



First Quarter Earnings Call

May 4, 2017

And
Beyond

Forward Looking Statements

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, and additional factors that are described in the Company's publically-filed documents, including its '34 Act filings and the prospectuses prepared in connection with the Company's offerings.

This presentation includes financial information of which the Company's independent auditors have not completed their review. 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.

Speakers

Pat Bowe

Chief Executive Officer

John Granato

Chief Financial Officer

John Kraus

Director, Investor Relations

Q1 '17 Highlights

Took Further Actions to Manage Business Portfolio

- Began the process of closing the Retail business
- Completed sale of Florida farm centers

Continued Cost Management and Performance Improvement Efforts

- Hard at work on the next level of opportunities

Made Targeted Investments in Core Businesses

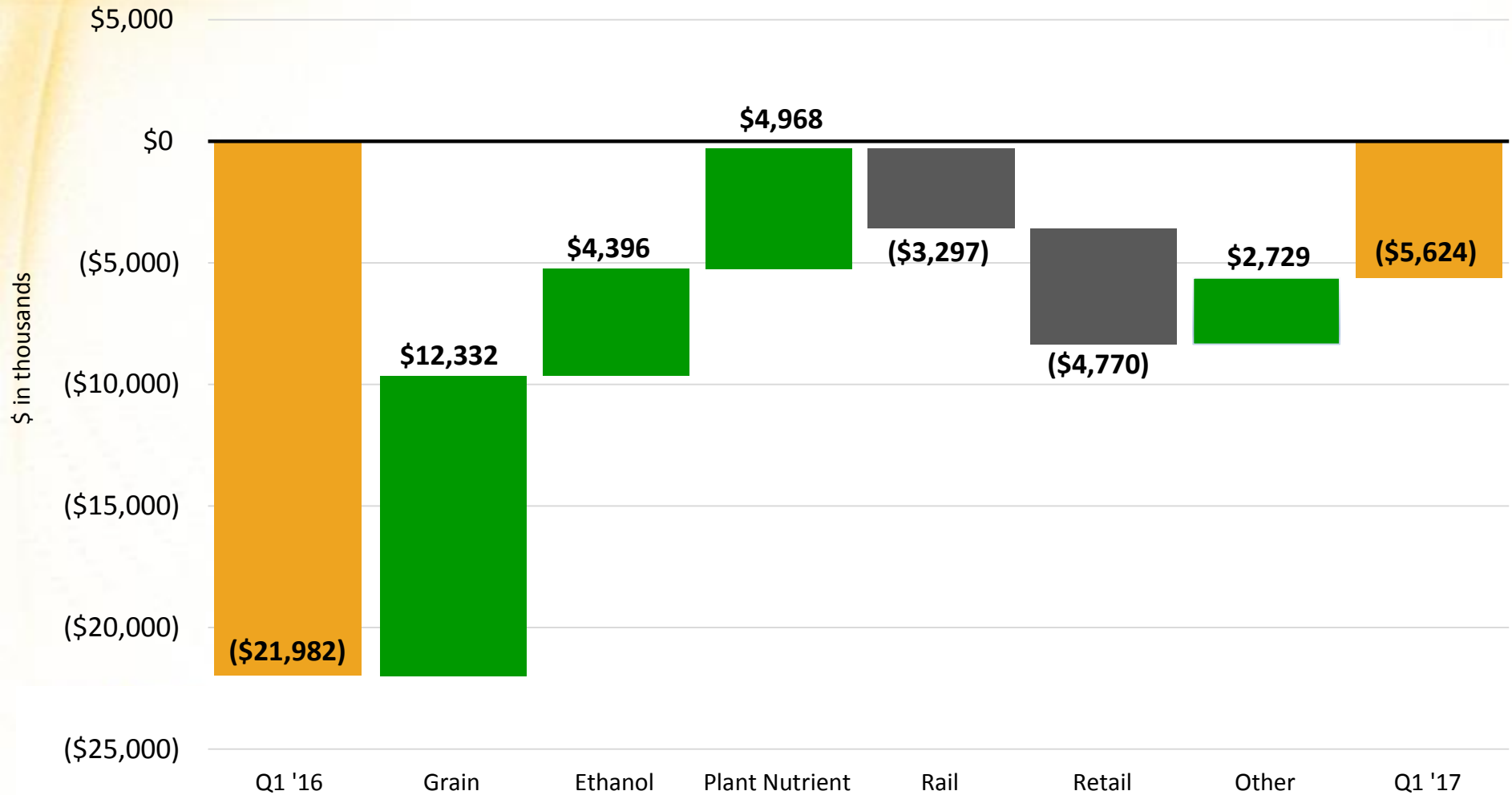
- Agreed to purchase Purity Foods, Inc., an organic ancient grains processor and milling in Hudson, Michigan.
- Acquired more than 600 railcars with leases attached, comprising the largest single-quarter fleet purchase in nearly two years

Key Financial Data

<i>unaudited</i> <i>\$ in millions, except per share data</i>	Q1 '17	Q1 '16	VPY	FY '16
Net sales	\$852.0	\$887.9	(\$35.9)	\$3,924.8
Gross profit	\$76.5	\$67.8	\$8.7	\$345.5
Operating and general expenses	\$81.9	\$79.9	\$2.0	\$318.4
Equity in earnings (loss) of affiliates	(\$1.9)	(\$7.0)	\$5.1	\$9.7
Income (loss) before income taxes	(\$5.6)	(\$22.9)	\$17.3	\$21.4
Net income (loss) attributable to The Andersons, Inc.	(\$3.1)	(\$14.7)	\$11.6	\$11.6
Diluted earnings (loss) per share (EPS)	(\$0.11)	(\$0.52)	\$0.41	\$0.41
Depreciation and amortization	\$21.0	\$20.9	\$0.1	\$84.3
EBITDA	\$21.5	\$6.0	\$15.5	\$123.9
Corporate unallocated expenses	\$8.2	\$10.9	(\$2.7)	\$28.3
Long-term debt	\$366.0	\$402.4	(\$36.4)	\$397.1
Long-term debt-to-equity ratio	0.47	0.52	(0.05)	0.50

