# ADM Reports Fourth Quarter Earnings of \$1.22 per Share, \$1.21 per Share on an Adjusted Basis, Affirms Earnings Growth Expectation for 2021

26.01.2021 | Business Wire

- Q4 net earnings of \$687 million; adjusted net earnings of \$684 million
- Q4 adjusted EPS up 49 percent excluding prior-year impact of retroactive biodiesel tax credit
- Full-year reported EPS of \$3.15; record adjusted EPS of \$3.59
- Expect growth in operating profit and EPS in 2021

ADM (NYSE: ADM) today reported financial results for the quarter and fiscal year ended December 31, 2020.

"I want to thank our team, which performed exceptionally well during truly unprecedented times to deliver four straight quarters of year-over-year adjusted segment operating profit growth in 2020, along with solid returns and record full-year adjusted EPS of \$3.59," said Chairman and CEO Juan Luciano. "Around the globe, ADM colleagues demonstrated their resourcefulness, creativity and commitment by keeping our work environment safe from COVID-19, maintaining our operations and serving our customers. The team delivered on our strategic objectives, maintained a solid balance sheet, managed a wide variety of risks superbly, and showed the strength of our diversified and global value chain.

"Our Ag Services and Oilseeds team delivered outstanding results in 2020, crossing the \$2 billion profit mark by capitalizing on our unparalleled and flexible global footprint to meet strong demand. With continued strong global demand for grains and oilseeds as well as meal and oils, we are confident in another outstanding performance from Ag Services & Oilseeds in 2021.

"In Carbohydrate Solutions," Luciano continued, "the team achieved higher full-year results, demonstrating the power of our diversified product portfolio by pivoting quickly and effectively to meet incremental demand for industrial starches, retail flour and high-grade alcohol. The Carbohydrate Solutions business is well positioned to generate solid profit growth in 2021 as lockdown impacts dissipate.

"Our Nutrition business continued to harvest investments, lead in consumer growth trend areas, and partner with customers to deliver new products and solutions in 2020, driving 37 percent annual operating profit growth. Based on our current organic growth plans, we expect the Nutrition team to deliver solid revenue expansion and profit growth in 2021.

"For ADM, based on the continued delivery of drivers under our control and improving market conditions as the year progresses, we expect strong growth in segment operating profit and another record year of EPS in 2021. I am extremely proud of our team's performance: Our momentum is strong, and our future is bright."

Fourth Quarter 2020 Highlights

(Amounts in millions except per share amounts) 2020 2019

Earnings per share (as reported) \$1.22 \$0.90

Adjusted earnings per share<sup>1</sup> \$1.21 \$1.42

Segment operating profit

21.11.2025 Seite 1/63

21.11.2025 Seite 2/63

21.11.2025 Seite 3/63

21.11.2025 Seite 4/63

21.11.2025 Seite 5/63

21.11.2025 Seite 6/63

21.11.2025 Seite 7/63

21.11.2025 Seite 8/63

21.11.2025 Seite 9/63

Adjusted segment operating profit <sup>1</sup>	\$1,152	\$1,028
Ag Services and Oilseeds	834	739
Carbohydrate Solutions	208	174
Nutrition	127	102
Other Business	(17	) 13

- Q4 2019 results included \$270 million segment operating profit (\$0.61 per share) impact of the retroactive biodiesel tax credit.
- Q4 2020 EPS as reported of \$1.22 includes a \$0.03 per share charge related to asset impairment, restructuring and settlement; a \$0.01 per share charge for acquisition-related expenses; a \$0.01 per share credit related to gains on the sale of certain assets; and a \$0.04 per share credit related to tax discrete items. Adjusted EPS, which excludes these items, was \$1.21.1

### **Quarterly Results of Operations**

Ag Services & Oilseeds achieved substantially higher results year over year, setting a Q4 record for adjusted operating profit.

