Investor Presentation

June 2016

The Andersons

Forward looking statements & non-GAAP 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 US 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.

This presentation and today's prepared remarks contain non-GAAP financial measures. Reconciliations of the non-GAAP to GAAP measures may be found within the financial tables of our earnings release. "Adjusted Pre-Tax Income Attributable to The Andersons" is our primary measure of period-over-period comparisons, and we believe it is a meaningful measure for investors to compare our results from period to period. We have excluded nonrecurring items and items that we believe are not representative of our ongoing operations when calculating this Adjusted Pre-Tax Income.

New CEO, Renewed Andersons

Re-energized and moving forward

- **Our long-term strategic plan for the Company is already being implemented, with key initiatives in place and recent achievements including:**
  - ✓ Reduced senior management positions → leaner overhead
  - ✓ Brought in two external leaders → fresh senior management perspectives
  - ✓ Launched cost reduction initiative → eliminate $10+ million of run-rate costs over the next two years
  - ✓ Management's goals are aligned with shareholders' → pay-for-performance culture
- We have a strong portfolio of complementary businesses with a foundation in agriculture that is positioned to weather the cyclical highs and lows of the commodity industries in which we operate
  - Looking to add bolt on acquisitions in specialty grain handling and specialty fertilizers
- We have seen and successfully navigated through downturns before and continue to focus on growth and value creation

Comprehensive long-term strategic plan to drive growth and value creation for shareholders and other stakeholders

The Andersons
Cohesive portfolio with a foundation in Grain

Rail

Top 10 private rail fleet in the operating lessor space

- Different earnings cycle than the agri-businesses, creating portfolio effect and allowing ANDE to be a value buyer in each unit when individual sectors are out of favor

Ethanol

Strong link to Grain with 130mm+ of the 500mm+ bushels that ANDE touches annually

Plant Nutrient

Natural extension of our Grain business

- Leverages focus on and relationships with farmers

Grain

Retail

Began as general store servicing growers who came to drop off grain

- Highly recognized brand in local market

- **Focused on the farm gate and our grower customers**
- **Providing value added risk management and pricing tools in addition to origination**
- **Affiliates extend Base Grain business into broader aspects of the grain market**

Response to unsolicited proposal

The Andersons

HC2's proposal undervalues ANDE

Wrong time, wrong price, wrong buyer

OPPORTUNISTIC

- Opportunistic attempt to acquire ANDE near historic lows in the industry cycle
- Substantially undervalues the company
  - 20% discount to 52-week high and 47% discount to recent all time high

HIGHLY CONTINGENT WITH UNCERTAIN FINANCING

- HC2's ability to finance and execute such a transaction is highly questionable
  - HC2's market cap is less than one sixth of The Andersons and their shares have traded down nearly 60% over the past year
  - HC2 has a mere $138 million in cash on hand and its claim to have secured financing is thin:
    - No evidence of commitment from lenders
    - No evidence of the new equity that would be necessary to support the financing
    - HC2's stock price performance reflects market's lack of confidence in the bidder

PHILIP FALCONE'S HISTORY OF MISCONDUCT

- SEC alleged various violations of SEC rules and securities laws, including anti-fraud rules, and misappropriation of client assets
  - ***"Falcone and Harbinger engaged in serious misconduct that harmed investors, and their admissions leave no doubt that they violated the federal securities laws."*** – **Andrew Ceresney, Co-Director of the SEC's Division of Enforcement**
- Falcone admitted to facts alleged by SEC in a consent order (including borrowing over $100 million from a Harbinger Capital fund to pay personal taxes without disclosure)
- Agreed to pay an $11.5 million fine and not to serve in almost any capacity for a registered investment company or to control any New York licensed insurer

HC2's offer is not in the best interest of The Andersons' shareholders and other stakeholders

HC2's alternate plan to acquire Grain & Rail is a non-starter

DISRUPTION OF THE ANDE VALUE PROPOSITION

- ANDE has a cohesive portfolio of complementary agri-businesses
  - Each segment plays an important part in The Andersons' role as trusted partner to farmers
  - The businesses interact in a mutually beneficial way, driving each other's operational success
- Grain is the foundation of the business, linking and supporting the other segments
- Management has a strategy in place to drive the growth and profitability of each business individually, while maximizing corporate productivity

REMAINCO IS INCOMPLETE

- Resulting ANDE RemainCo is incomplete, incongruous, and unattractive
  - Financial profile of the remaining businesses is insufficient for a public company
  - Cherry-picking by HC2 leaves burdensome overhead, stranded investments (Lansing, Thompsons)
- Shareholders would be left to either dispose of the remaining businesses (another costly process) or operate an overly cost-burdened company

PROHIBITIVELY HIGH FRICTION COSTS

- Burdensome friction costs borne entirely by ANDE's shareholders
  - Tax leakage based on tax basis at time of transaction
  - ANDE's debt agreements contain typical covenants regarding breakage penalties imposed in the event of an asset sale or change-of-control transaction which would be very costly

A sale of Grain & Rail would be costly, and ultimately destroy value for shareholders

Company overview

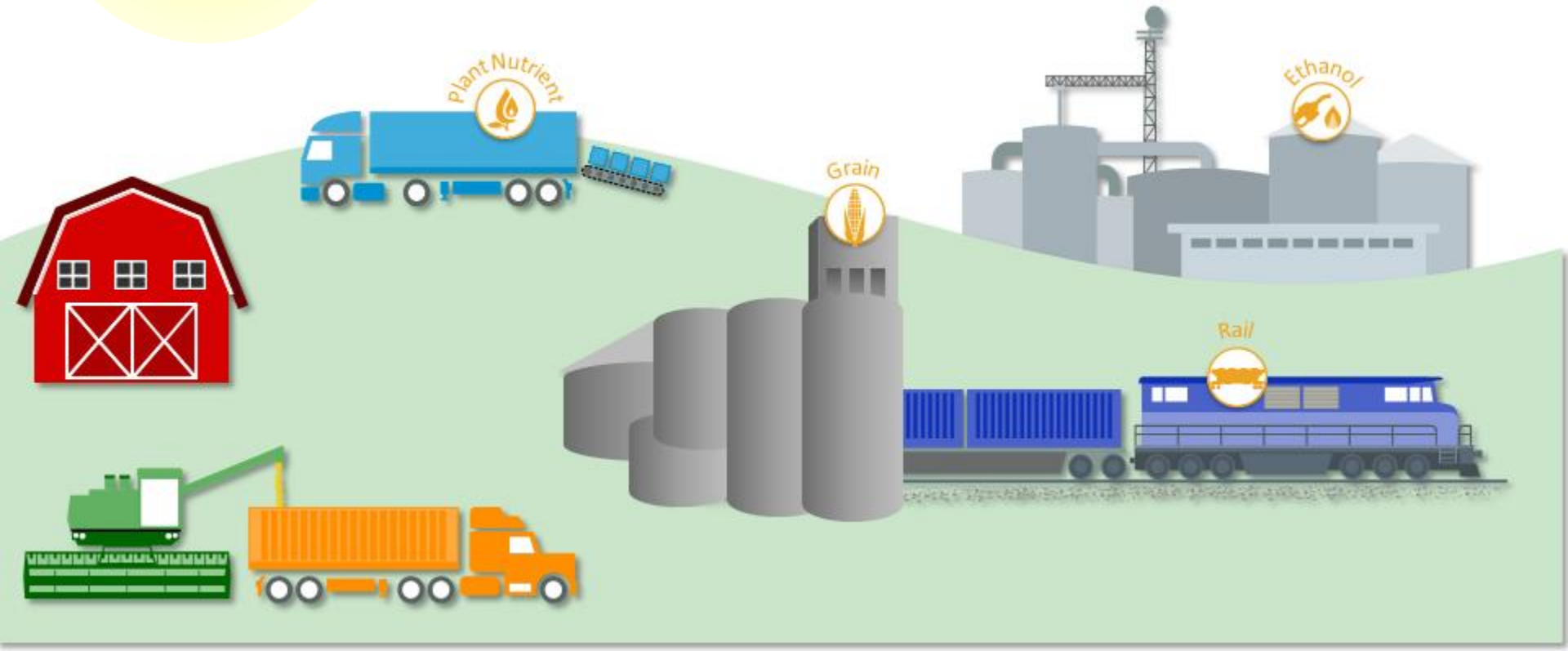
The Andersons

The Andersons
Cohesive portfolio with a foundation in Grain

ANDE is well-positioned to capitalize on strong demographic trends:

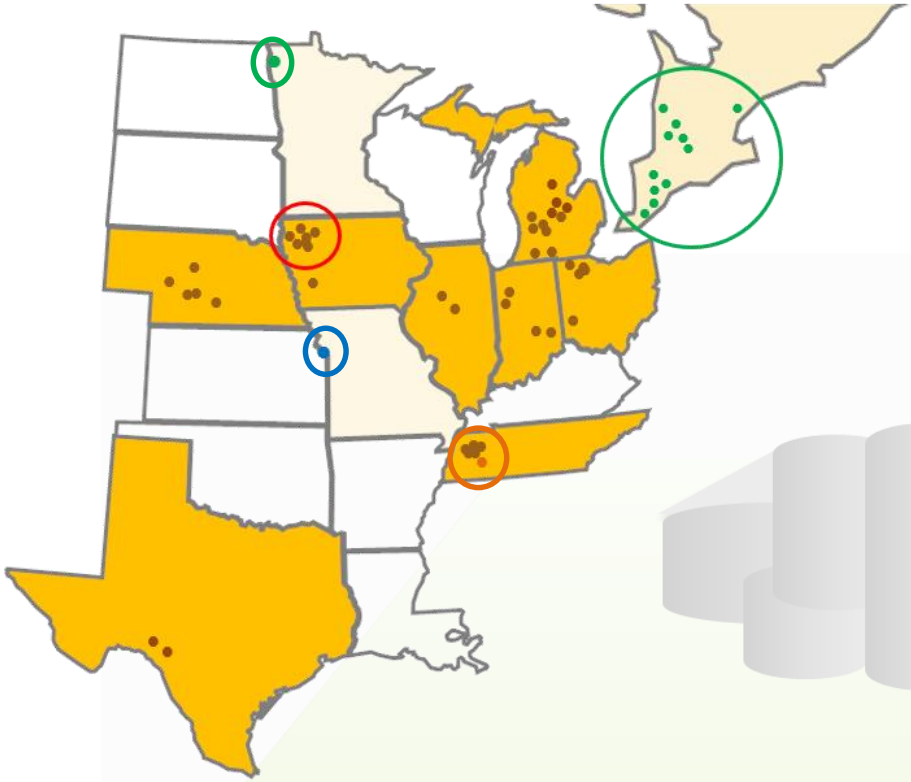
- Expanding world population
- Growing middle class
- Demand for protein

Value in supply chain of US grain



Grain Group overview

Focus on the farmer



Divested underperforming assets

LANSING TRADE GROUP, LLC (Ownership ~31%)

New facility under construction

THOMPSONS (Joint ownership with Lansing)

Base Grain – Merchant & Services

- Leverage storage & handling capabilities to create value from difference in time and distance between grain harvest and processing
- Provides value added services to farmers including risk management and pricing tools

Affiliate investments

- Lansing Trade Group –focused on merchandising physical commodities including grains, feed ingredients, energy products, and freight within North America and internationally
- Thompsons, Ltd – a leading Canadian provider of risk management, advanced agronomy, food grade beans, and grain marketing services

Grain Group strategy

Building on long term value in bringing crops to market

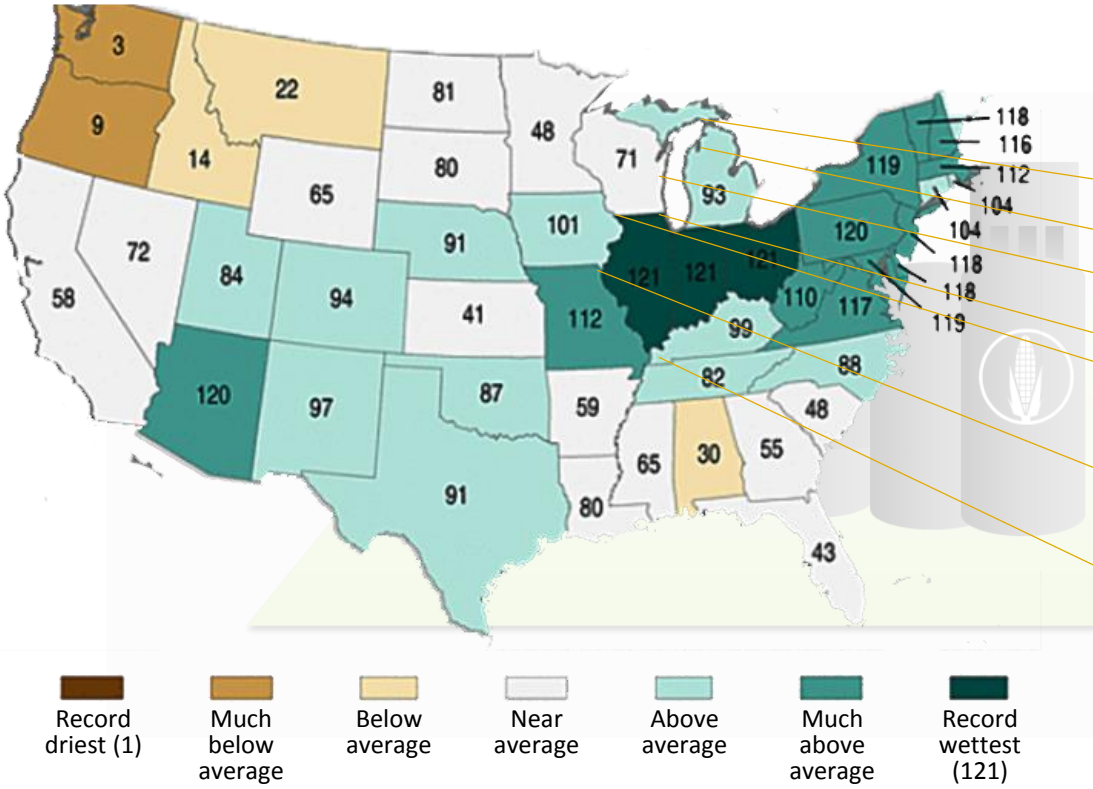
- **Primary near-term goal: get performance of cornerstone division back on track**
  - ✓ Recently divested underperforming assets in Iowa
  - ✓ Committed to improving strength of our core (Eastern Corn Belt)
  - ✓ Re-focusing and building on "Partner of Choice" proposition, including business / risk management services for farmers
- We believe that changes in on-farm and commercial storage are not structural to industry, but have significant influence on local economics of specific assets
  - Company is adapting as market conditions evolve → IA exit, TN investment
- **Secondary, longer-term strategy elements:**
  - ✓ Expand capabilities in handling and services for specialty grains (non-GMO, organic)
  - ✓ Achieve cost and capability benefits from new ERP system
  - ✓ Continue to invest in assets that expand our footprint and deliver profitable growth
- Recently appointed Corey Jorgenson as the Grain Group president
  - Corey comes to us with nearly 20 years of experience including general management, agricultural trading and risk management at Cargill