Pretax Income

Pretax Income Q1 '16 to Q1 '17 Bridge Graph



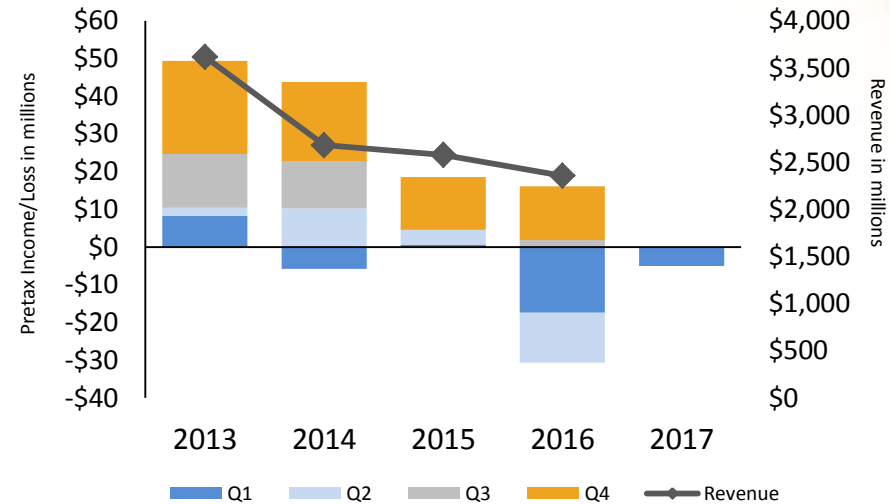


Grain Group

Q1 '17 Highlights

- Base Grain improvement of \$9.7 million driven by better storage income
- Merchandising opportunities in corn post harvest have been slow to materialize
- Q1 farmer selling of corn was slow due to low prices
- Affiliates improved results by \$2.6 million

Five Year Performance

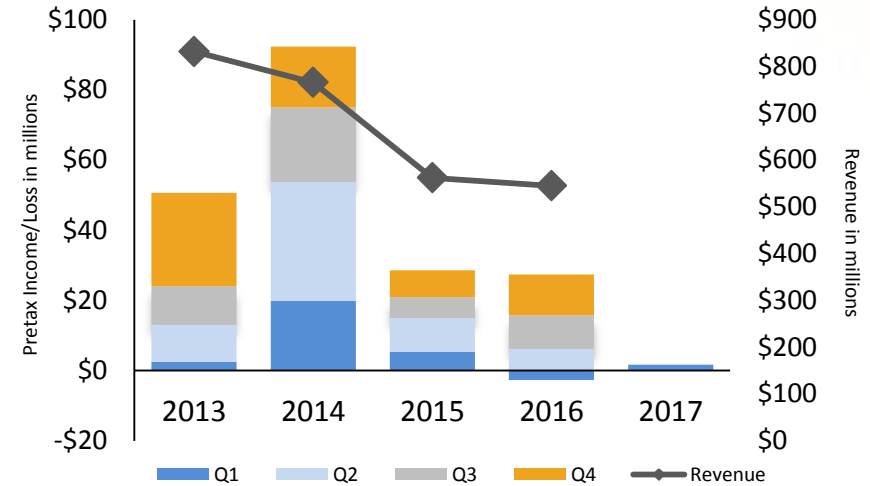


<i>\$ in millions, except margin</i>	Q1 '17	Q1 '16	VPY	FY '16
<u>Base Grain</u>				
Revenue	\$478.5	\$538.8	(\$60.3)	\$2,357.2
Gross Profit	\$23.6	\$16.2	\$7.4	\$108.1
Pretax Income (Loss)	(\$3.6)	(\$13.3)	\$9.7	(\$5.7)
Affiliates Pretax Income (Loss)	(\$1.5)	(\$4.1)	\$2.6	(\$10.0)
Group Pretax Income (Loss)	(\$5.1)	(\$17.4)	\$12.3	(\$15.7)

Q1 '17 Highlights

- Margins improved year-over-year, partially due to Q4 2016 hedging activity
- DDG prices were lower due to loss of China demand and discounts taken due to persistent vomitoxin issues at the three eastern plants
- New Albion capacity came on-line during the quarter, leading to a first quarter production volume record

Five Year Performance



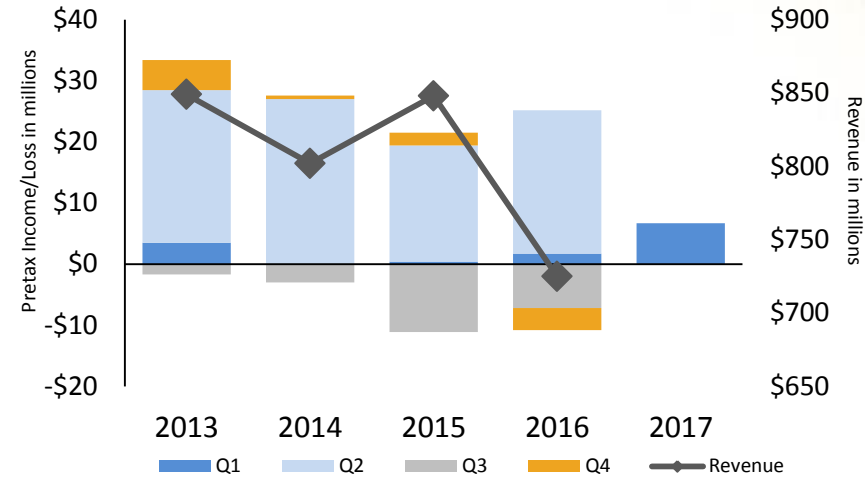
<i>\$ in millions, except margin</i>	<i>Q1 '17</i>	<i>Q1 '16</i>	<i>VPY</i>	<i>FY '16</i>
Revenues	\$154.2	\$114.7	\$39.5	\$544.6
Equity Earnings (Loss) of Affiliates	(\$0.5)	(\$3.2)	\$2.7	\$18.5
Consolidated Operations and Service Fees	\$2.2	\$0.5	\$1.7	\$6.2
Pretax Income (Loss)	\$1.7	(\$2.7)	\$4.4	\$24.7

Plant Nutrient Group

Q1 '17 Highlights

- Higher-margin value added volumes rose slightly year-over-year while basic nutrient volumes declined by a similar amount
- Margins were down slightly on competitive pressure in value added products
- Farmer buying continues to be “just in time”
- Sold Florida farm centers for a \$4.7 million pretax gain

