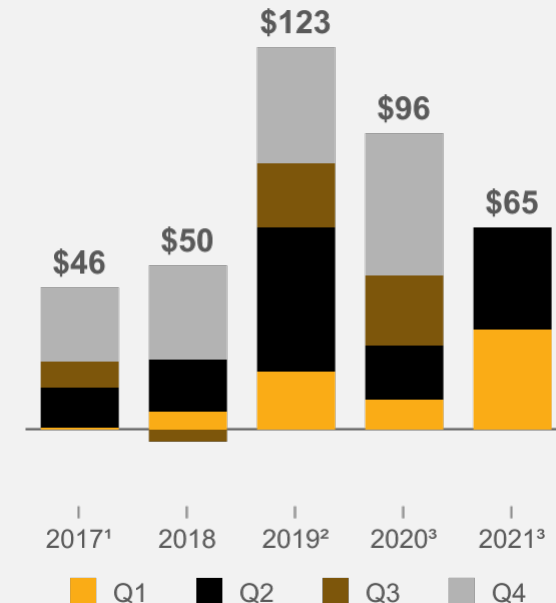
Trade — Q2 '21 Highlights



- Merchandising income optimized from strong execution across our broad portfolio
- Grain elevation margins exceeding traditional storage income

Unaudited in \$M	Q2 '21	Q2 '20	VPY	YTD '21	YTD '20	VPY
Revenues	\$2,297.9	\$1,351.2	\$946.7	\$4,280.4	\$2,729.2	\$1,551.2
Gross Profit	77.8	59.4	18.4	150.4	121.8	28.6
Pretax Income (loss)	13.8	0.4	13.4	27.6	(9.6)	37.2
Adjusted Pretax Income (loss)*	14.1	1.4	12.7	28.4	(7.2)	35.6
EBITDA*	32.4	16.5	15.9	64.4	25.1	39.3
Adjusted EBITDA*	32.7	17.5	15.2	65.2	27.4	37.8

Adjusted EBITDA* (\$M)



¹ Excludes asset impairment charges of \$10.9.

² Excludes acquisition costs of \$16.0, asset impairment charges of \$43.5, a loss on a pre-existing equity method investment of \$1.1, and a gain on the sale of assets of \$5.7.

³ Excludes acquisition costs of \$4.2 and \$0.8 for 2020 and 2021, respectively.

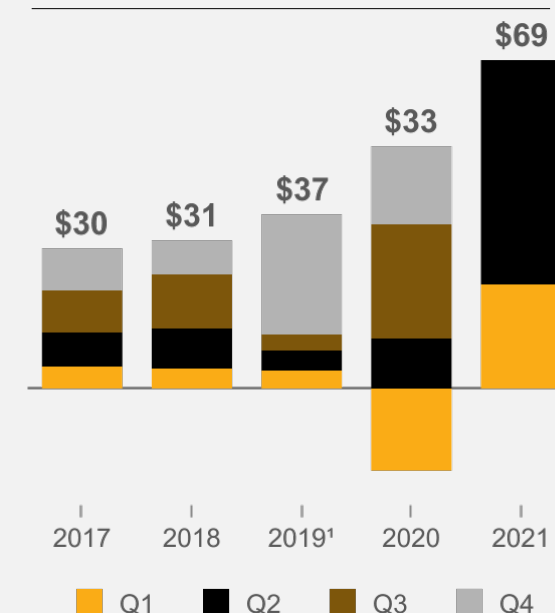
Ethanol — Q2 '21 Highlights



- Significantly increased ethanol demand on rebound in miles driven
- Greatly improved co-product values, including high-protein feed, DDGs, and corn oil
- Strong ethanol and veg oil trading results

Unaudited in \$M	Q2 '21	Q2 '20	VPY	YTD '21	YTD '20	VPY
Revenues	\$616.5	\$223.7	\$392.8	\$1,059.5	\$536.8	\$522.7
Gross Profit (loss)	34.7	(2.6)	37.3	43.2	(32.0)	75.2
Pretax Income (loss)	26.2	(9.5)	35.7	27.2	(47.0)	74.2
Pretax Income (loss) Attributable to Noncontrolling Interest	2.6	(10.4)	13.0	0.8	(23.9)	24.7
Pretax Income Attributable to The Andersons, Inc.*	23.5	0.9	22.6	26.5	(23.1)	49.6
EBITDA*	47.2	10.3	36.9	69.1	(7.2)	76.3
Adjusted EBITDA*	47.2	10.3	36.9	69.1	(7.2)	76.3

Adjusted EBITDA* (\$M)



¹ Excludes pretax gain on pre-existing investments in three former entities of \$36.3 and acquisition costs of \$1.3.