Current condition: lingering impact of Spring 2015

Challenges expected to persist until 2016 Fall Harvest

Statewide precipitation ranks (June 2015)

Period: 1895 – 2015



2015 in ANDE backyard

- Excessive rains in May/June
- Limited planting & fertilizing
- Reduced crop production

Change '15 vs. '14	IL	IN	OH
Corn Yields (bu. per ac.)	(25)	(38)	(23)
Production (MM Bu)	(337)	(263)	(112)

- Bought harvest grain at higher than historic normal basis
- Marketing patterns through the winter limited basis appreciation opportunities

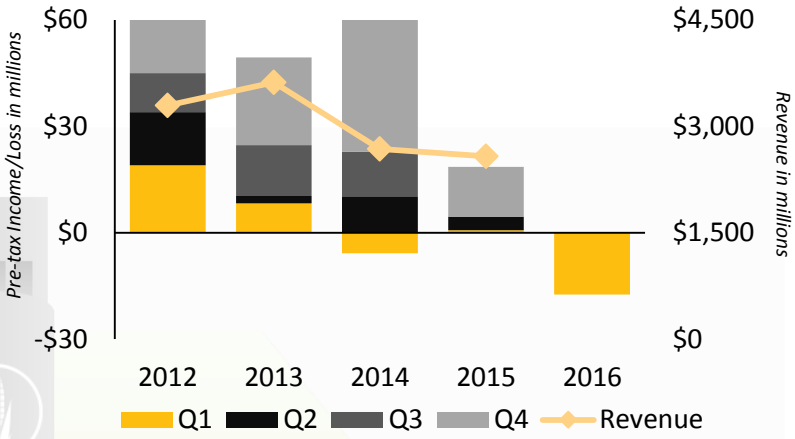
Fall 2015 harvest saw a ~700 million bushel drop in key draw area

Grain Group
Financial performance

Q1 Performance

- Lack of basis appreciation in quarter contributed to $10mm reduction in space income for Base Grain
- Chinese anti-dumping and countervailing duties significantly impacted DDGS trading for Lansing Trade Group
- Exited underperforming assets in Iowa
- Construction of new space in Tennessee is on track for fall harvest

Adjusted Five Year Performance



$ in millions, except margin	*Q1 '16*	*Q1 '15*	*VPY*	*FY '15*
Base Grain				
Revenues	**$538.8**	$558.7	($19.9)	$2,483.6
Gross Profit	**$16.2**	$29.7	($13.5)	$123.6
Gross Profit Margin	**3.0%**	5.3%	(2.3%)	5.0%
Pre-tax Income	**($13.3)**	($0.4)	($12.9)	($45.8)
Adj. Pre-Tax Income	–	–	–	$0.6
Affiliates Pre-Tax Income	**($4.1)**	$1.3	($5.4)	$13.3
Group Pre-tax Income	**($17.4)**	$0.7	($18.1)	($9.4)
Group Adjusted Pre-tax Income	–	–	–	$13.9

Ethanol Group overview
Delivering high performance

ANDE Ethanol LLC

ANDE Ethanol LLC with CO^2

Ethanol – Long Term Value

- US corn based ethanol is one of the worlds lowest cost and cleanest burning sources of octane
- Demand expected to grow… exports, need for octane, and higher blend rates

Advantaged position in volatile space

- Manager / investor approach
  - Facilities in JVs → average 50% ownership
  - Provide management services including originating corn and marketing of ethanol, E-85 and DDGS
- Focus on quality assets
  - ✓ All 4 have good local corn supply
  - ✓ 3 have strong local demand
  - ✓ High performing technology, teams and strong partners

Ethanol Group strategy

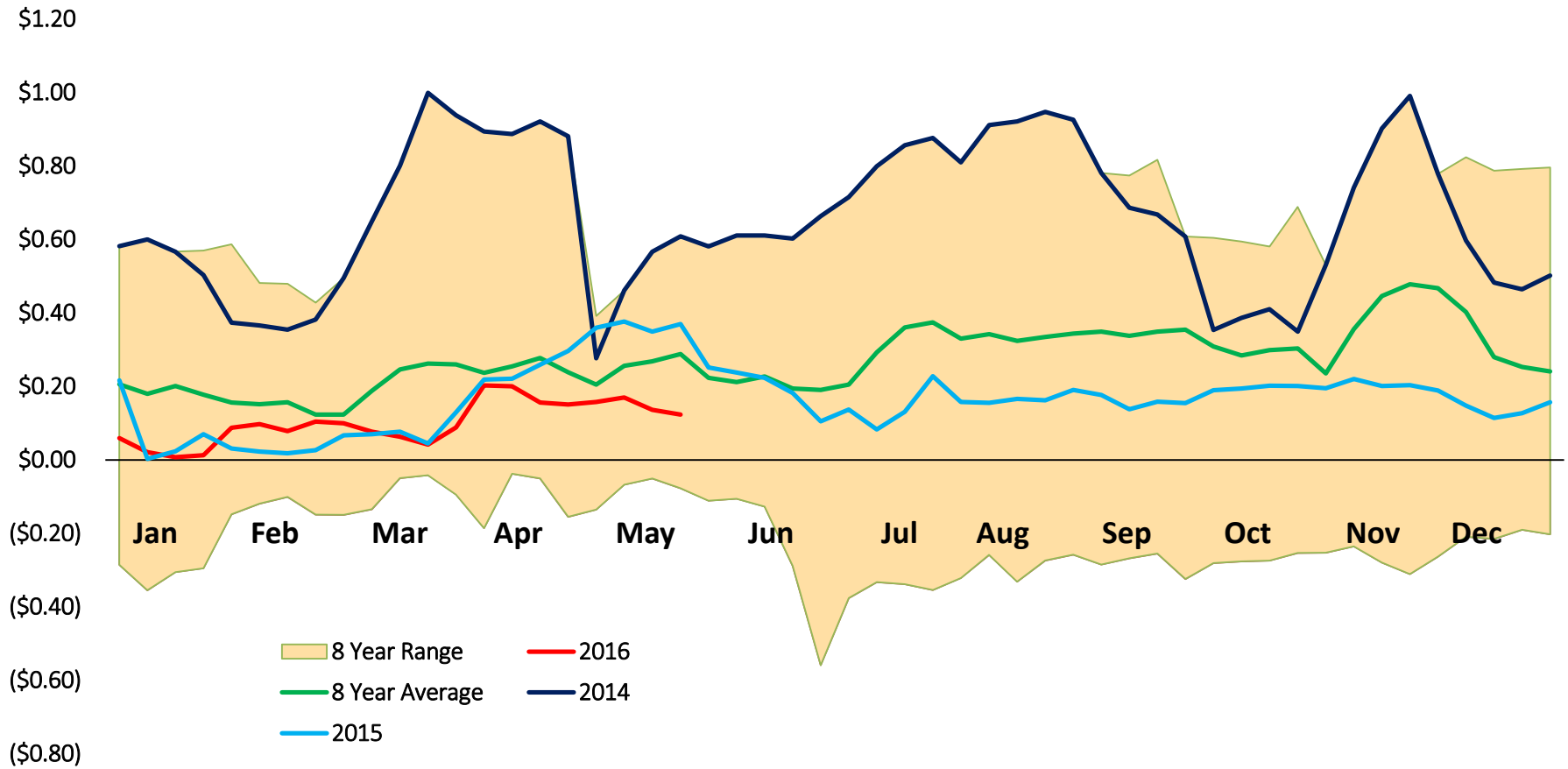
Good base earnings – more structural upside than downside

- Ethanol is a natural downstream extension of our Grain Business
  - US ethanol is the most cost-effective, clean-burning source of octane
  - Renewal of US ethanol government mandate in 2016
- Well positioned to profit from our unmatched productive capacity for corn in the US (as a huge surplus starch source) and the high demand for cost-effective, environmentally friendly, and domestically produced liquid transportation fuel
- Strategic direction to growing value:
  - De-risk through manager/investor model: earning origination, marketing and management fees
  - Expand high performing asset in Albion, MI → advantaged location, surplus corn, ethanol deficit
  - Open to other expansion, but strict requirements for assets with above-industry advantages
- Strategic partnership with Marathon Petroleum augments our upstream farming insight with downstream capabilities at the pump
- Perform at the top of the industry and invest in high quality assets to provide:
  - Good returns in "normal" times and great occasional upside
  - Limited downside by being positioned to operate cash positive when industry margins are tight

Ethanol Group

Basic industry margin history

8-year corn vs. ethanol margins



Seasonally weak margins in winter improve into summer driving

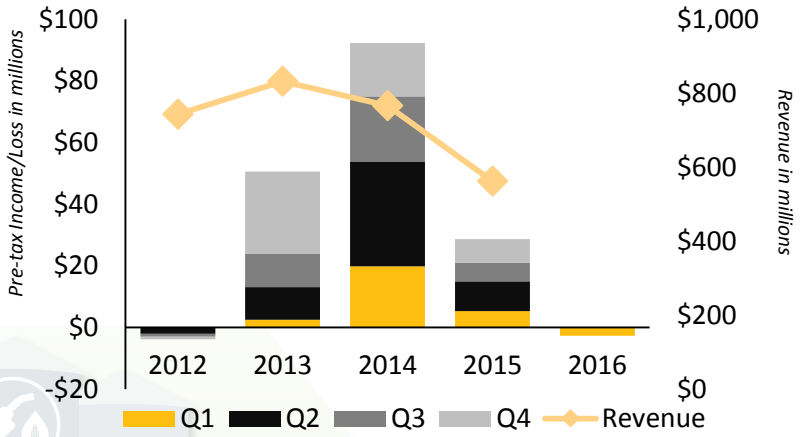
Sources: NYMEX Chicago Ethanol (Platts) Futures Electronic (Front Month); CBOT Corn Futures Electronic (Front Month); Est industry 2.8 gal / bushel

Ethanol Group
Financial performance

Q1 Performance

- Group remained cash positive through challenging quarter
- Headwind from higher-than-normal corn basis in Eastern Corn Belt relative to national market
- High industry supply during seasonally slow demand quarter impacted margins
- Albion expansion has begun and is on schedule

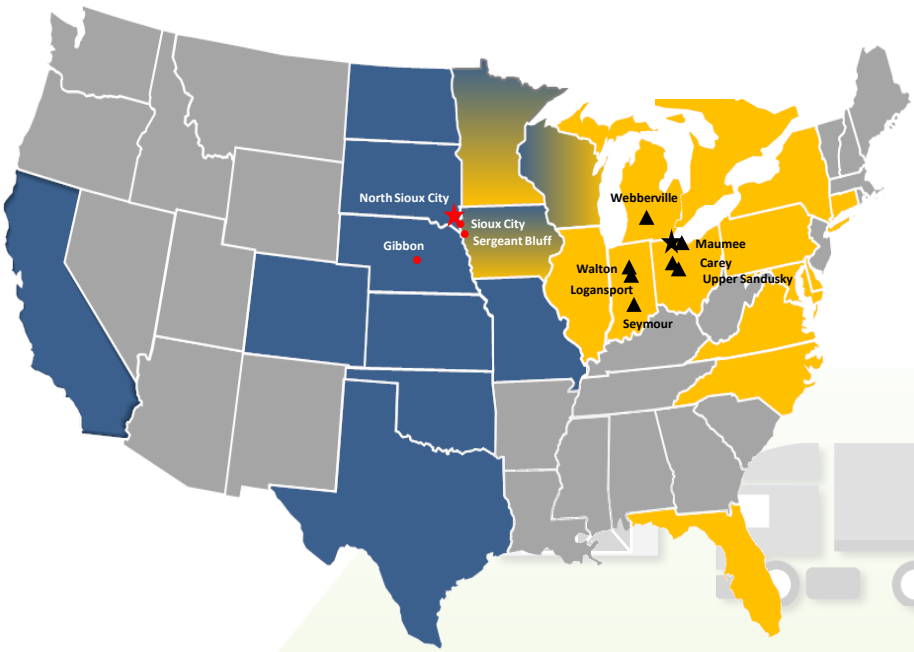
Adjusted Five Year Performance



$ in millions	*Q1 '16*	*Q1 '15*	*VPY*		*FY '15*
Revenues	**$114.7**	$132.8	($18.1)	(13.6%)	$556.2
Equity earnings of affiliates	**($3.2)**	$1.7	($4.9)	(327%)	$17.2
Consolidated operations and service fees	**$0.5**	$3.6	($3.1)	(68.9%)	$11.3
Pre-tax income	**($2.7)**	$5.3	($8.0)	(152%)	$28.5

Plant Nutrient Group overview

Expanded market in 2015



NutraFlo

- Market area
- Manufacturing facility
- Headquarters

The Andersons

- Market area
- Manufacturing facility
- Headquarters

Plant Nutrient foundation

- Natural adjacency to Grain business, leveraging relationships and intelligence with the farm and drive to bring value and sustainability to growers
- Founded in wholesale distribution of basic row crop fertilizer (NPK)
- Significant expansion of specialty nutrient capabilities with May 2015 acquisition of Nutra-Flo

Specialty focus creates value for farmers and shareholders

- Delivering solutions for precision agriculture
- Specialty nutrients help maximize yields and minimize environmental impact
- Improve economics for the farmer