Five Year Performance



Tons in thousands

	Q1 '17	Q1 '16	VPY	FY '16
Wholesale Nutrients – Base NPK Tons	190	212	(22)	1,246
Wholesale Nutrients – Value Added Product Tons	130	119	11	491
Other (Farm Centers, Turf, Cob) Tons	129	129	0	554

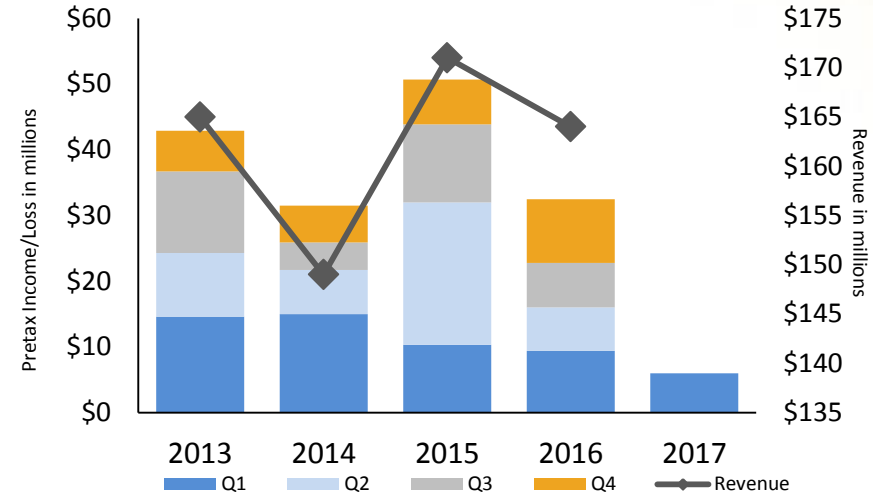
\$ in millions, except margin

Revenue	\$146.6	\$167.0	(\$20.4)	\$725.2
Gross profit	\$25.8	\$26.7	(\$0.9)	\$122.1
Gross Profit Margin	17.6%	16.0%	1.6%	16.8%
Group Pretax Income	\$6.7	\$1.7	\$5.0	\$14.2

Q1 '17 Highlights

- Lease income down year-over-year on lower utilization rates and higher maintenance, freight, and storage expenses
- Higher car sale income year-over-year
- Record railcar repair and fabrication results

Five Year Performance



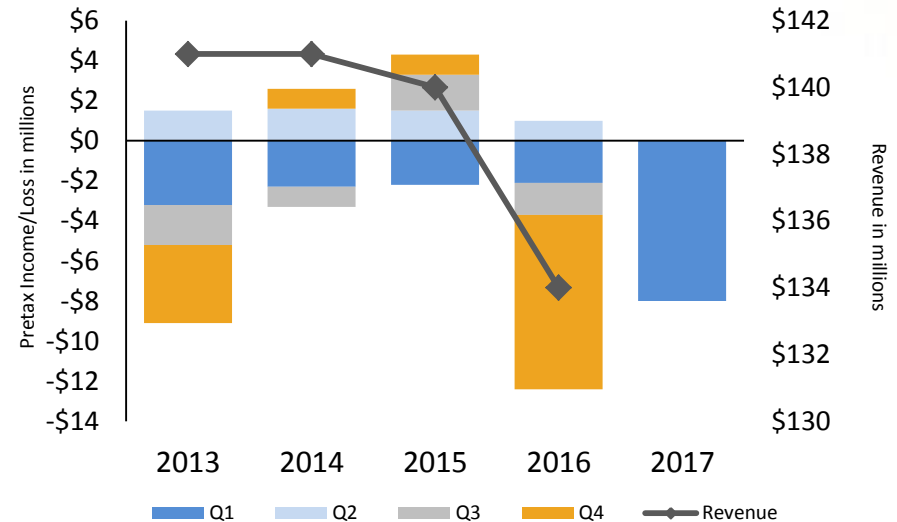
<i>\$ in millions, except margin</i>	Q1 '17	Q1 '16	VPY	FY '16
Revenues	\$40.4	\$39.6	\$0.8	\$163.7
Gross Profit	\$12.3	\$14.6	(\$2.3)	\$55.9
Gross Profit Margin	30.5%	36.9%	(6.4%)	34.1%
Lease Income	\$0.7	\$4.4	(\$3.7)	\$13.2
Railcar Sales Income	\$3.6	\$2.4	\$1.2	\$11.0
Service & Other Income	\$1.8	\$2.6	(\$0.8)	\$8.2
Pretax Income	\$6.1	\$9.4	(\$3.3)	\$32.4

Retail Group

Q1 '17 Highlights

- Exit from the business is well underway; continue to plan to close the stores in June
- Took \$7.8 million pre-tax charge for exit costs; all were employee separation costs
- Inventory liquidation helped generate higher sales and gross profit year over year

Five Year Performance



<i>\$ in millions</i>	<i>Q1 '17</i>	<i>Q1 '16</i>	<i>VPY</i>	<i>FY '16</i>
Revenues	\$32.4	\$27.8	\$4.6	\$134.2
Pretax Income (Loss)	(\$6.8)	(\$2.1)	(\$4.7)	(\$8.8)

2017 Outlook

- Continue to focus on enhancing portfolio performance, managing costs and improving margins

Grain



- Expect improved space income to continue
- Weather conditions impacting finishing wheat crops and corn/soybean plantings are in spotlight

Ethanol



- Margins look to be comparable to 2016 overall
- Vomitoxin impacts likely to persist until 2017 harvest

Plant Nutrient



- Anticipate improved full year performance
- Application delays and lower net farm income have slowed the growth of value added products this season

Rail



- Still see a modest improvement, but later and more gradual than we previously thought
- Near term opportunities to expand the fleet are positive



Q & A

And
Beyond



THANK YOU FOR JOINING US.
OUR NEXT EARNINGS CALL IS
SCHEDULED FOR
FRIDAY, AUGUST 4TH AT 11:00 A.M.