- Ag Services results were significantly higher than the prior-year period, driven by great execution in North America, where the business capitalized on strong global demand, particularly from China, to deliver higher export volumes and margins. As expected, South American origination was lower year over year after significantly accelerated farmer selling in the first half of 2020. Global Trade contributed to the higher year-over-year results as it continued to utilize its global network and manage risk well to meet customer demand. As anticipated, negative timing impacts from the prior quarter reversed.
- Crushing delivered substantially higher results versus the prior-year period. The business captured significantly higher margins in all regions, driven by tight soybean supplies and strong global demand for both meal and vegetable oils. There was approximately \$125 million in net negative timing in the quarter, driven by basis impacts and improving softseed margins.
- Refined Products and Other results were higher year over year absent the recognition of the retroactive biodiesel tax credit in Q4 of 2019, with good results driven primarily by solid South American margins.
- Equity earnings from Wilmar were higher versus the prior-year period.

Carbohydrate Solutions results were higher than the fourth quarter of 2019.

- Starches and Sweeteners achieved significantly higher results versus the prior-year period, driven by lower net corn costs and intra-company insurance settlements. Earnings were partially offset by lower results from corn oil and wet mill ethanol margins.
- Vantage Corn Processors results were better versus the prior-year period, though they continued to reflect the challenged ethanol industry environment. The business delivered higher year-over-year margins as it met increased demand for USP-grade alcohol, partially offset by fixed costs from the two temporarily idled dry mills.

Nutrition delivered 24 percent year-over-year operating profit growth.

Human Nutrition results were higher versus the prior-year quarter. Flavors delivered a strong quarter,
driven by good sales and product mix in North America and EMEAI. Continued strength in plant
proteins drove higher results in Specialty Ingredients. Health & Wellness delivered higher sales in
probiotics and natural health and nutrition; prior-year results included revenue and income related to the
launch of the strategic Spiber relationship. Results for the quarter also included an intra-company
insurance settlement.

21.11.2025 Seite 10/63

<sup>&</sup>lt;sup>1</sup> Non-GAAP financial measures; see pages 5, 10, 11 and 13 for explanations and reconciliations, including after-tax amounts.

• Animal Nutrition results were significantly higher year over year, driven by strong performances in Asia and EMEAI and improvement in amino acid results, partially offset by currency effects in Latin America.

Other Business results were substantially lower, driven by lower ADM Investor Services earnings and Captive Insurance underwriting results, including intra-company settlements referenced above in Carbohydrate Solutions and Nutrition results.

### Other Items of Note

As additional information to help clarify underlying business performance, the table on page 10 includes reported earnings and EPS as well as adjusted earnings and EPS.

Segment operating profit of \$1.1 billion for the quarter includes charges related to asset impairment, restructuring, and settlement activities of \$16 million (\$0.02 per share) and gains on the sale of certain assets of \$3 million (\$0.00 per share).

In Corporate results, unallocated corporate costs for the quarter were higher year over year due primarily to increased variable performance-related compensation expense accruals, and increased IT and project-related expenses. Other charges decreased due to lower railroad maintenance expenses partially offset by the absence of prior year investment gains. Corporate results also included restructuring charges of \$11 million (\$0.01 per share).

The effective tax rate for the quarter was approximately 8 percent compared to a positive 1 percent in the prior year. The calendar year 2020 effective tax rate was approximately 5 percent, down from approximately 13 percent in 2019. The decrease for the calendar year was due primarily to changes in the geographic mix of earnings and the impact of U.S. tax credits, mainly the railroad tax credits, which have an offsetting expense in cost of products sold. Absent the effect of EPS adjusting items, the effective tax rate for calendar year 2020 was approximately 9 percent.

Note: Additional Facts and Explanations

Additional facts and explanations about results and industry environment can be found at the end of the ADM Q4 Earnings Presentation at www.adm.com/webcast.