Plant Nutrient Group strategy

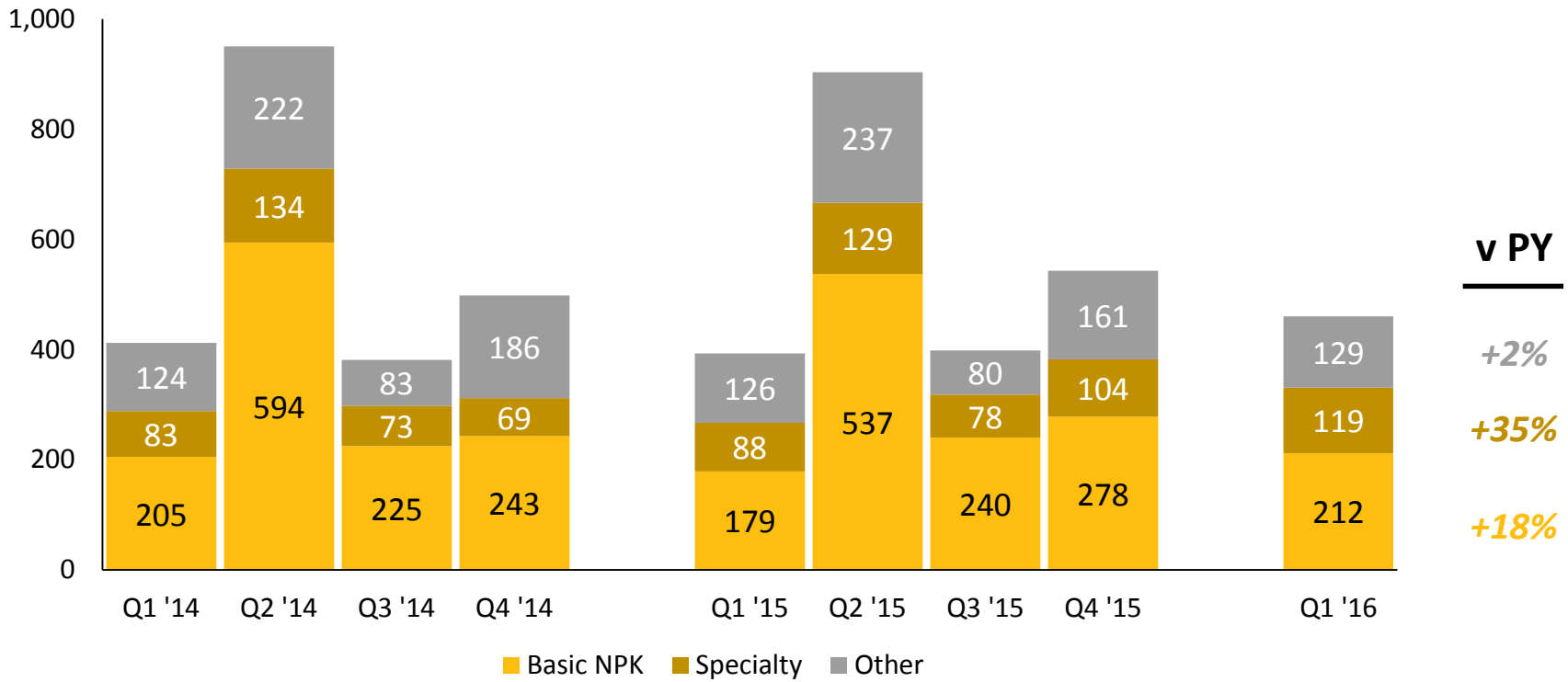
Focused on bringing profitable solutions to the farm

- Plant Nutrient is a natural strategic extension of our relationships with farmers
- **Growing the business on a good foundation:**
  - Leveraging strong Eastern Corn Belt wholesale distribution and retail farm center capabilities → significant expansion into specialty fertilizer manufacturing and Western distribution
  - Fully integrated Nutra-Flo acquisition made The Andersons a leading US producer of low-salt liquid starter fertilizers
- **Strategic direction for growing value:**
  - Macro trend towards precision agriculture provides growth segment of otherwise mature NPK market
    - Earn 2x - 3x margins as a manufacturer of specialty products vs. distributor of commodities
    - As environmental regulations become more stringent, our specialty products provide a much more sustainable model
- Growth opportunities in both organic expansion of current product lines and further M&A to augment specialty products offerings

Plant Nutrient Group

Tons sold historically heaviest in Q2 with modest uptick in Q4

Historical seasonality (tons sold)



Nutra-Flo acquisition significantly driving specialty products growth

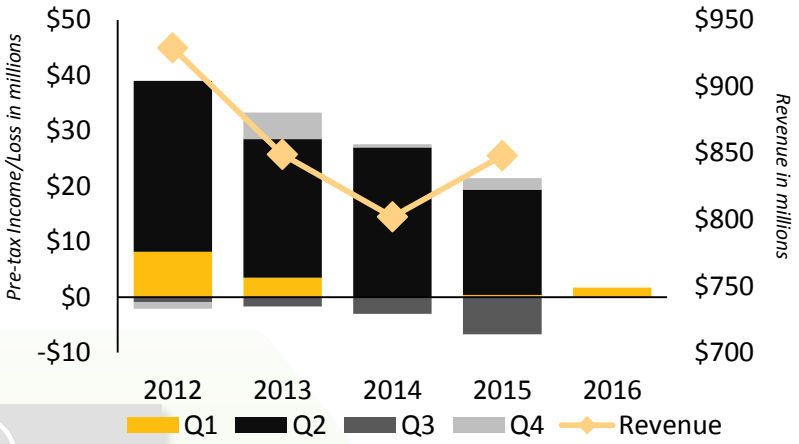
Basic NPK = nitrogen, phosphorous, potassium
Specialty = value added nutrients, low-salt liquid starter fertilizers, micro-nutrients
Other = other farm centers, lawn, cob

Plant Nutrient Group
Financial performance

Q1 Performance

- Basic Nutrients volume had slow start in Q1 due to falling nutrient prices, but ended higher than Q1 '15
- Majority of the Specialty tons increase was due to Nutra-Flo sales
- Lawn sales strong in the quarter, partially offset by lower Cob volume

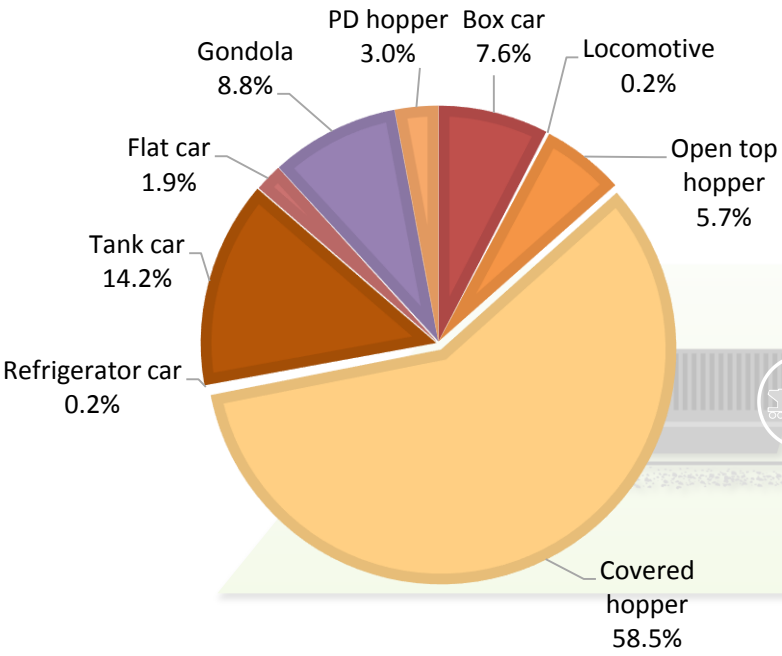
Adjusted Five Year Performance



$ in millions, except margin	*Q1 '16*	*Q1 '15*	*VPY*		*FY '15*
Revenue	**$167.0**	$154.0	$13.0	8.4%	$848.3
Basic nutrient tons	**212**	179	33	18.4%	1,234
Specialty nutrient tons	**119**	88	31	35.2%	398
Other (lawn, cob) tons	**129**	126	3	2.4%	603
Gross profit	**$26.7**	$22.0	$4.7	21.4%	$119.5
Gross profit margin	**16.0%**	14.3%	1.7%	--	14.1%
Group pre-tax income	**$1.7**	$0.4	$1.3	425.0%	$0.1

Rail Group overview
Diversified portfolio

Total railcar fleet by car type



Rail Group origins in Grain

- Grew out of service to Grain customers
- Beginnings in Grain covered hoppers → diversified over time into broad portfolio of equipment types
- Currently provides leasing, repair and management services for a fleet of nearly 23,000 railcars, barges and locomotives
- 17 railcar repair facilities across the United States

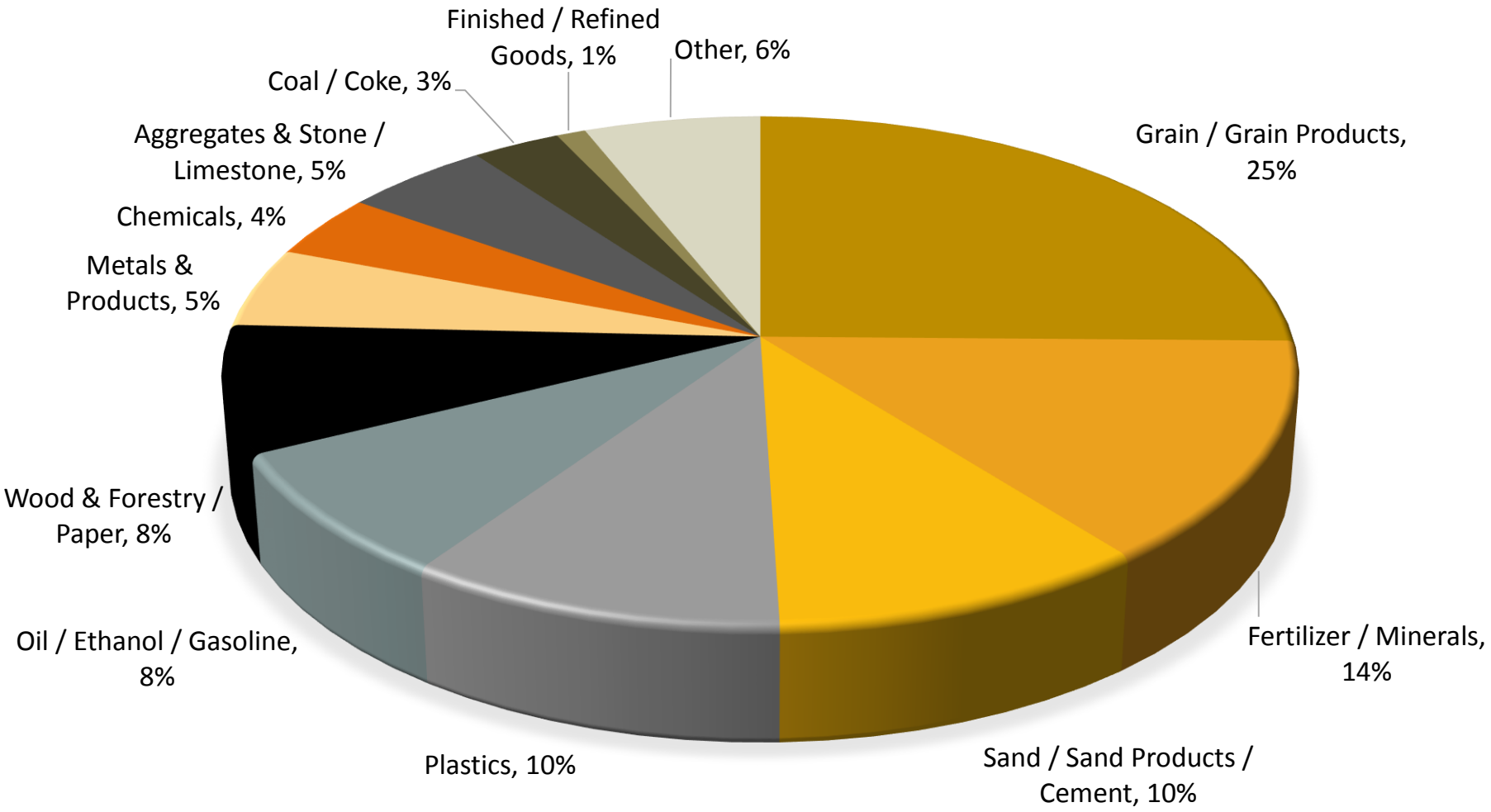
Diversification dampens industry volatility

Rail Group strategy
Continued focus on long-lived assets

- Focus on older cars and repair facilities to drive earnings in a profitable niche
  - Rail cars represent long-lived assets (potentially ~50/65 years) where we can make a good return on the middle to back half of a car's life
- Repair and fabrication capabilities support full service leasing and ability to cater to specific customer needs
- We add value by being more agile for smaller accounts and lease quantities
- Strong portfolio management has positioned the business to better perform through the cycle, including the current downturn
  - Diverse fleet of assets with a wide variety of customers and relatively evenly spread lease maturities which dampens shocks from market demand
- **Strategic direction for growing value:**
  - Opportunistically grow the fleet without losing discipline as a value buyer
  - Seek portfolios of assets and / or businesses that would be attractive acquisitions

Rail Group

Railcar fleet by customer commodity industry



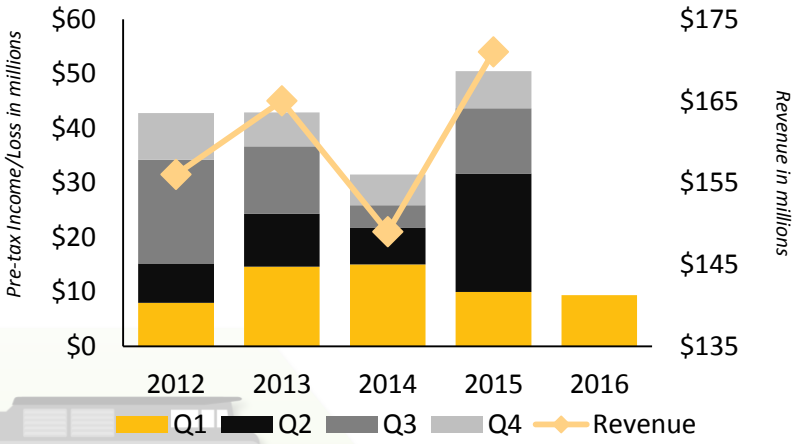
As of Mar. 31, 2016.
~1,800 idle railcars

Rail Group
Financial performance

Q1 Performance

- Diverse portfolio and relatively even spread of lease renewals helping sustained utilization rates
- Lease rates were stable while cost of sales were higher due to increased depreciation on some newer cars
- Lower railcar sales in quarter due to timing
- Growth in repair revenue and earnings
- Redeemed investment in short-line

Adjusted Five Year Performance



$ in millions, except margin	*Q1 '16*	*Q1 '15*	*VPY*	*FY '15*
Revenue	**$39.6**	$44.2	($4.6)	$170.8
Gross profit	**$14.5**	$17.3	($2.8)	$67.7
Gross profit margin	**36.8%**	39.2%	(2.4%)	39.6%
Lease income	**$4.4**	$5.0	($0.6)	$31.5
Railcar sales income	**$2.4**	$4.5	($2.1)	$13.3
Service & other	**$2.6**	$0.8	$1.8	$5.9
Pre-tax income	**$9.4**	$10.3	($0.9)	$50.7
Utilization	**91.5%**	91.8%	(0.3%)	92.4%