And
Beyond

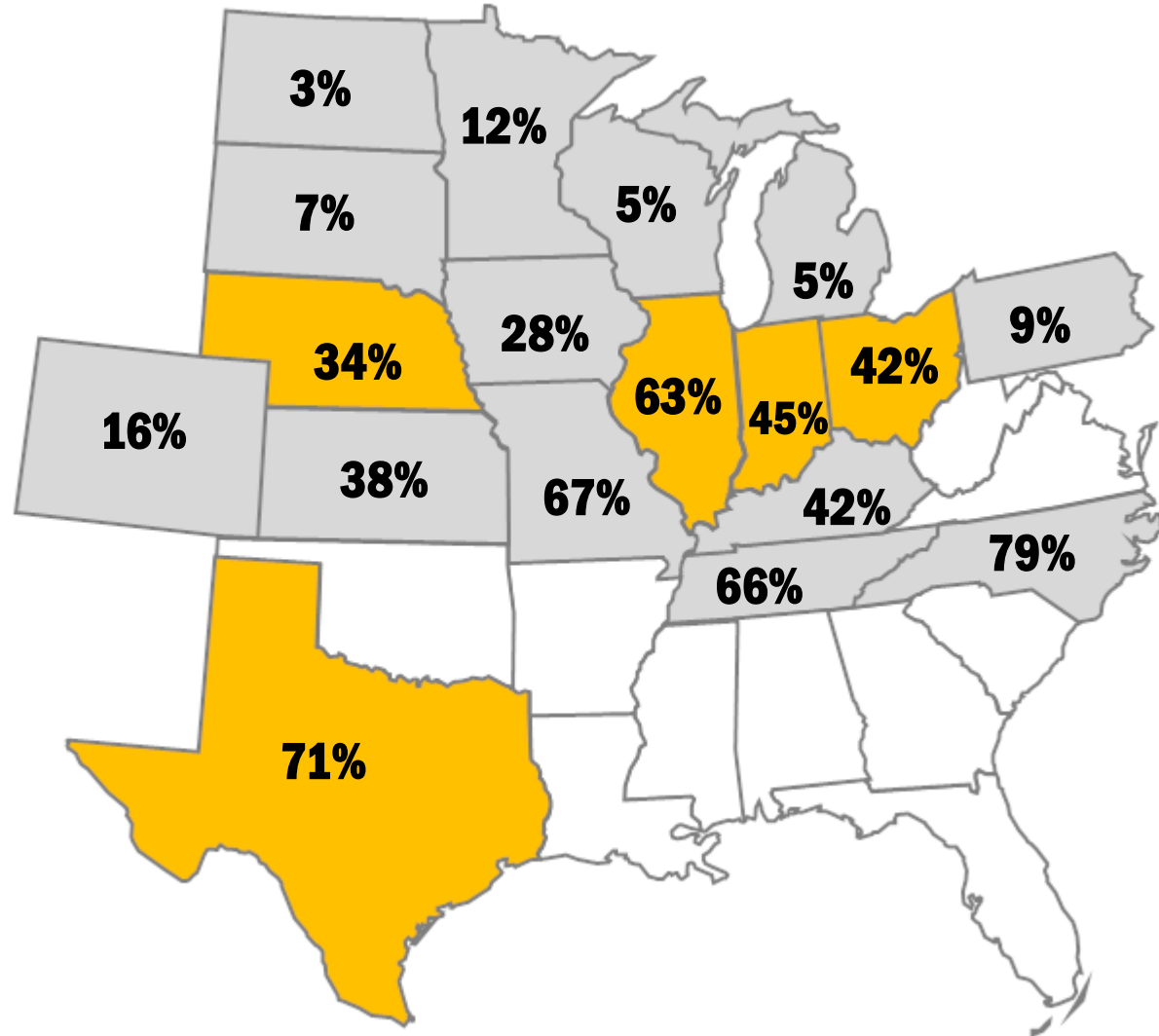
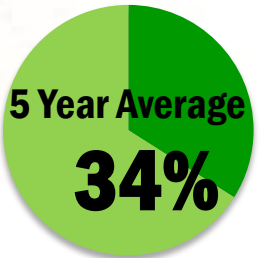
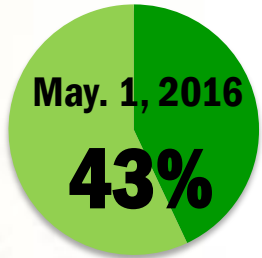


APPENDIX

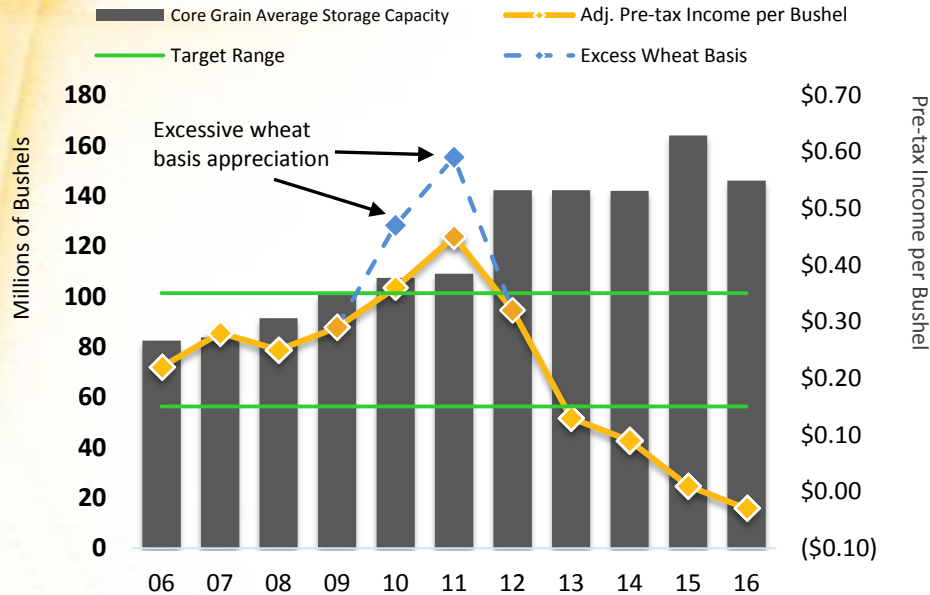
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U.S. Corn Planting Progress