### Conference Call Information

ADM will host a webcast on January 26, 2021, at 8 a.m. Central Time to discuss financial results and provide a company update. To listen to the webcast, go to www.adm.com/webcast. A replay of the webcast will also be available for an extended period of time at www.adm.com/webcast.

# Forward-Looking Statements

Some of our comments and materials in this presentation 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 and materials 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.

### About ADM

At ADM, we unlock the power of nature to provide access to nutrition worldwide. With industry-advancing

21.11.2025 Seite 11/63

innovations, a complete portfolio of ingredients and solutions to meet any taste, and a commitment to sustainability, we give customers an edge in solving the nutritional challenges of today and tomorrow. We're a global leader in human and animal nutrition and the world's premier agricultural origination and processing company. Our breadth, depth, insights, facilities and logistical expertise give us unparalleled capabilities to meet needs for food, beverages, health and wellness, and more. From the seed of the idea to the outcome of the solution, we enrich the quality of life the world over. Learn more at www.adm.com.

Source: Corporate Release

Segment Operating Profit, Adjusted Segment Operating Profit (a non-GAAP financial measure) and Corporate Results

(unaudited)

	Quarter ended		Year ended			
	Decemb	oer 31		December 31		
(In millions)	2020	2019	Change	2020	2019	Change
Segment Operating Profit	\$1,139	\$934	\$ 205	\$3,455	\$2,948	\$ 507
Specified items:						
(Gains) losses on sales of assets and businesses	(3	) -	(3	(83	) (12	) (71 )
Impairment, restructuring, and settlement charges	s 16	94	(78	76	146	(70 )
Adjusted Segment Operating Profit	\$1,152	\$1,028	\$ 124	\$3,448	\$3,082	\$ 366
Ag Services and Oilseeds	\$834	\$739	\$ 95	\$2,105	\$1,935	\$ 170
Ag Services	346	176	170	828	502	326
Crushing	217	87	130	466	580	(114)
Refined Products and Other	153	363	(210 )	439	586	(147)
Wilmar	118	113	5	372	267	105
Carbohydrate Solutions	\$208	\$174	\$ 34	\$717	\$644	\$73
Starches and Sweeteners	229	206	23	762	753	9
Vantage Corn Processors	(21	(32	) 11	(45	) (109	) 64
Nutrition	\$127	\$102	\$ 25	\$574	\$418	\$ 156
Human Nutrition	90	83	7	462	376	86
Animal Nutrition	37	19	18	112	42	70
Other Business	\$(17	) \$13	\$ (30	\$52	\$85	\$ (33 )
Segment Operating Profit	\$1,139	\$934	\$ 205	\$3,455	\$2,948	\$ 507
Corporate Results	\$(383)	\$ (438	\$ 55	\$ (1,572)	) \$ (1,360	) \$ (212 )
Interest expense - net	(67	(72	) 5	(313	) (348	) 35

21.11.2025 Seite 12/63

Unallocated corporate costs	(278	)	(193	)	(85	)	(857	)	(647	)	(210	)
Other charges	(29	)	(33	)	4		(54	)	(51	)	(3	)
Specified items:												
LIFO credit (charge)	-		(27	)	27		91		(37	)	128	
Gain (loss) on debt extinguishment	1		-		1		(409	)	-		(409	)
Expenses related to acquisitions	(4	)	(3	)	(1	)	(4	)	(17	)	13	
Loss on debt conversion option	(2	)	-		(2	)	(17	)	-		(17	)
Gains (losses) on sales of assets	7		(101	)	108		7		(101	)	108	
Impairment, restructuring, and settlement charges	(11	)	(9	)	(2	)	(16	)	(159	)	143	
Earnings Before Income Taxes	\$756	9	\$496	9	260	9	1,883	9	1,588	\$	295	

Segment operating profit is ADM's consolidated income from operations before income tax excluding corporate items. Adjusted segment operating profit, a non-GAAP financial measure, is segment operating profit excluding specified items. 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. 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.