Established portfolio of inter-connected businesses

Founded in Grain and positioned to deliver long-term earnings growth with the portfolio and balance sheet to weather industry cycles

Grain Group

- Focused on the farmer
- Providing value added risk management and pricing tools in addition to origination
- Shipper via rail to processors nationwide
- Affiliates extend portfolio reach

Ethanol Group

- Strong link to Grain with 130mm+ of the +500mm bushels that ANDE touches annually
- Leverage market intelligence capabilities across Grain and Ethanol groups
- Customer of Rail Group

Plant Nutrient Group

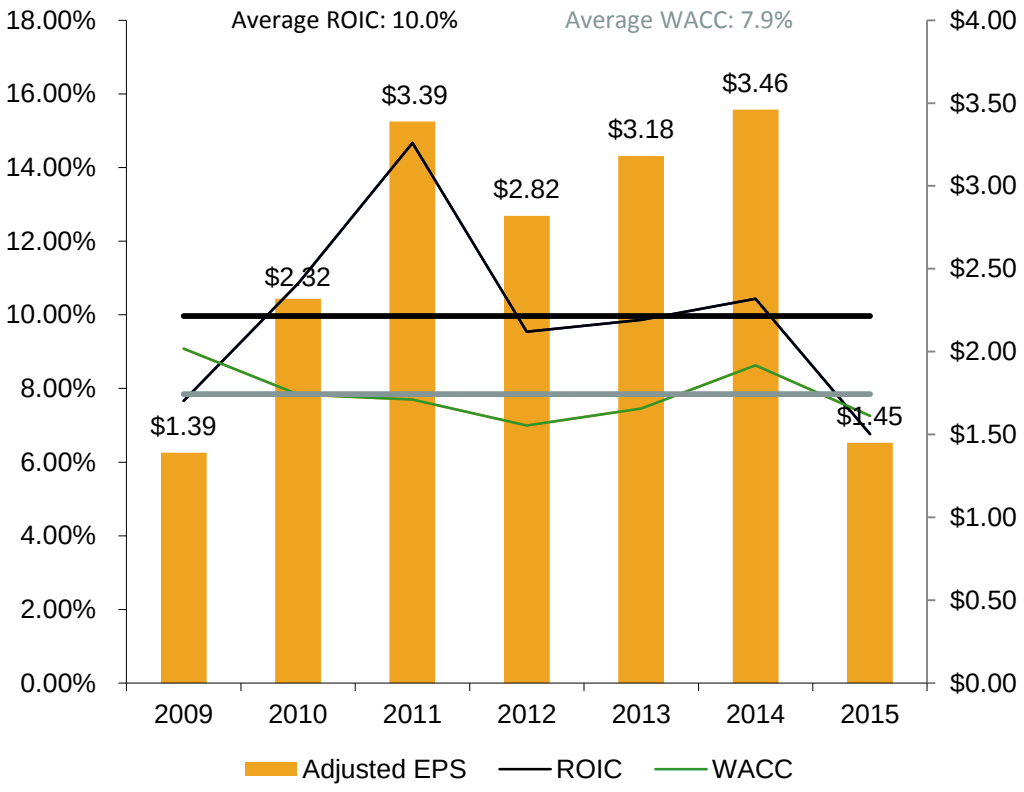
- Strong complement to our Grain business
- Leverages focus on and relationships with farmers
- In many cases, co-located with grain to leverage shared labor in off-setting seasons

Rail Group

- Different economic factors than the agri-businesses, creating portfolio effect and allowing ANDE to be a value buyer in each unit when individual sectors are out of favor

Portfolio provides synergies and balanced performance & cash flows for long term

Power to deliver long-term returns



Portfolio built for the long term . . .

- Portfolio of businesses operating on different cycles
- Strong balance sheet to weather tough markets and capacity to be a value buyer

. . . yielding long-term returns amidst short-term volatility

Proven track record of managing the portfolio for long term returns, through both good and challenging cycles

Note: 2014 and 2015 EPS figures represent non-GAAP adjusted figures. EPS excludes pension settlement, goodwill impairment, and other one-time non-operating gains/losses.

2016 outlook

ANDE Corporate

- Launched initiative to reduce annual run-rate costs by at least $10 million over the next two years

Grain Group

- Impact from poor Eastern Corn Belt crop expected to continue until fall harvest
- Increasing carry-out in US grain supply chain can provide upside in the fourth quarter and next year

Ethanol Group

- Margins improving as we enter summer driving season
- Stable US export volumes being supported by surge in exports to China should support pricing in low gas price environment

Plant Nutrient Group

- High corn acres should support strong basic nutrient sales
- Specialty Products off to good start in second quarter

Rail Group

- Softness in railcar traffic expected to put some pressure on utilization and lease renewal rates

Appendix

The Andersons

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

LT Debt to Capital: Ratio of long-term debt (including current maturities) to total capital defined as LT debt plus total equity

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, Inc. 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, Inc. where title to the grain is transferred to The Andersons, Inc

Bushels Stored for Others: The bushels are stored by The Andersons, Inc. for the owner of the grain for which a storage fee is charged the bushels' owner

Railcar Fleet Utilization: Percentage of railcars and locomotives in leased service

CAGR: Compounded annual growth rate

ROIC: Return on invested capital = (EBITA tax effected at 36% tax rate) / (LT debt + book equity)

WACC: Weighted average cost of capital calculated using levered Barra beta, market cap, and total debt. Includes equity size premium from IBBOTSON

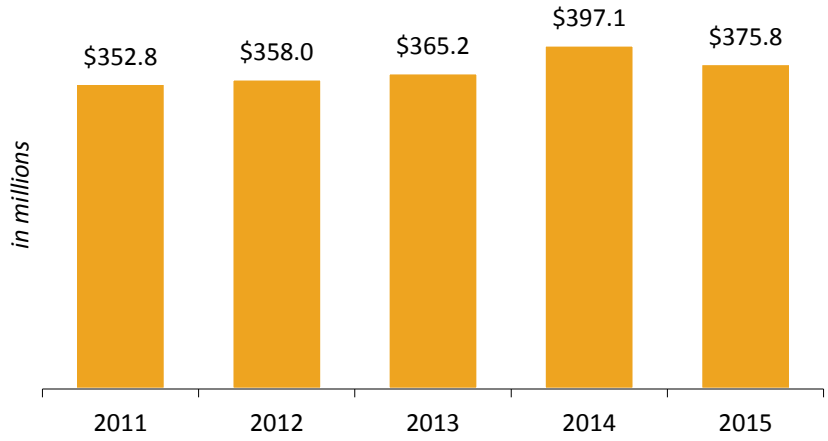
Key financial data

$ in millions, except per share data	*Q1 2016*	*Q1 2015*	*VPY*	*FY 2015*
Net sales	**$887.9**	$918.2	($30.3)	$4,198.5
Gross profit	**$67.8**	$83.3	($15.5)	$375.8
Operating and general expenses	**$79.9**	$78.6	$1.3	$338.1
Equity in earnings/(loss) of affiliates	**($7.0)**	$3.3	($10.3)	$31.9
Pre-tax Income/(loss)	**($22.9)**	$5.0	($27.9)	($11.6)
Net income/(loss) attributable to The Andersons	**($14.7)**	$4.1	($18.8)	($13.1)
Adjusted net income attributable to The Andersons	-	-	-	$41.2
Diluted earnings/(loss) per share (EPS)	**($0.52)**	$0.14	($0.66)	($0.46)
Adjusted EPS (diluted)	-	-	-	$1.45
Depreciation and amortization	**$20.9**	$17.5	$3.4	$78.5
EBITDA	**$6.0**	$28.8	($22.8)	$85.2
Corporate unallocated expenses (adjusted)	**$10.9**	$9.4	$1.5	$31.3
Long-term debt	**$402.4**	$323.3	$79.1	$436.2
Long-term debt-to-equity	**0.52**	0.41	0.11	0.55

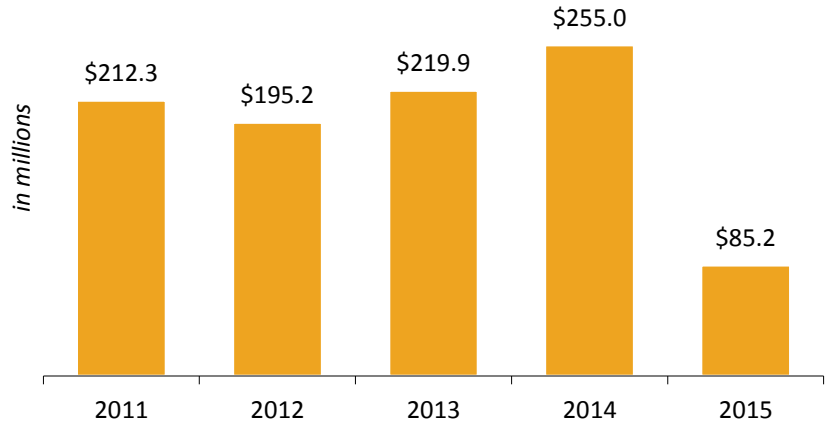
Adjusted net income for 2015 excludes one-time after tax losses of $34.8 million, $31.9 million and $1.9 million in goodwill impairment, pension settlement charges, and one-time acquisition costs, respectively and a $14.3 million after-tax gain on the partial redemption of our LTG investment. Adjusted net income for 2014 excludes a $10.7 million gain from the partial redemption of LTG

Five-year history (as reported)

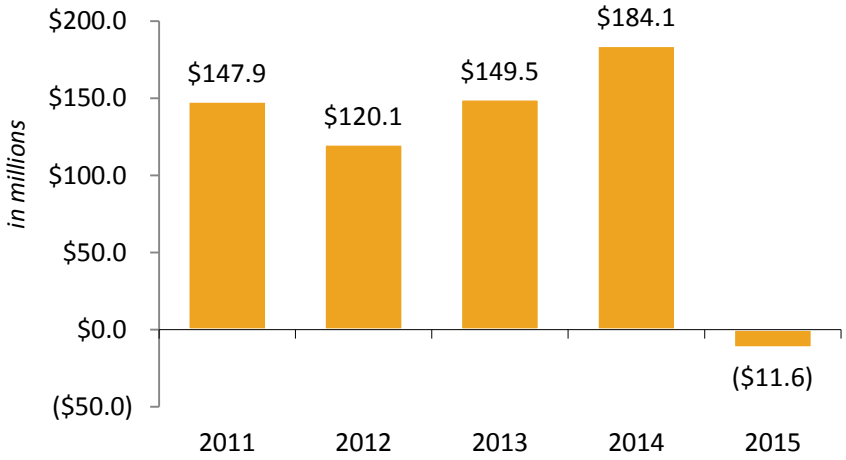
Gross profit



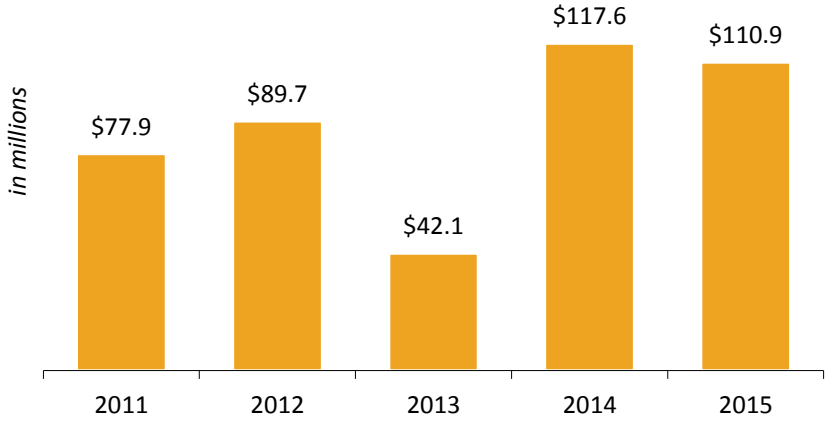
EBITDA



Pre-tax income



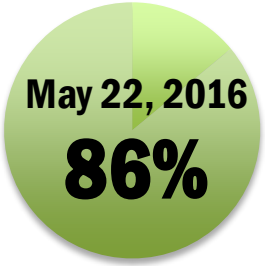
Capital expenditure

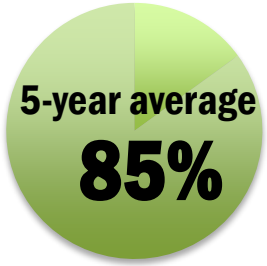


Note: CapEx includes net railcar purchases

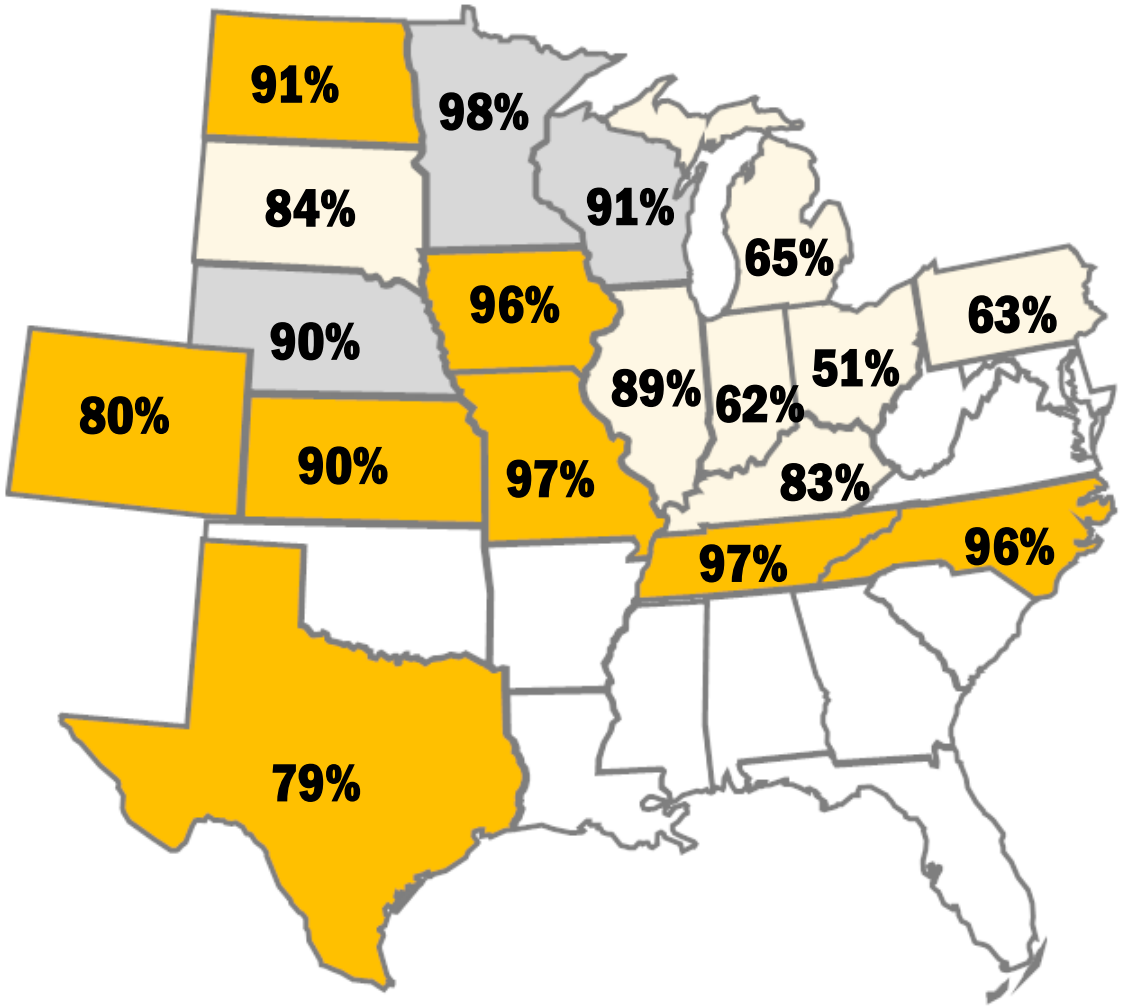
US corn planting progress

Ahead of 5-year averages





Percentages completed by state

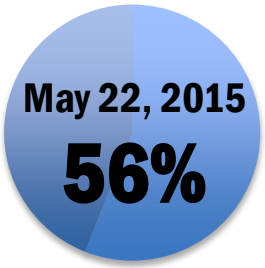


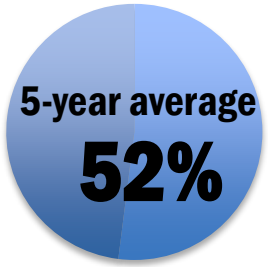
Gold shaded states ahead of '15
Light shaded states behind '15
Gray shaded states same as '15