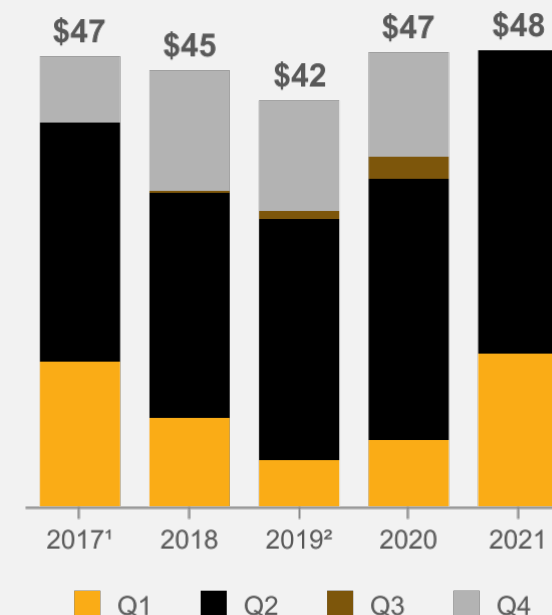
Plant Nutrient — Q2 '21 Highlights



- Higher margins in Ag Supply Chain due to strong execution on well-positioned inventory in favorable market conditions
- Continued recovery in industrial products
- Solid Engineered Granules demand offset by rising input costs and a tight labor market

Unaudited in \$M	Q2 '21	Q2 '20	VPY	YTD '21	YTD '20	VPY
Revenues	\$321.4	\$279.8	\$41.6	\$490.7	\$404.7	\$86.0
Gross Profit	50.9	38.8	12.1	83.3	59.1	24.2
Pretax Income	24.0	19.4	4.6	32.5	18.2	14.3
Adjusted Pretax Income*	24.0	19.4	4.6	32.5	18.2	14.3
EBITDA*	31.6	27.2	4.4	47.6	34.2	13.4
Adjusted EBITDA*	31.6	27.2	4.4	47.6	34.2	13.4

Adjusted EBITDA* (\$M)



¹ Excludes goodwill impairment charges of \$59.1.
² Excludes asset impairment charges of \$2.2 and gain on the sale of a farm center for \$2.9.

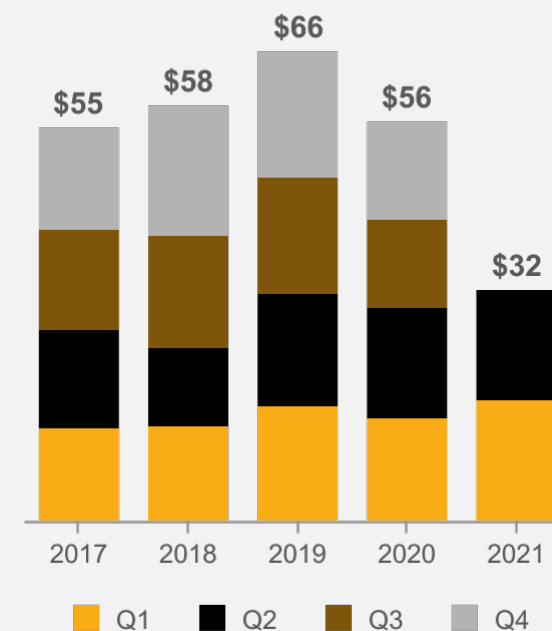
Rail — Q2 '21 Highlights



- Improved results from higher scrap prices and reduced expenses
- Increased rail traffic but lease rates remained below long-term averages

Unaudited in \$M	Q2 '21	Q2 '20	VPY	YTD '21	YTD '20	VPY
Revenues	\$37.9	\$35.4	\$2.5	\$78.9	\$72.6	\$6.3
Gross Profit	10.6	10.7	(0.1)	19.9	20.4	(0.5)
Pretax Income	3.1	\$2.6	0.5	8.0	3.6	4.4
EBITDA*	15.2	15.3	(0.1)	32.1	29.7	2.4

EBITDA* (\$M)



2021 Outlook



Merchandising opportunities are likely to remain strong with expected volatility, a large grain harvest, and high demand



Positive outlook on expected higher driving demand; Co-product margins and trading opportunities expected to remain strong



Fertilizer markets expected to remain solid, with tight supply and strong demand anticipated into the fall application season



Project consistent cash flow generation with a slow recovery



Q&A Session



Thank you for joining us.
Our next earnings call is scheduled for
Wednesday, November 3, 2021,
at 11 a.m. EDT.