### Consolidated Statements of Earnings

(unaudited)

	Quarter ended				Year ended			
	December 31				December 31			
	2020	:	2019	2020		2020 20		
	(in millio	ns	, ехсер	t p	er share	ar	mounts)	
Revenues	\$17,978	3	\$ 16,329	9	\$64,355	;	\$64,656	3
Cost of products sold (1)	16,626	5	15,160	)	59,902		60,509	)
Gross profit	1,352		1,169		4,453		4,147	
Selling, general, and administrative expenses (2)	749		654		2,687		2,493	
Asset impairment, exit, and restructuring costs (3)	19		103		80		303	
Equity in (earnings) losses of unconsolidated affiliates	(176	)	(175	)	(579	)	(454	)
(Gain) loss on debt extinguishment (4)	(1	)	-		409		-	
Interest income	(17	)	(50	)	(88)	)	(192	)
Interest expense (5)	69		95		339		402	
Other (income) expense - net (6,7)	(47	)	46		(278	)	7	

21.11.2025 Seite 13/63

Earnings before income taxes	756	496	1,883	1,588	
Income tax (benefit) expense (8)	63	(3	) 101	209	
Net earnings including noncontrolling interests	693	499	1,782	1,379	
Less: Net earnings (losses) attributable to noncontrolling interests	6	(5	) 10	-	
Net earnings attributable to ADM	\$687	\$504	\$1,772	\$1,379	
Diluted earnings per common share	\$1.22	\$0.90	\$3.15	\$2.44	
Average diluted shares outstanding	563	563	563	565	

<sup>(1)</sup> Includes a charge (credit) related to changes in the Company's LIFO reserves of \$(91) million in the current YTD and \$27 and \$37 million in the prior quarter and YTD, respectively.

(4) Includes a (gain) loss on debt extinguishment of (\$1 million) in the current quarter and \$409 million in the current YTD primarily related to the early repurchase of certain of the Company's debentures.

### Summary of Financial Condition

(unaudited)

December 31, 2020	December 31, 2019	
(in millions)		
\$ 666	\$ 852	
1	-	
10,481	7,970	
9,951	10,106	
4,913	5,132	
5,413	5,476	
2,156	1,936	
	2020 (in millions)  \$ 666 1 10,481 9,951 4,913 5,413	

21.11.2025 Seite 14/63

<sup>(2)</sup> Includes acquisition-related expenses of \$4 million in the current quarter, acquisition-related expenses and a settlement charge totaling \$8 million in the current YTD, and acquisition-related expenses of \$3 million and \$17 million in the prior quarter and YTD, respectively.

<sup>(3)</sup> Includes charges related to impairment of certain assets and restructuring of \$19 million and \$80 million in the current quarter and YTD, respectively, and charges related to impairment of certain assets, restructuring, and pension settlement of \$103 million and \$303 million in the prior quarter and YTD, respectively.

<sup>(5)</sup> Includes charges related to the mark-to-market adjustment of the conversion option of the exchangeable bond issued in August 2020 of \$2 million and \$17 million in the current quarter and YTD, respectively. Includes tax interest related to the sale of an equity investment of \$12 million in the prior quarter and YTD.
(6) Includes gains related to the sale of certain assets in the current quarter of \$10 million in the current quarter, gains related to the sale of Wilmar shares and certain other assets of \$90 million in the current YTD, a loss on sale of an equity investment of \$101 million in the prior quarter and YTD, and gains related to the sale of certain assets and a step-up gain on an equity investment of \$12 million in the prior YTD.

<sup>(7)</sup> Includes a settlement charge of \$8 million in the current quarter and YTD and \$2 million in the prior YTD.
(8) Includes the tax expense (benefit) impact of the above specified items and certain discrete items totaling \$(25) million and \$(94) million, in the current quarter and YTD, respectively, and \$60 million and \$3 million in the prior quarter and YTD, respectively.