Source: USDA

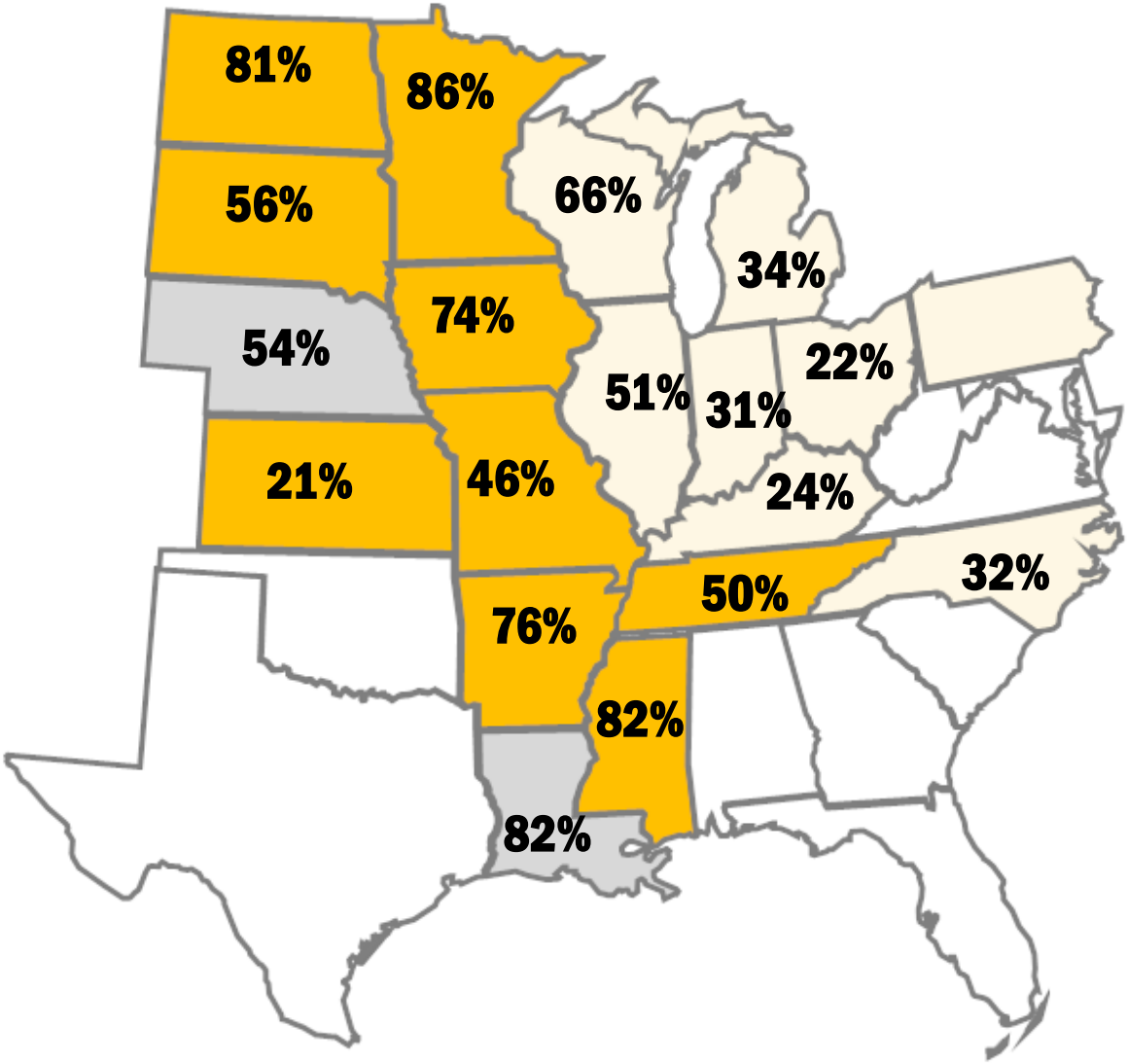
US soybean planting progress

Ahead of 5-year averages





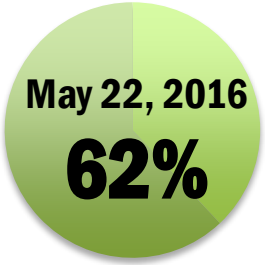
Percentages completed by state

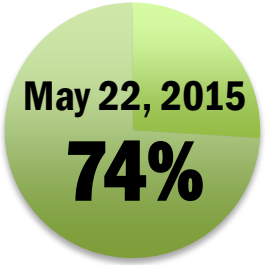


Gold shaded states ahead of '15
Light shaded states behind '15
Gray shaded states same as '15

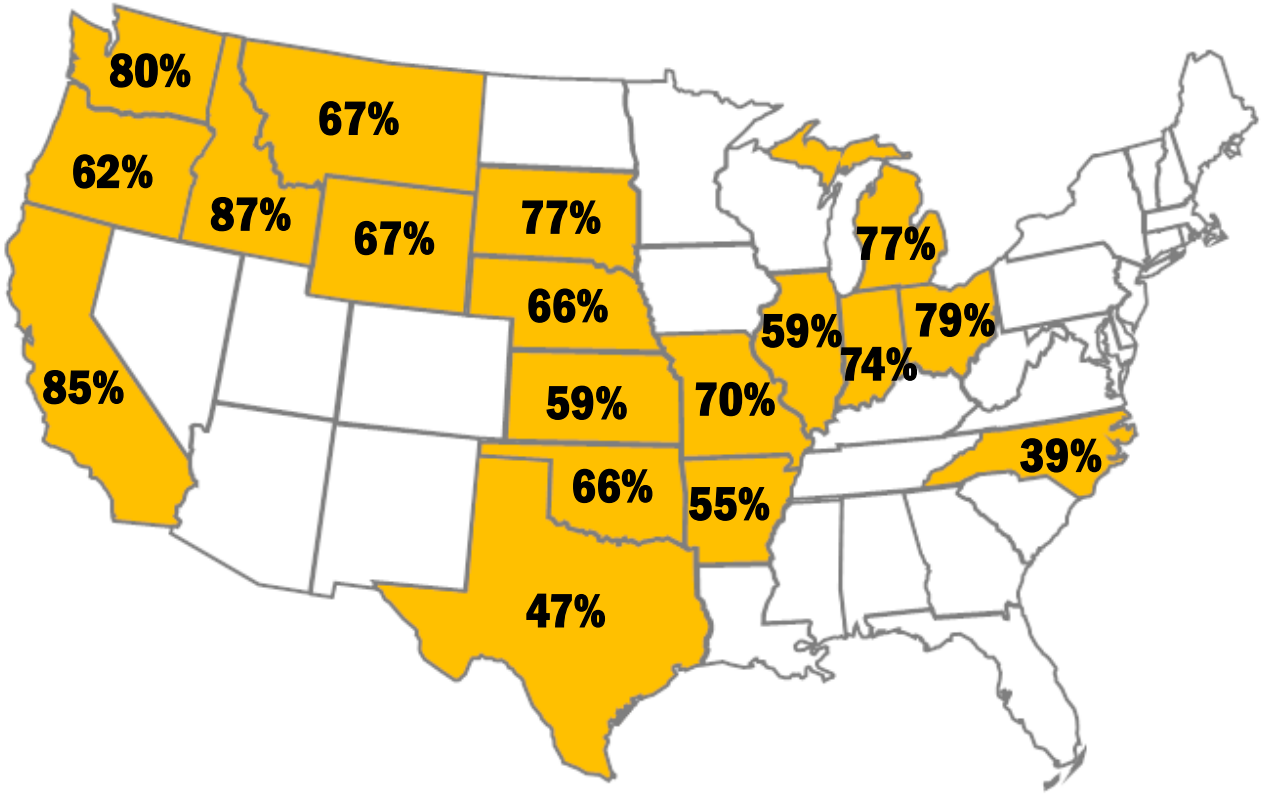
Source: USDA

US winter wheat condition





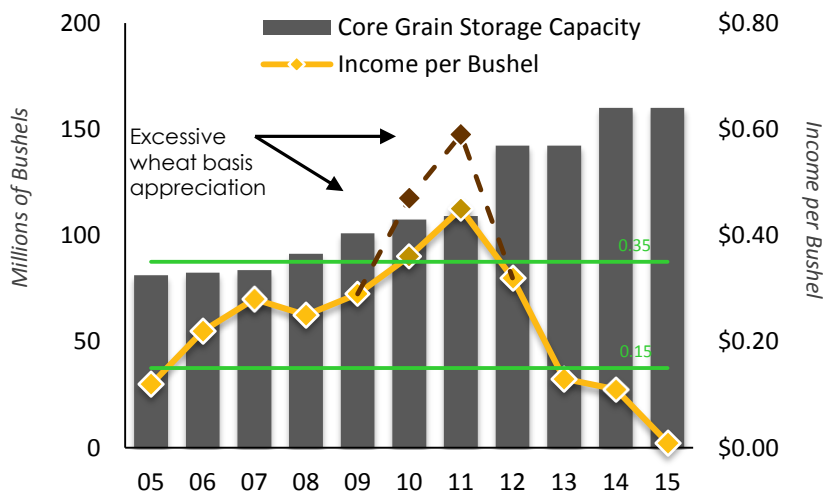
Rated good-to-excellent by state



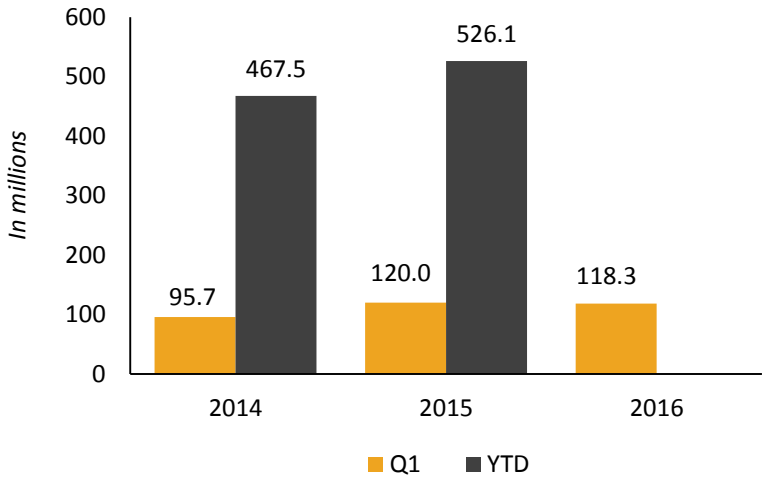
Source: USDA

Grain Group

Grain storage capacity



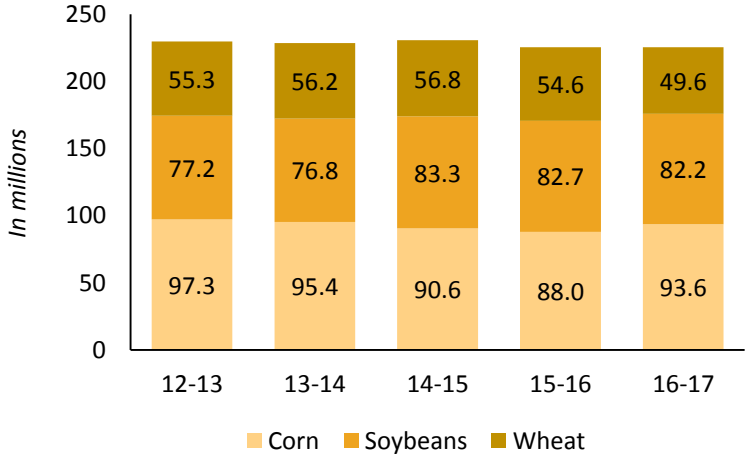
Bushels sold



Grain inventory

In millions	*Q1 '14*	*Q1 '15*	*Q1 '16*
Bushels owned	83.9	99.8	**101.4**
Bushels stored for others	5.6	1.8	**2.8**
Total bushel inventory	89.4	101.6	**104.2**

US planted acres



US storage capacity / supply impact

Storage capacity utilization[a]