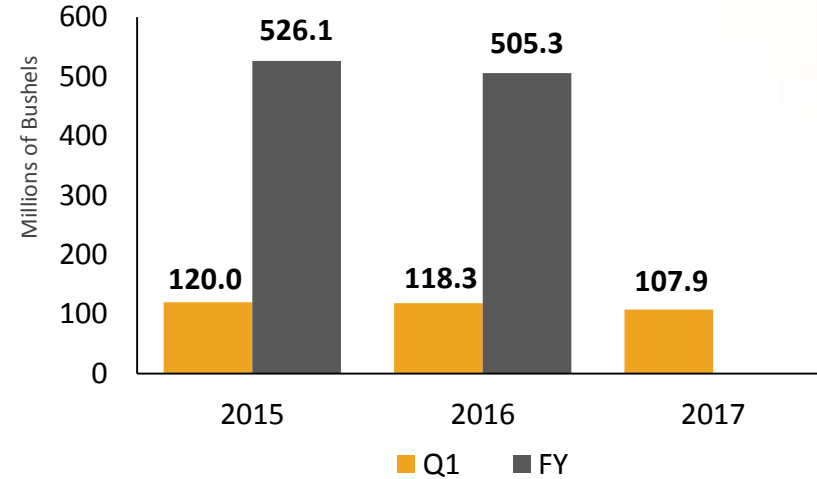
Grey states = behind 2016 progress
 Gold states = ahead of 2016 progress



Grain Storage Capacity



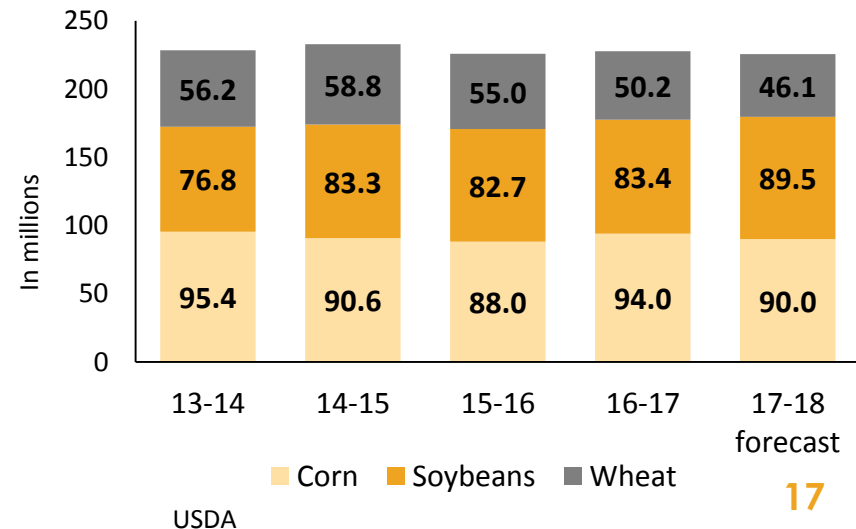
Bushels Sold*



Grain Inventory

In millions	Q1 '15	Q1 '16	Q1 '17
Bushels owned	99.8	101.4	97.4
Bushels stored for others	1.8	2.8	2.7
Total bushel inventory	101.6	104.2	100.1

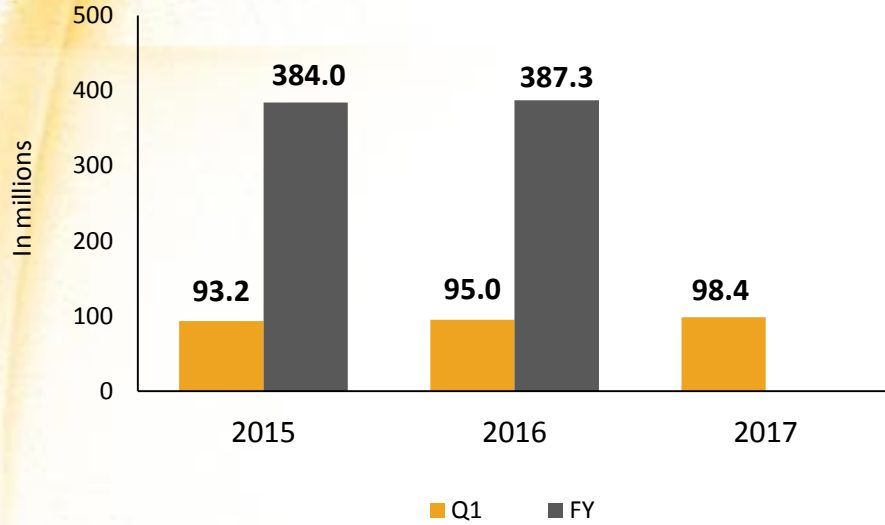
U.S. Planted Acres



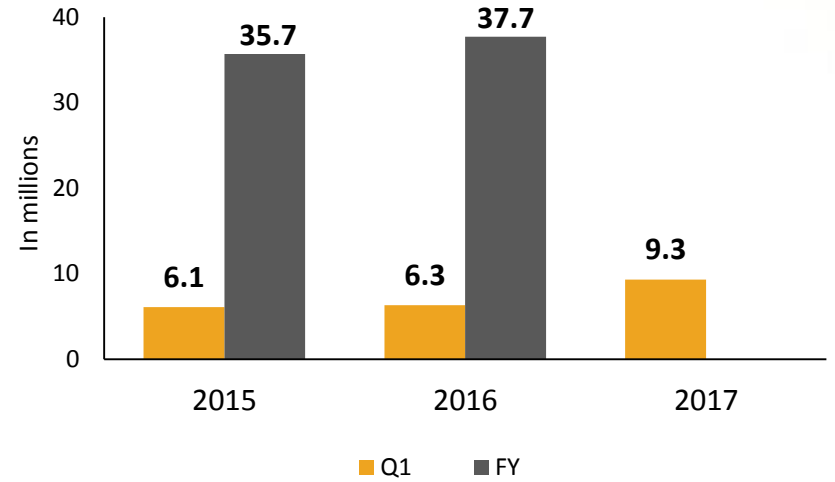
*Q1 '16 and Q1 '15 were previously reported in this presentation as 151.6 and 151.3, respectively