21.11.2025 Seite 15/63

\$

21.11.2025 Seite 16/63

33,581

21.11.2025 Seite 17/63

21.11.2025 Seite 18/63

21.11.2025 Seite 19/63

\$

21.11.2025 Seite 20/63

31,472

21.11.2025 Seite 21/63

21.11.2025 Seite 22/63

21.11.2025 Seite 23/63

Financed By		
Short-term debt (a)	\$ 2,042	\$ 1,202
Long-term debt, including current maturities (a)	7,887	7,679
Deferred liabilities	3,556	3,308
Temporary equity	74	58
Shareholders' equity	20,022	19,225
	\$ 33,581	\$ 31,472

<sup>(</sup>a) Net debt is calculated as short-term debt plus long-term debt (including current maturities) less cash and cash equivalents and short-term marketable securities.

## Summary of Cash Flows

(unaudited)

(unaudited)			
	Year ended		
	December 31		
	2020	2019	
	(in millio	ns)	
Operating Activities			
Net earnings	\$1,782	\$1,379	
Depreciation and amortization	976	993	
Asset impairment charges	54	142	
(Gains) losses on sales of assets	(161	) 39	
Loss on debt extinguishment	409	-	
Other - net	69	(267)	
Change in deferred consideration in securitized receivables <sup>(a)</sup>	(4,603	) (7,681)	
Other changes in operating assets and liabilities	(912	) (57 )	
Total Operating Activities	(2,386	) (5,452)	
Investing Activities			
Purchases of property, plant and equipment	(823	) (828 )	
Net assets of businesses acquired	(15	) (1,946)	
Proceeds from sale of business/assets	728	293	
Investments in retained interest in securitized receivables <sup>(a)</sup>			

21.11.2025 Seite 24/63

<sup>(</sup>b) 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).

21.11.2025 Seite 25/63

21.11.2025 Seite 26/63

(2,121

21.11.2025 Seite 27/63

21.11.2025 Seite 28/63

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21.11.2025 Seite 29/63

21.11.2025 Seite 30/63

(5,398

21.11.2025 Seite 31/63

21.11.2025 Seite 32/63

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21.11.2025 Seite 33/63

Proceeds from retained interest in securitized receivables <sup>(a)</sup>	6,724		13,07	9
Marketable securities - net	4		77	
Investments in and advances to affiliates	(5	)	(13	)
Other investing activities	(27	)	(5	)
Total Investing Activities	4,465	,	5,259	
Financing Activities				
Long-term debt borrowings	1,791		8	
Long-term debt payments	(2,13	6)	(626	)
Net borrowings (payments) under lines of credit	837		919	
Share repurchases	(133	)	(150	)
Cash dividends	(809	)	(789	)
Other	27		(22	)
Total Financing Activities	(423	)	(660	)
Increase (decrease) in cash, cash equivalents, restricted cash, and restricted cash equivalents	1,656	;	(853	)
Cash, cash equivalents, restricted cash, and restricted cash equivalents - beginning of period	2,990	)	3,843	
Cash, cash equivalents, restricted cash, and restricted cash equivalents - end of period	\$4,646	; ;	\$2,990	
(a) Cash flows related to the Company's retained interest in securitized receivables as required which took effect January 1, 2018.	by ASI	J 2	016-15	

# Segment Operating Analysis

(unaudited)

(unaudited)						
	Quarter ended		Year ended			
	December 31		Decemb	er 31		
	2020	2020 2019		2019		
	(in '000s metric tons)					
Processed volumes (by commodity)	)					
Oilseeds	9,329	9,269	36,565	36,271		
Corn	4,168	5,782	17,885	22,079		
Total processed volumes	13,497	15,051	54,450	58,350		
	Quarter ended		Year en	ded		
	December 31		December 31			
	2020 2019		2020 2019			