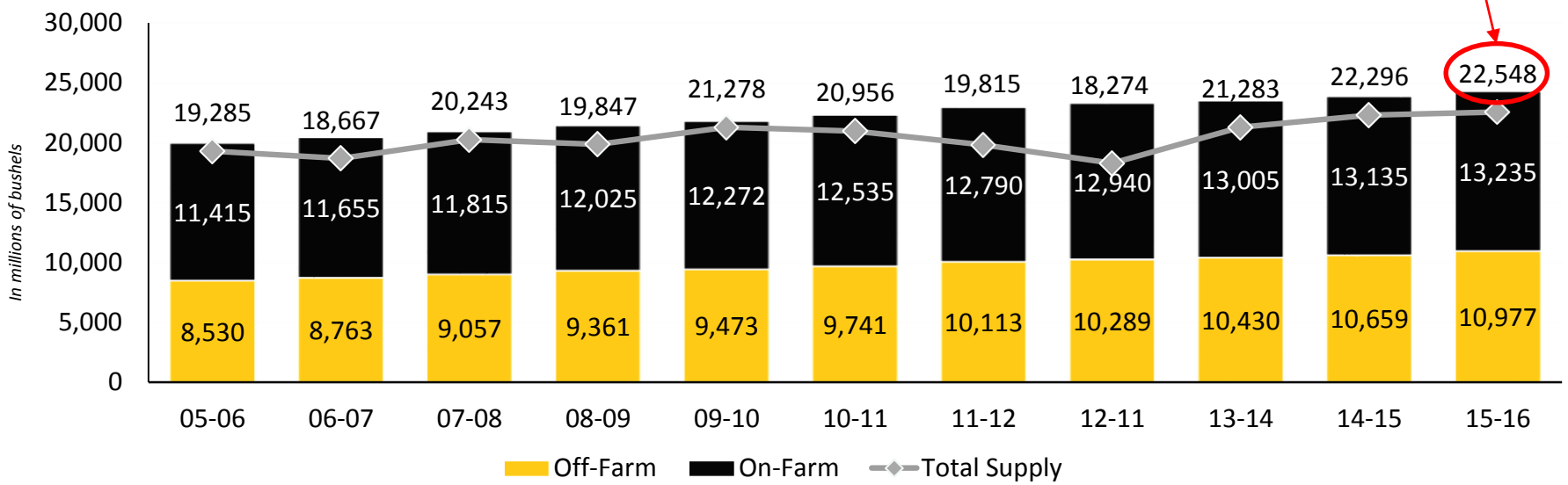
In billions of bushels

Crop year	*05-06*	*06-07*	*07-08*	*08-09*	*09-10*	*10-11*	*11-12*	*12-13*	*13-14*	*14-15*	*15-16*
Supply[b]	19.3	18.7	20.3	19.8	21.3	21.0	19.8	18.3	21.3	22.3	22.5
Capacity	19.9	20.6	20.9	21.4	21.8	22.3	22.9	23.2	23.5	23.8	24.2
Utilization[a]	97%	91%	97%	93%	98%	94%	86%	79%	91%	94%	93%
Carry out	3.0	2.4	2.1	2.5	2.8	2.2	1.9	1.7	1.9	2.7	3.3

(a) Storage capacity utilization = Total supply[b]/total storage capacity
(b) Total supply = corn, soybeans, wheat

Estimated 16-17 supply: 23.3

Forecast



Source: PRX (The ProExporter Network), USDA

US storage capacity

2015 total US commercial (off-farm) storage capacity of 10,977 million bushels, and 13,235 million on-farm storage

In thousands of bushels

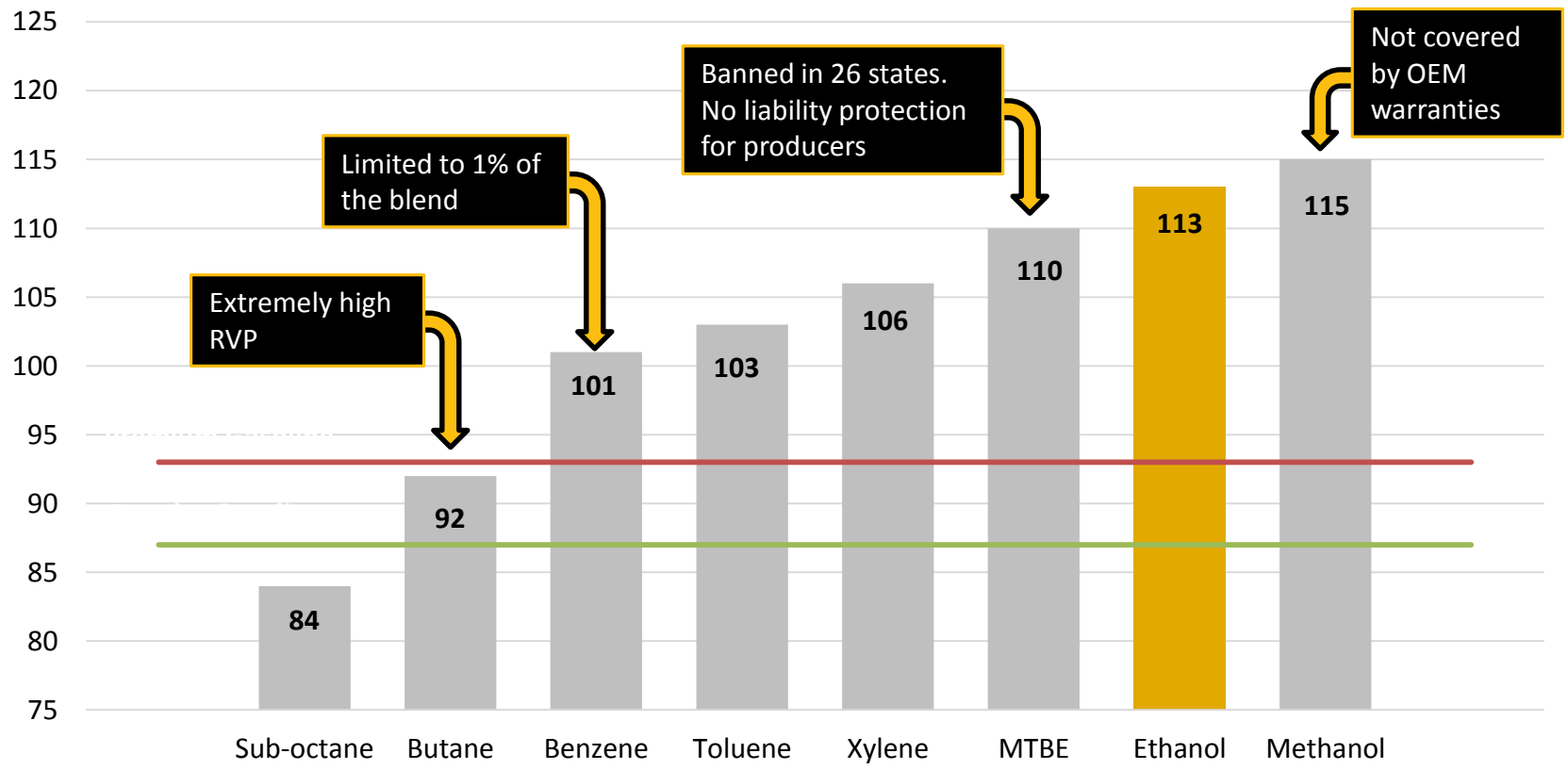
State	Off-farm Storage Capacity	The Andersons Storage Capacity	The Andersons Percentage
Ohio	425,000	41,623	9.8%
Michigan	220,000	34,691	15.6%
Indiana	526,000	28,125	5.0%
Illinois	1,470,000	13,389	0.9%
Nebraska	928,940	12,107	1.4%
Iowa	1,500,000	*2,600	0.2%
Tennessee	66,000	12,675	20.4%
Texas	640,000	1,547	0.2%
TOTAL	5,775,940	**147,350	2.6%

*Iowa total after sale of 8 facilities in Q2 '16
**Does not include Tennessee facility under construction
Source: USDA

Ethanol Group investments 2006-2015

Investment	Date	Name Plate Capacity	Est. bushels processed	Est. DDGS production	Ownership
The Andersons Albion Ethanol **PRE-EXPANSION**	Dec., 2015	55 MMGY	20 million	155,000 tons	53%
The Andersons Denison Ethanol	May, 2012	55 MMGY	20 million	155,000 tons	85%
The Andersons Marathon Ethanol	Feb., 2008	110 MMGY	40 million	330,000 tons	Effective 33% (50% with 17% minority investor)
The Andersons Clymers Ethanol	Apr., 2007	110 MMGY	40 million	310,000 tons	38%
The Andersons Albion Ethanol	Aug., 2006	55 MMGY	20 million	155 ,000 tons	53%
TOTAL		**385 MMGY**	**140 million**	**1,105,000 tons**	

Sources of octane



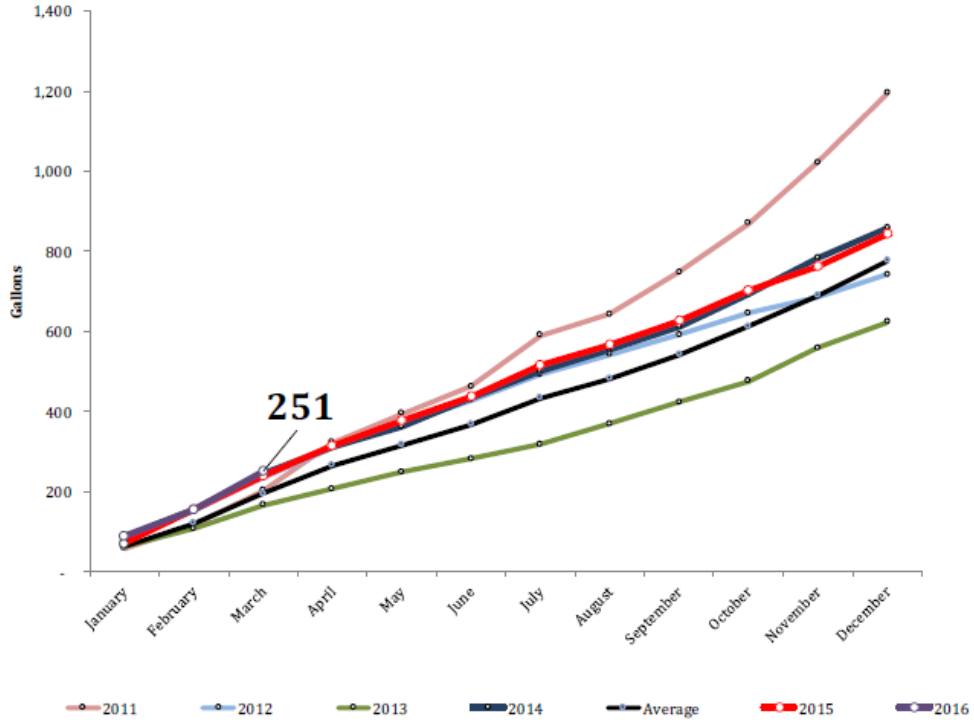
Demand driven by economic, clean source of octane

Source: U.S Department of Energy, National Renewable Energy Lab

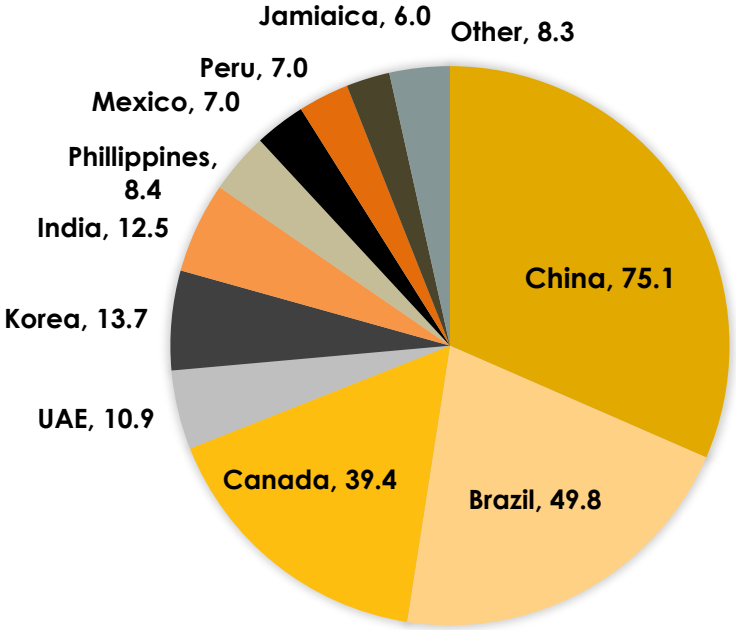
US ethanol exports

Exports tracking to last year's levels

Cumulative US ethanol exports



2016 ethanol exports by destination (million gallons)



2016 gross exports expected to be 800 million – 1 billion gallons

Source: EIA

Ethanol Group

- Ethanol is a low cost, clean burning, high octane, renewable fuel product
- Global supply and demand charts are relevant

Ethanol facts:

- 1 ton of corn =~ 96.4 gallons of ethanol
- 1 ton of corn in the ethanol process also produces:
  - ~ 643 lbs of distillers dried grain for livestock feed
  - ~ 18 lbs of corn oil
  - ~ 643 lbs of CO_2

Energy Act of 2007 –

Renewable Fuels Standard

- 2012: 13.2 billion gallons
- 2013: 13.8 billion gallons
- 2014: 14.4 billion gallons
- 2015: 15.0 billion gallons

Global ethanol mandates by country:

South America
Brazil 27%
Chile 5%
Columbia 10%
Costa Rica 7%
Jamaica 10%
Panama 5%
Paraguay 24%
Peru 8%
Uruguay 5%

North America
Canada 5%
United States 10%
Mexico 2%

Europe
Austria 3%
Belgium 10%
Czech Rep. 5%
Denmark 5%
France 7%
Germany 3%
Hungary 4%
Italy 5%
Latvia 5%
Lithuania 5%
Luxembourg 2%
Malta 1%
Netherlands 3%
Norway 5%
Portugal 5%
Romania 6%
Slovakia 3%
Spain 4%
Sweden 5%
Turkey 3%
United Kingdom 4%

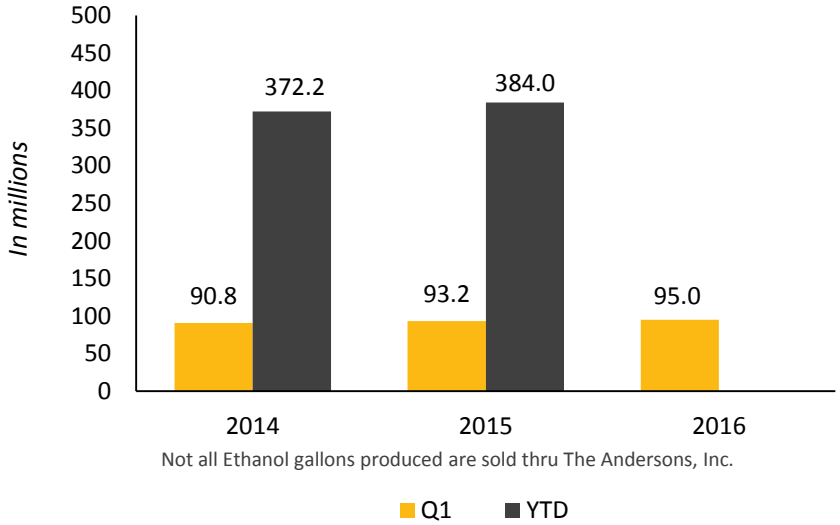
Africa
Angola 10%
Ethiopia 5%
Kenya 10%
Malawi 10%
Mozambique 10%
Nigeria 5%
Sudan 10%
Zambia 10%
Zimbabwe 10%