Ethanol Group Production

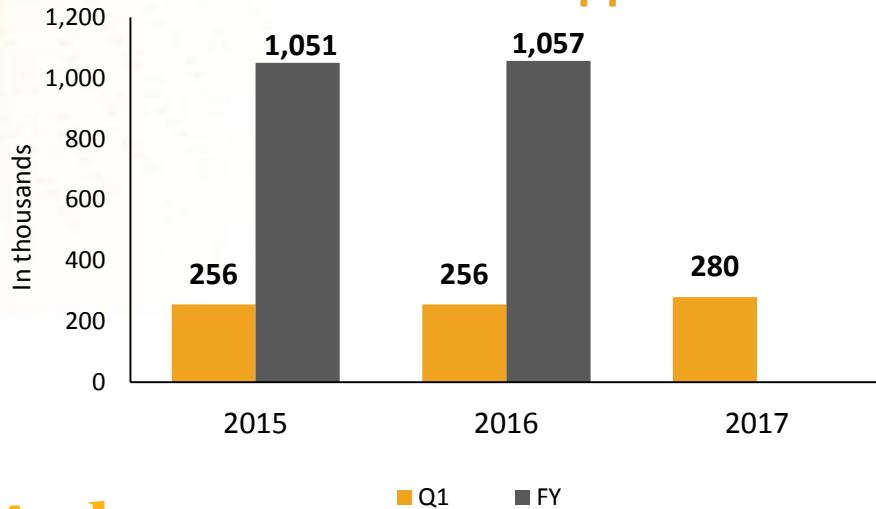
Ethanol Gallons Produced



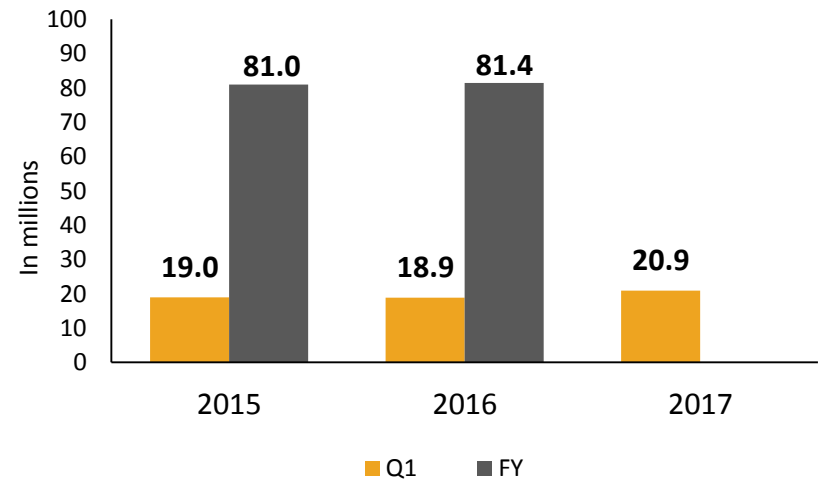
E-85 Gallons Shipped



DDG Tons Shipped



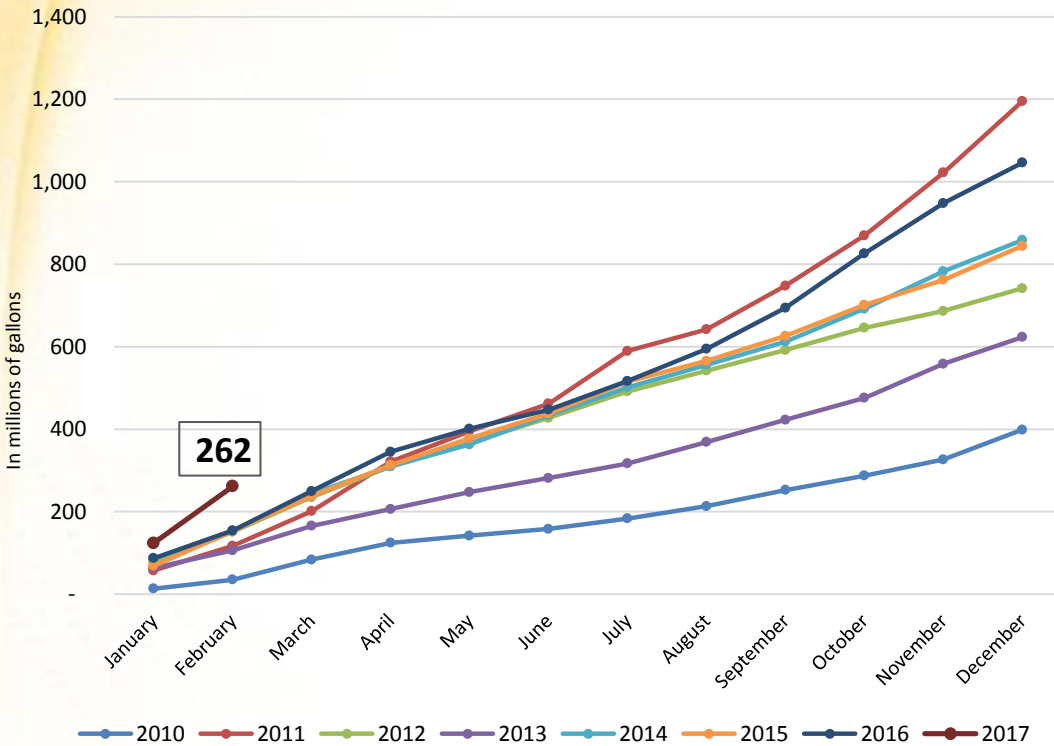
Corn Oil Pounds Shipped



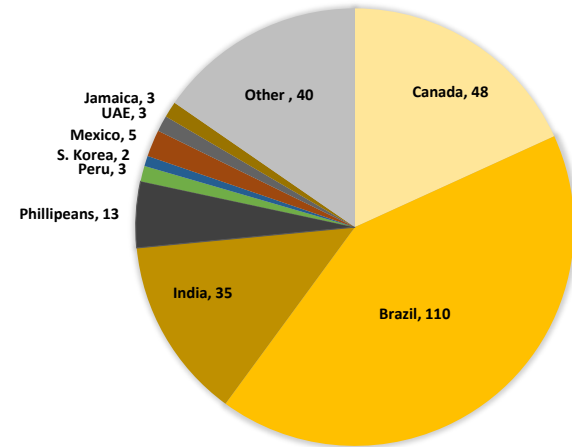
US Ethanol Exports

Exports tracking above last year's levels

Cumulative US ethanol exports



2017 ethanol exports by destination (million gallons)