21.11.2025 Seite 34/63

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### Revenues

Ag Services and Oilseeds	\$14,369	\$12,359	\$49,716	\$48,741
Carbohydrate Solutions	2,078	2,477	8,472	9,886
Nutrition	1,441	1,414	5,800	5,677
Other Business	90	79	367	352
Total revenues	\$17,978	\$16,329	\$64,355	\$64,656

Adjusted Earnings Per Share

A non-GAAP financial measure

(unaudited)

	Quarter ended December 31									Year ended Decembe			
	2020			2	2019			2	2020			2	
	In mil	llior	ns F	er sha	re I	n millic	ns P	er sha	re Ir	n millior	ns F	Per shar	re li
Net earnings and fully diluted EPS	\$ 687	7	\$	3 1.22	9	504	\$	0.90	\$	1,772	\$	\$ 3.15	\$
Adjustments:													
LIFO charge (credit) (a)	-			-		20		0.04		(69	)	(0.12	)
Losses (gains) on sales of assets and businesses (b)	8) (8		)	(0.01	)	133		0.24		(80	)	(0.14	)
Impairment, restructuring, and settlement charges (c)	20	1		0.03		93		0.16		69		0.12	
Expenses related to acquisitions (d)	3			0.01		2		-		3		0.01	
Loss (gain) on debt extinguishment (e)	(1		)	-		-		-		310		0.55	
Loss on debt conversion option (f)	2			-		-		-		17		0.03	
Tax adjustment (g)	(19	9	)	(0.04	)	46		0.08		(3	)	(0.01	)
Sub-total adjustments	(3		)	(0.01	)	294		0.52		247		0.44	
Adjusted net earnings and adjusted EPS	\$ 684	4	\$	3 1.21	9	798	\$	1.42	\$	2,019	\$	\$ 3.59	\$

- 1. Current YTD changes in the Company's LIFO reserves of \$(91) million pretax (\$69 million after tax), tax effected using the Company's U.S. income tax rate. Prior quarter and YTD changes in the Company's LIFO reserves of \$27 million and \$37 million pretax, respectively (\$20 million and \$28 million after tax, respectively), tax effected using the Company's U.S. income tax rate.
- 2. Current quarter gains of \$10 million pretax (\$8 million after tax) related to the sale of certain assets and YTD gains of \$90 million pretax (\$80 million after tax), respectively, primarily related to the sale of Wilmar shares and certain other assets, tax effected using the applicable tax rates. Prior quarter and YTD loss of \$101 million pretax (\$133 million after tax) related to a loss on sale of an equity investment and prior YTD gains of \$12 million pretax (\$9 million after tax) related to the sale of certain assets and a step-up gain on an equity investment, tax effected using the applicable tax rates.

21.11.2025 Seite 35/63

- 3. Current quarter and YTD charges of \$27 million pretax (\$20 million after tax) and \$92 million pretax (\$69 million after tax), respectively, related to the impairment of certain assets, restructuring, and settlement, tax effected using the applicable rates. Prior quarter and YTD charges of \$103 million and \$305 million pretax, respectively (\$93 million and \$249 million after tax, respectively), related to the impairment of certain assets, restructuring, and pension settlement, tax effected using the applicable tax rates.
- 4. Current quarter and YTD charges of \$4 million pretax (\$3 million after tax) related to a target acquisition, tax effected using the Company's U.S. income tax rate. Prior quarter and YTD acquisition expenses of \$3 million pretax (\$2 million after tax) and \$17 million pretax (\$11 million after tax), respectively, consisted of expenses primarily related to the Neovia acquisition, tax effected using the applicable tax rates.
- 5. Current quarter gain of \$1 million pretax (\$1 million after tax) related to the early repayment of certain debt, tax effected using the applicable tax rates. YTD loss on debt extinguishment of \$409 million pretax (\$310 million after tax), primarily related to the early repurchase of certain of the Company's debentures, tax effected using the applicable tax rates.
- 6. Current quarter and YTD loss on debt conversion option of \$2 million pretax (\$2 million after tax) and \$17 million pretax (\$17 million after tax), respectively, related to the mark-to-market adjustment of the conversion option of the exchangeable bonds issued in August 2020, tax effected using the applicable tax rate.
- 7. Tax adjustment due to certain discrete items totaling \$(19) million and \$(3) million in the current quarter and YTD, respectively, and \$46 million and \$39 million in the prior quarter and YTD, respectively.