Asia
China 10%
Fiji 5%-10%
India 5%
Indonesia 3%
Japan3%
Philippines 10%
South Korea 2%
Thailand 5%

Australia
New South Wales 6%

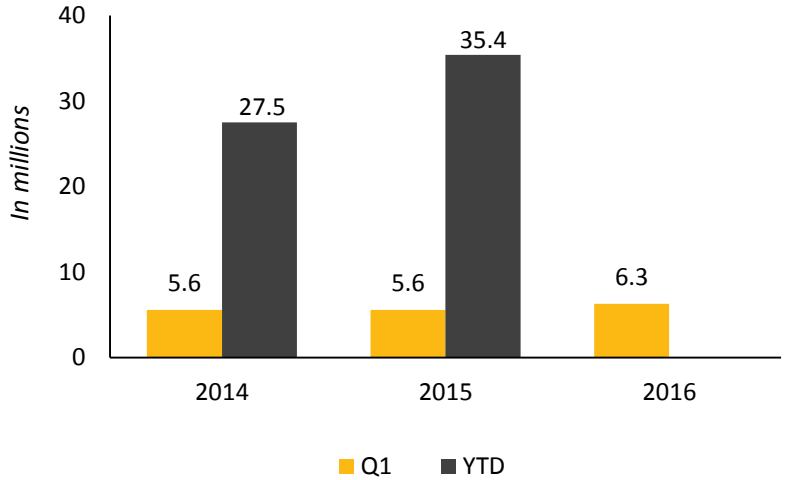
Ethanol Group

Ethanol gallons produced

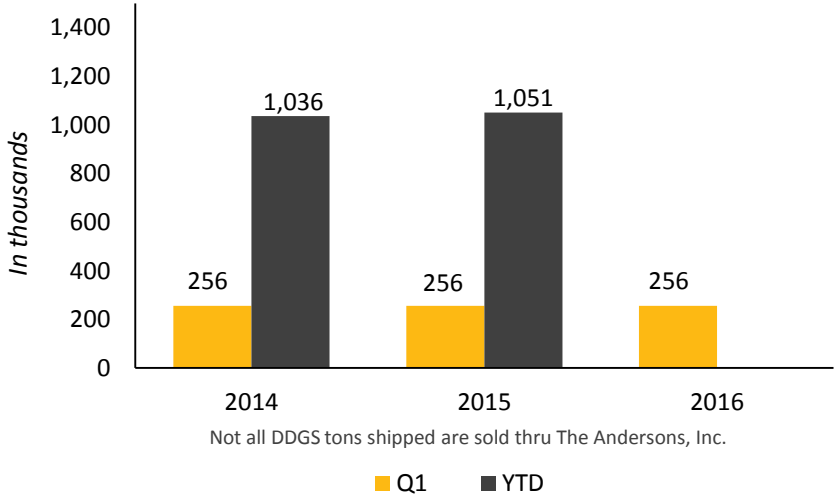


Not all Ethanol gallons produced are sold thru The Andersons, Inc.

E-85 gallons shipped

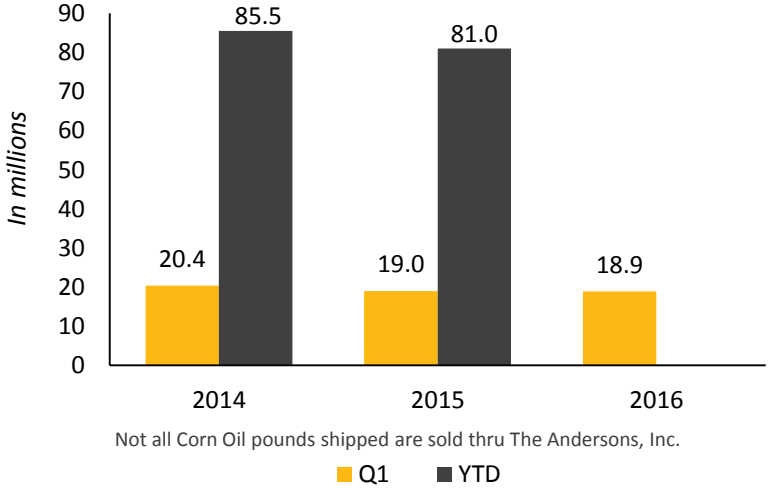


DDG tons shipped



Not all DDGS tons shipped are sold thru The Andersons, Inc.

Corn oil pounds shipped



Not all Corn Oil pounds shipped are sold thru The Andersons, Inc.

Life cycle of nutrients

Spring pre-planting | **Spring & summer growing season** | **Fall post-harvest**

Pre-Season

- Agronomy Testing
- Base load of NPK Application
- Micro Nutrient Application

Planting

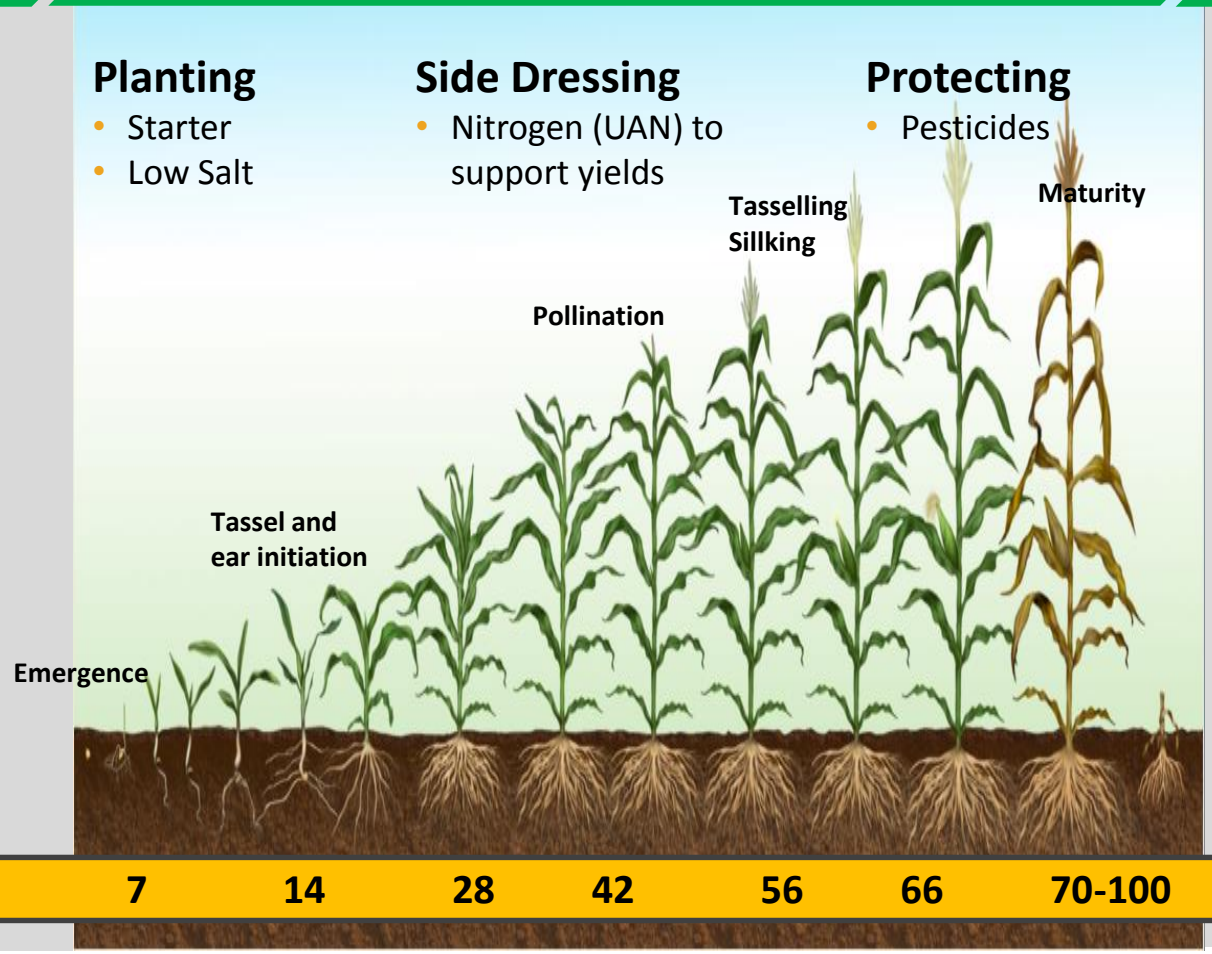
- Starter
- Low Salt

Side Dressing

- Nitrogen (UAN) to support yields

Protecting

- Pesticides



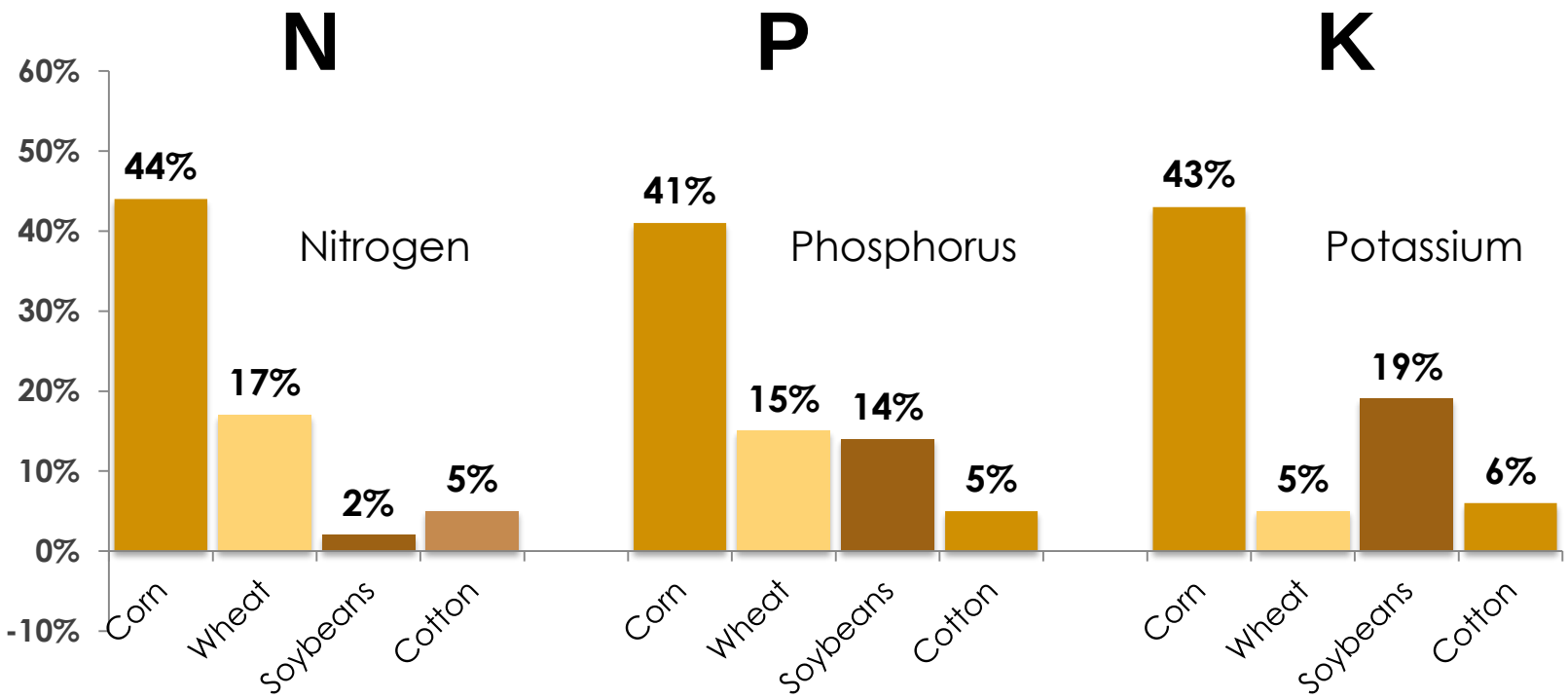
Post-Season

- Agronomy Testing
- Base load of NPK Application
- Micro Nutrient Application

Days Growth	7	14	28	42	56	66	70-100

Nutrient demand

Crop nutrient (N,P,K) use is highest for Corn

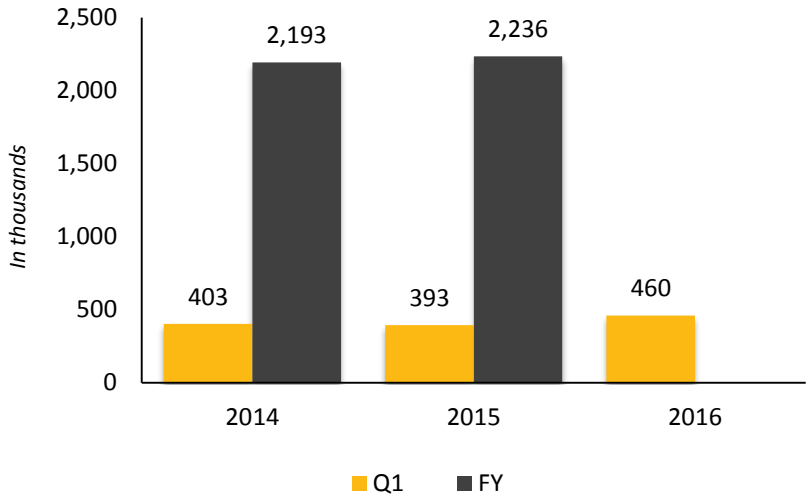


Strong corn acreage supports NPK demand

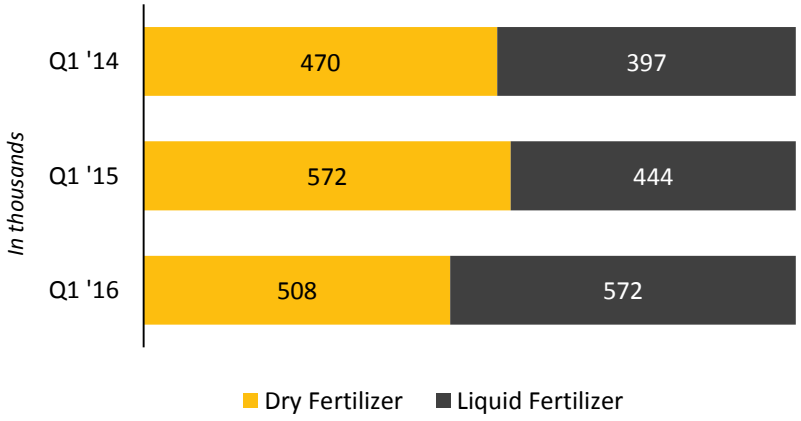
Plant Nutrient Group

- Geographical footprint growth extends participation in core markets throughout the Midwest and Southeast
- Expanding markets and enlarging range of products and services for customers
- Acquired Kay Flo Industries, 2015
- Manufactures granular lawn fertilizer, pesticides and ice-melt products for major retailers throughout the US ContacDG®, known as NutriDG® internationally
- Manufactures corncob-based products for a variety of uses including animal bedding and private-label cat litter products for Arm & Hammer®