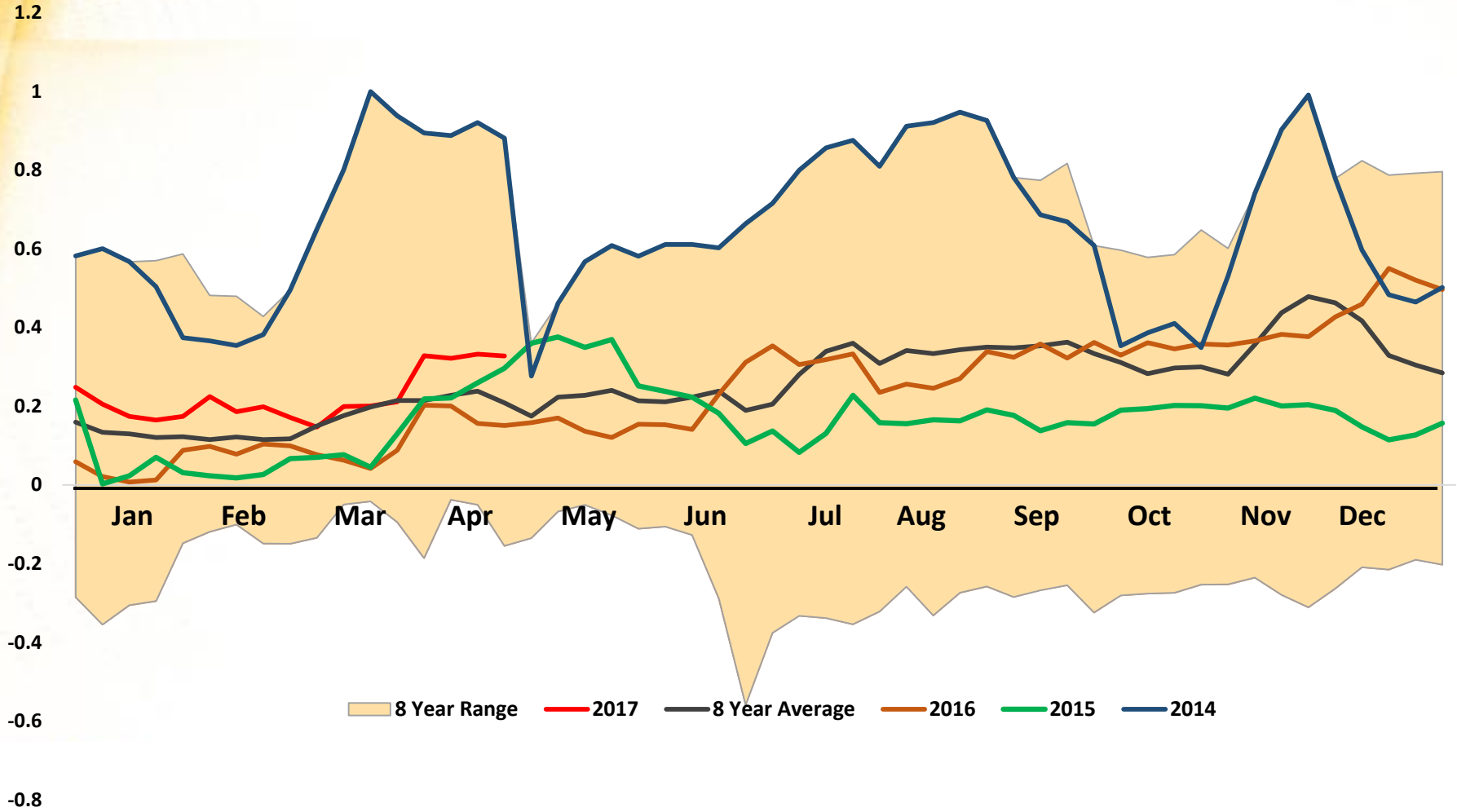
2016 ethanol exports by destination (million gallons)

Brazil	267	Korea	40
Canada	259	Other	58
China	179	Mexico	29
India	84	UAE	20
Philippines	54	<u>Jamaica</u>	<u>14</u>
Peru	42	Total	1,046