Adjusted net earnings reflects ADM's reported net earnings after removal of the effect on net earnings of 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 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.

Adjusted Return on Invested Capital

A non-GAAP financial measure

(unaudited)

Adjusted ROIC Earnings (in millions)

Four Quarters

Quarter Ended Ended Mar. 31, 2020 June 30, 2020 Sep 30, 2020 Dec. 31, 2020 Dec. 31, 2020 Net earnings attributable to ADM \$ 391 \$ 469 \$ 225 687 \$ 1.772 Adjustments: Interest expense 83 87 100 69 339 LIFO (91 (91 ) ) Other adjustments 8 48 355 1 412 Total adjustments 95 455 70 660 40 Tax on adjustments (23)(22)(172)) (7 ) ) (120)Net adjustments 72 48 488 33 335

21.11.2025 Seite 36/63

Total Adjusted ROIC Earnings	\$	424	,	\$ 541	,	\$ 560		\$ 735		,	\$ 2,260	
Adjusted Invested Capital (in m	illior	ns)										
	Qua	arter Ende	d							Tı	railing Four	r
	Ma	r. 31, 2020	Jι	ıne 30, 2020	Se	ep 30, 2020	D	ec. 31, 20	020	Q	uarter Ave	rage
Equity (1)	\$ 1	18,952	\$	19,293	\$	19,322	\$	20,000		\$	19,392	
+ Interest-bearing liabilities (2)	1	12,512		9,181		8,141		9,937			9,943	
+ LIFO adjustment (net of tax)	-			-		-		-			-	
Other adjustments	3	39		6		259		(5	)		75	
Total Adjusted Invested Capita	\$ 3	31,503	\$	28,480	\$	27,722	\$	29,932		\$	29,410	
Adjusted Return on Invested C	apita	al									7.7	%

<sup>(1)</sup> Excludes noncontrolling interests

Losses (gains) on sales of assets and businesses

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.

Adjusted Earnings Before Taxes, Interest, and Depreciation and Amortization (EBITDA) A non-GAAP financial measure (unaudited)

The tables below provide a reconciliation of earnings before income taxes to adjusted EBITDA and adjusted EBITDA by segment for the trailing four quarters ended December 31, 2020.

	Q	uarter Er		En					
	M	lar. 31, 2	020 Jı	une 30, 20	20 S	Sep 30, 202	0 [	ec. 31, 202	0 De
					(i	n millions)			
Earnings before income taxes	\$	375	\$	552	\$	200	\$	756	\$
Interest expense		83		87		100		69	
Depreciation and amortization		245		244		238		249	
LIFO charge (credit)		(91	)	-		-		-	

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21.11.2025 Seite 37/63

<sup>(2)</sup> Includes short-term debt, current maturities of long-term debt, finance lease obligations, and long-term debt