Sales and Service Volume in Tons



Storage Capacity



Rail Group earnings power

Lease income

$ in millions	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q1 '16
Average # of Assets	22,295	22,148	22,066	22,285	22,789	22,972	23,301	22,916	23,026
Beginning $ on BS	$240.6	$237.5	$242.1	$245.8	$297.7	$313.1	$330.8	$347.1	$338.1
Average % Utilization	88.4%	89.3%	89.9%	90.3%	91.8%	93.5%	91.6%	92.7%	91.5%
Lease Income	$4.2	$3.7	$1.8	$3.9	$5.0	$15.6	$6.4	$4.5	$4.3

Remarketing income

$ in millions	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q1 '16
Asset Sale Income	$10.8	$2.5	$1.4	$1.2	$4.5	$4.7	$3.2	$0.8	$2.4

Service & other income

$ in millions	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q1 '16
Pre-tax Income	$0	$0.5	$1.0	$0.5	$0.8	$1.4	$2.3	$1.5	$2.7

Total rail income

$ in millions	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q1 '16
Revenue	$52.3	$33.4	$32.0	$31.2	$44.2	$45.5	$44.8	$36.4	$39.6
Gross Profit	$21.9	$13.9	$10.8	$13.2	$17.3	$18.2	$17.5	$14.6	$14.6
Gross Profit Margin	41.9%	41.6%	33.8%	42.2%	39.2%	40.1%	39.1%	40.1%	36.8%
Pre-tax Income	$15.0	$6.7	$4.2	$5.6	$10.3	$21.7	$23.2	$6.8	$9.4

Rail Group earnings power – five year

Sources of Income

- Generate lease income from long lived assets
- Maximize value by remarketing assets opportunistically
- Provide repair services embedded in leases and to third parties

Lease income

$ in millions	2011	2012	2013	2014	2015
Average # of Assets	22,265	23,019	22,990	22,199	23,017
Beginning $ on BS	$168.5	$197.1	$228.3	$240.6	$297.7
Average % Utilization	84.6%	84.6%	86.1%	89.5%	92.4%
Lease Income	($1.8)	$13.4	$18.9	$13.6	$31.5

Remarketing Income

$ in millions	2011	2012	2013	2014	2015
Asset Sale Income	$8.4	$23.7	$19.4	$15.8	$13.3

Service & Other Income

$ in millions	2011	2012	2013	2014	2015
Rail Services & Other	$3.2	$5.7	$4.5	$2.0	$5.9

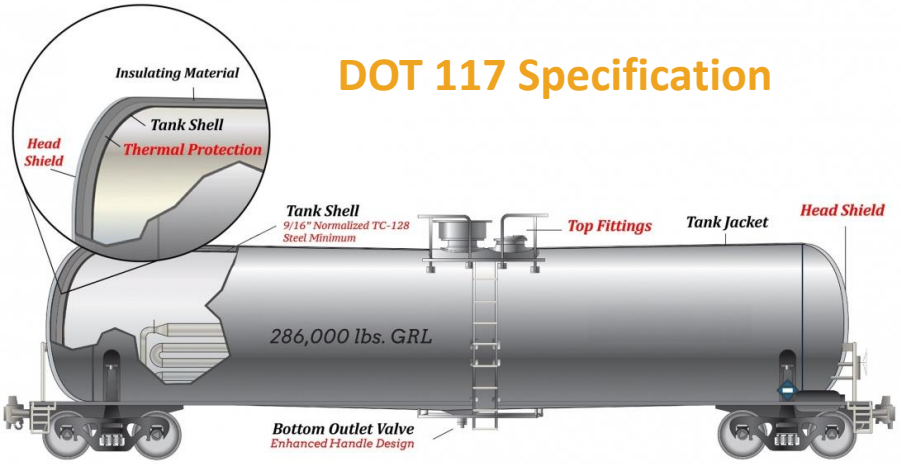
Total Rail Income

$ in millions	2011	2012	2013	2014	2015
Revenue	$107.4	$156.4	$164.8	$149.0	$170.8
Gross Profit	$24.8	$56.7	$58.9	$59.8	$67.7
Gross Profit %	23.1%	36.3%	35.7%	40.1%	39.6%
Pre-tax Income	$9.8	$42.8	$42.8	$31.4	$50.7

Tank car regulations

- Tank cars constructed after October 1, 2015 are required to meet new DOT Specification 117 design of performance criteria for use in an High-Hazard Flammable Train (HHFT)
- Existing tank cars must be retrofitted in accordance with the DOT-prescribed retrofit design or performance standard for use in HHFT
- Retrofits must be completed based on a mandated schedule. The retrofit timeline focuses on two risk factors, the packing group and differing types of DOT-111 and CPC-1231 tank car
- A retrofit reporting requirement is triggered of consignees owning or leasing tank cars covered under this rulemaking do not meet the initial retrofit milestone
- Less than 10% of ANDE's fleet is subject to these regulations; decisions will not need to be made for several years

DOT 117 Specification



Safety enhancements of DOT Specification 117 Tank Car:

Full-height ½ inch thick head shield
Tank shell thickness increased to 9/16 inch minimum TC-128 Grade B, normalized steel
Thermal protection
Minimum 11-gauge jacket
Top fittings protection
Enhanced bottom outlet handle design to prevent unintended actuation during a train accident

Timeline for the Retrofit of Affected Tank Cars for Use in North American HHFTs

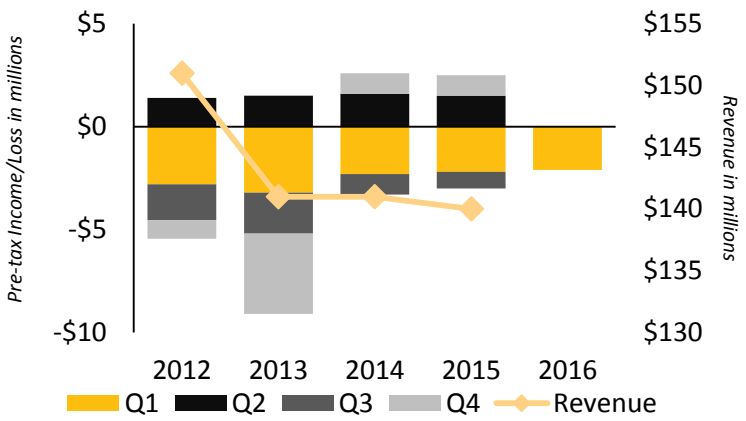
Tank Car Type / Service	US Retrofit Deadline*	Tank Car Type / Service	TC Retrofit Deadline
Non Jacketed DOT-111 tank cars in PG I service	(January 1, 2017)[1] January 1, 2018	Non Jacketed DOT-111 tank cars in Crude Oil service	May 1, 2017
Jacketed DOT-111 tank cars in PG I	March 1, 2018	Jacketed DOT-111 tank cars in Crude Oil service	March 1, 2018
Non Jacketed CPC-1232 tank cars in PG I service	April 1, 2020	Non Jacketed CPC-1232 tank cars in Crude Oil service	April 1, 2020
Non Jacketed DOT-111 tank cars in PG II service	May 1, 2023	Non Jacketed DOT-111 tank cars in Ethanol service	May 1, 2023
Jacketed DOT-111 tank cars in PG II service	May 1, 2023	Jacketed DOT-111 tank cars in Ethanol service	May 1, 2023
Non Jacketed CPC-1232 tank cars in PG II service	July 1, 2023	Non Jacketed CPC-1232 tank cars in Ethanol service	July 1, 2023
Jacketed CPC-1232 tank cars in PG I and PG II service and all remaining tank cars carrying PG III materials in an HHFT (pressure relief valve and valve handles).	May 1, 2025	Jacketed CPC-1232 tank cars in in Crude and Ethanol service and all remaining tank cars carrying PG III materials in an HHFT (pressure relief valve and valve handles).	May 1, 2025

Retail Group
Financial performance

Q1 Performance

- Early Easter offset lower sales of outerwear and snow removal items due to mild winter
- We have already shuttered underperforming sites and are close to returning the group to profitability

Adjusted Five Year Performance



$ in millions, except margin	*Q1 '16*	*Q1 '15*	*VPY*		*FY '15*
Revenue	**$27.8**	$28.6	($0.8)	(2.8%)	$139.5
Group pre-tax income	**($2.1)**	($2.2)	$0.1		($0.5)

Time Line

1940s

The Andersons Truck Terminal (ATT) founded by Harold & Margaret Anderson in 1947.

ATT is established as an operating partnership by Harold & Margaret and their six children.

1947, Grain terminal built with nine truck bays for rapid turnaround and better service to farmers.

1950s

The Andersons Warehouse Market opens as the first retail store in 1952.

Grain drier building built in 1952.

Three million bushels of grain storage added, known nationally as "The Big Pour" in 1953.

1958, Ear corn and cob milling facilities are added.

First fertilizer blending begins in 1959.

Ten million bushels of grain storage added (steel tanks) in Maumee, 1959.

1960s

In 1960, the first deep-water grain loading facility on the U.S. side of the Great Lakes is opened by The Andersons.

Garden Center opens in Maumee, 1961.

Largest steel tank grain storage installation in North America is constructed in Maumee in 1964.

Lawn Products business begins in 1964.

Garden Center opens in Dublin, OH, 1967.

Twelve million bushel grain elevator built in Champaign, IL. in 1968.

Unit trains began hauling grain to North Atlantic ports from Maumee, 1968.

John Anderson becomes Managing Partner.

1970s

New General store built in Maumee, 1972.

Unit train grain shipments head to Gulf ports from Champaign, IL.

Four million bushel grain elevator built in Delphi, IN. in 1975.

Cob mill added at Delphi, IN in 1976.

Unit train fertilizer shipments arrive from western U.S. and Canada, 1977.

Grain receipts almost triple and the river elevator expanded.

1980s

Grain elevators added
- Albion and White Pigeon, MI 1981
- Dunkirk, IN 1983.

Open General Stores
- Toledo, OH 1984
- Columbus, OH 1986
- Columbus, OH 1987.

Fertilizer facilities added…
- Champaign, IL. 1983
- Dunkirk, IN. 1984
- Webberville, MI. 1985.

Major Lawn Fertilizer expansion in 1983.

Liquid fertilizer facilities open on the Maumee River in 1987.

Enter railcar leasing market in 1989.

1990s

1st Railcar repair shop built Maumee, 1991.

1996 Mike Anderson named CEO.

The Andersons, Inc. is incorporated and is first listed on NASDAQ on Feb. 20, 1996.

Grain and liquid storage facilites are acquired in Clymers, Walton, Logansport, Seymour, North Manchester and Waterloo, IN.

2000s

•Significantly expanded the railcar fleet and added repair shops in Georgia, South Carolina, Mississippi, and Utah.

Initial investment in Lansing Trade Group, 2003.

Entered the ethanol business, overseeing the construction and operation of three plants and providing corn originations and DDG marketing.
- Albion, MI 2006
- Clymers, IN 2007
- Greenville, OH 2008.

Issued additional shares in the form of a 2-for-1 stock split and follow-on offering in 2006.

Expanded professional turf products.

Added $200 million in new term debt in 2006.

Opened specialty foods store, Sylvania, OH 2007.

Fertilizer acquisitions
- 2008 Douglass Fertilizer Florida and Puerto Rico.
- 2008 Mineral Processing Pelleted Lime Ohio, Illinois, and Nebraska.
- 2009 Hartung Brothers Fertilizer Division

2010

Open railcar repair shops in Henderson, NV. , Woodland, CA. and Manly, IA.

Purchased O'Malley Grain facilities in Mansfield, IL. and Fairmont, NE.

Iowa Northern Railway investment in 2010.

Acquired 84 Grain facilities in Kearney and Riverdale NE., and assumed leased facility in

Opened railcar repair facilities in Aberdeen, WA and San Diego, CA.

2011

Record Earnings Per Share of $5.09

Record EBITDA of $212.3 million

The Grain and Plant Nutrient groups both acheived record earnings, and Ethanol Group second best earnings

Plant Nutrient Group acquired Immokalee Farmers Supply, Immokalee, FL

2012

Achieved record first quarter net income of $18.4 million, or $0.98 per diluted shares

Record operating income for both Grain and Rail groups

Acquired New Eezy Gro Inc., Carey, OH and Sycamore, OH

The Andersons Denison Ethanol LLC acquired ethanol plant in Denison, IA

Opened newly constructed 3.8 million bushel grain elevator facility in Anselmo, NE.

Purchased substantially all assets of Mt. Pulaski Products, LLC.

Began construction of 27,300 square-foot railcar paint and blast shop

Purchased 12 grain facilities in Iowa and Tennessee from Green Plains Grain Company LLC.

2013

Opened 14th railcar repair facility, Romulus, NY

Opened newly constructed state-of-the-art 27,000 square ft. railcar paint facility in Maumee, OH

Along with Lansing Trade Group, LLC acquired Thompsons Limited. a grain and food-grade bean handler and agronomy input provider with 11 facilities in southern Ontario and one facility in Minnesota

Acquired Mile Rail, LLC, a railcar repair and cleaning provider headquartered in Kansas City, Missouri, along with locations in Nebraska and Indiana. In addition a midwest footprint with mobile units

Acquired Cycle Group, Inc., a granular manufacturer in North Carolina

2014

Acquired United Grain LLC. and Keller Grain Inc., two San Antonio,Texas based food grade corn companies

Purchased Auburn Bean & Grain of Auburn, Michigan. Six grain and four agronomy locations

2015

Acquied Kay Flo Industries, a leading fertilizer manufacturing and distributior. Three facailities located in Iowa

And Beyond