2017 gross exports expected to be 1.1 to 1.3 billion gallons

Ethanol Group

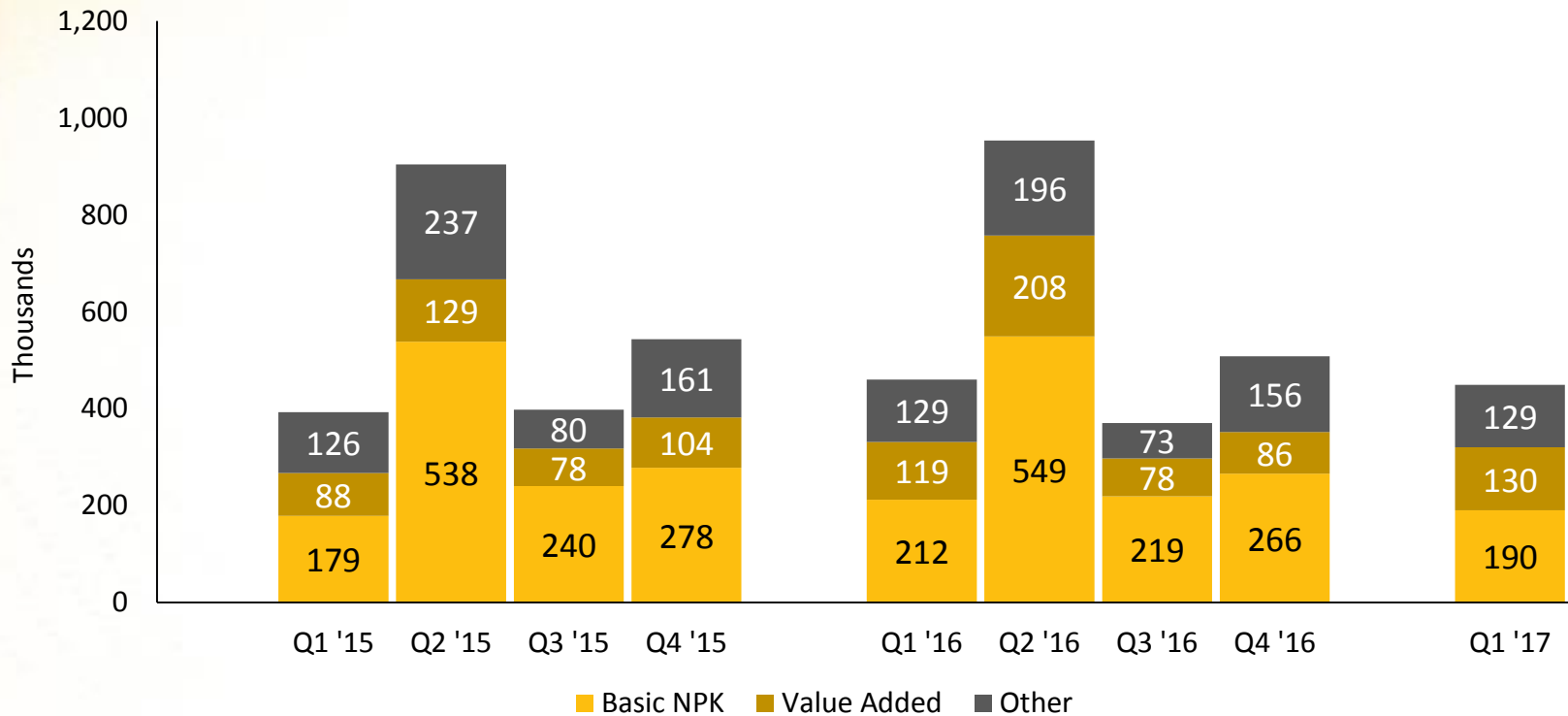
8 year corn vs. ethanol margins



Sources: NYMEX Chicago Ethanol (Platts) Futures Electronic (Front Month); CBOT Corn Futures Electronic (Front Month); Est industry 2.8 gal / bushel

Plant Nutrient Group Tons Sold

Historical seasonality (tons sold)



Committed to Growth of Value Added Nutrients

Wholesale nutrients - base NPK = nitrogen, phosphorous, potassium

Wholesale nutrients - value added products = low-salt liquid starter fertilizers, micro-nutrients

Other = other farm centers, lawn, cob

Rail Group

Lease Income

\$ in millions	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q1 '16	Q2 '16	Q3 '16	Q4 '16	Q1 '17
Average # of Assets	22,879	22,972	23,301	22,916	23,026	23,242	23,185	22,935	23,237
Beginning \$ on BS	\$297.7	\$313.1	\$330.8	\$347.1	\$338.1	\$334.7	\$340.1	\$334.4	\$327.2
Average % Utilization	91.8%	93.5%	91.6%	92.7%	91.5%	88.6%	86.2%	84.8%	83.6%
Lease Income	\$5.0	\$15.6	\$6.4	\$4.5	\$4.3	\$2.7	\$3.4	\$2.9	\$0.7

Remarketing Income

\$ in millions	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q1 '16	Q2 '16	Q3 '16	Q4 '16	Q1 '17
Asset Sale Income	\$4.5	\$4.7	\$3.2	\$0.8	\$2.4	\$2.3	\$1.6	\$4.7	\$3.6

Service & Other Income

\$ in millions	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q1 '16	Q2 '16	Q3 '16	Q4 '16	Q1 '17
Pre-tax Income	\$0.8	\$1.4	\$2.3	\$1.5	\$2.7	\$1.6	\$1.7	\$2.1	\$1.8

Total Rail Income

\$ in millions	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q1 '16	Q2 '16	Q3 '16	Q4 '16	Q1 '17
Revenue	\$44.2	\$45.5	\$44.8	\$36.4	\$39.6	\$40.3	\$38.2	\$45.5	\$40.4
Gross Profit	\$17.3	\$18.2	\$17.5	\$14.6	\$14.6	\$13.6	\$12.5	\$15.2	\$12.3
Gross Profit Margin	39.2%	40.1%	39.1%	40.1%	36.8%	33.7%	32.7%	33.5%	30.5%
Pre-tax Income	\$10.3	\$21.7	\$11.9	\$6.8	\$9.4	\$6.6	\$6.8	\$9.7	\$6.1

Sources of Income

- Generates lease income from long-lived assets
- Maximizes value by remarketing assets opportunistically
- Provides repair services embedded in leases and to third parties

Lease Income

\$ in millions	2012	2013	2014	2015	2016
Average # of Assets	23,019	22,990	22,199	23,017	23,057
Beginning \$ on BS	\$197.1	\$228.3	\$240.6	\$297.7	\$338.1
Average % Utilization	84.6%	86.1%	89.5%	92.4%	87.8%
Lease Income	\$13.4	\$18.9	\$13.6	\$31.5	\$13.2

Remarketing Income

\$ in millions	2012	2013	2014	2015	2016
Asset Sale Income	\$23.7	\$19.4	\$15.8	\$13.3	\$11.0

Service & Other Income

\$ in millions	2012	2013	2014	2015	2016
Rail Services & Other	\$5.7	\$4.5	\$2.0	\$5.9	\$8.2

Total Rail Income

\$ in millions	2012	2013	2014	2015	2016
Revenue	\$156.4	\$164.8	\$149.0	\$170.8	\$163.7
Gross Profit	\$56.7	\$58.9	\$59.8	\$67.7	\$55.9
Gross Profit %	36.3%	35.7%	40.1%	39.6%	34.1%
Pre-tax Income	\$42.8	\$42.8	\$31.4	\$50.7	\$32.4

Definitions

EBITDA: Earnings before interest, taxes, depreciation and amortization, is a non-GAAP measure. It is one of the measures the company uses to evaluate liquidity and leverage

Base Grain: Grain operations owned and operated by The Andersons (does not include affiliates)

Ethanol Margin Hedging: From time-to-time we establish hedge positions with futures and derivative contracts that lock in prices for purchases of corn and sales of ethanol, as well as purchases of natural gas with the intent of securing portions our future sales margins

Grain Bushels Shipped: Includes shipments from our facilities, farm-to-market (F2M) and origination services for corn, soybeans, wheat and oats

F2M: Bushels that The Andersons purchases from the farm and are delivered directly to an Andersons customer. The bushels are never delivered to an Andersons facility

Bushels Owned: Bushels delivered to an Andersons elevator or storage facility rented by The Andersons where title to the grain is transferred to The Andersons

Bushels Stored for Others: Bushels stored by The Andersons for the owner of the grain for which the company charges a storage fee

Railcar Fleet Utilization: Percentage of railcars in leased service / total railcars controlled by company

Basic NPK Nutrients: Nitrogen, Phosphorous, potassium

Value Added Nutrients: Low-salt liquid starter fertilizers, micro-nutrients

Other Nutrient Group: Other Farm Center fertilizers, Lawn fertilizers, Corn-cob tons