21.11.2025 Seite 38/63

21.11.2025 Seite 39/63

21.11.2025 Seite 40/63

21.11.2025 Seite 41/63

21.11.2025 Seite 42/63

(23

21.11.2025 Seite 43/63

21.11.2025 Seite 44/63

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21.11.2025 Seite 45/63

21.11.2025 Seite 46/63

(57

21.11.2025 Seite 47/63

21.11.2025 Seite 48/63

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21.11.2025 Seite 49/63

21.11.2025 Seite 50/63

(10

21.11.2025 Seite 51/63

21.11.2025 Seite 52/63

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21.11.2025 Seite 53/63

21.11.2025 Seite 54/63

21.11.2025 Seite 55/63

21.11.2025 Seite 56/63

21.11.2025 Seite 57/63

Asset impairment, restructuring, and settlement charges	5	41		16		8		27	
Railroad maintenance expense		73		-		28		37	
Loss (gain) on debt extinguishment		-		14		396		(1	)
Expenses related to acquisitions		-		-		-		4	
Adjusted EBITDA	\$	726	\$	890	\$	913	\$	1,131	\$
									Fo
	Qı	uarter Ende	d						Er
	Ma	ar. 31, 2020	) Ju	ıne 30, 202	20 S	ep 30, 20	20 D	ec. 31, 20	20 De
	Ma	ar. 31, 2020	) Ju	ıne 30, 202		ep 30, 20 n millions)		ec. 31, 20	20 D€
Ag Services and Oilseeds		ar. 31, 2020 514	) Ju \$			n millions)	١	926	20 De
Ag Services and Oilseeds Carbohydrate Solutions					(ir	n millions)	١		
		514		502	(ir	n millions) 527	١	926	
Carbohydrate Solutions		514 148		502 274	(ir	527 323	١	926 284	
Carbohydrate Solutions Nutrition		514 148 199		502 274 217	(ir	527 323 201	١	926 284 185	

The tables below provide a reconciliation of earnings before income taxes to adjusted EBITDA and adjusted EBITDA by segment for the trailing four quarters ended December 31, 2019.

Four

	Quarter Ended E											nde
	Mar. 31, 2019 Jun. 30, 2019 Sep. 30, 2019 Dec. 31, 201										De	ec.
						(iı	n millions	)				
Earnings before income taxes	\$	315		\$	274	\$	503		\$	496	\$	1,5
Interest expense		101			109		97			95		40:
Depreciation and amortization		245			248		249			251		99:
LIFO charge (credit)		1			25		(16	)		27		37
Losses (gains) on sales of assets and businesses		(12	)		-		-			101		89
Asset impairment, restructuring, & settlement charges	<b>;</b>	11			138		53			103		30
Railroad maintenance expenses		-			-		-			51		51
Expenses related to acquisitions		14			-		-			3		17
Adjusted EBITDA	\$	675		\$	794	\$	886		\$	1,127	\$	3,4
											Fo	our

21.11.2025 Seite 58/63

Quarter Ended

21.11.2025 Seite 59/63

21.11.2025 Seite 60/63

Ende

21.11.2025 Seite 61/63

21.11.2025 Seite 62/63

Mar. 31, 2019 Jun. 30, 2019 Sep. 30, 2019 Dec. 31, 2019 Dec.

					(ir	n millions	s)			
Ag Services and Oilseeds	\$ 5	510	\$	457	\$	511	\$	833	;	\$ 2,3
Carbohydrate Solutions	•	178		274		264		258		97
Nutrition	•	134		173		175		160		64
Other Business	2	24		18		55		20		11
Corporate	(	(171	)	(128	)	(119	)	(144	)	(56
Adjusted EBITDA	\$ 6	675	\$	794	\$	886	\$	1,127	,	\$ 3,4

Adjusted EBITDA is defined as earnings before taxes, interest, and depreciation and amortization, adjusted for specified items. The Company calculates adjusted EBITDA by removing the impact of specified items and adding back the amounts of interest expense and depreciation and amortization to earnings before income taxes. Management believes that adjusted EBITDA is a useful measure of the Company's performance because it provides investors additional information about the Company's operations allowing better evaluation of underlying business performance and better period-to-period comparability. Adjusted EBITDA is a non-GAAP financial measure and is not intended to replace or be an alternative to earnings before income taxes, the most directly comparable GAAP financial measure.

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21.11.2025 Seite 63/63