The Andersons®

Serving for 75 Years

2022 ANNUAL REPORT

FINANCIAL HIGHLIGHTS

OPERATING RESULTS (IN MILLIONS)

	2022	2021	% Change
Sales and merchandising revenues	**$17,325**	$12,612	37 %
Gross profit	**684**	593	15 %
Operating, administrative, and general expenses	**467**	432	8 %
Income before income taxes from continuing operations	**195**	161	21 %
Net income attributable to The Andersons, Inc. from continuing operations	**119**	100	19 %
Earnings before interest, taxes, depreciation, and amortization from continuing operations (EBITDA)[1]	**386**	355	9 %
Cash provided by (used in) operating activities	**287**	(51)	663 %

FINANCIAL POSITION (IN MILLIONS)

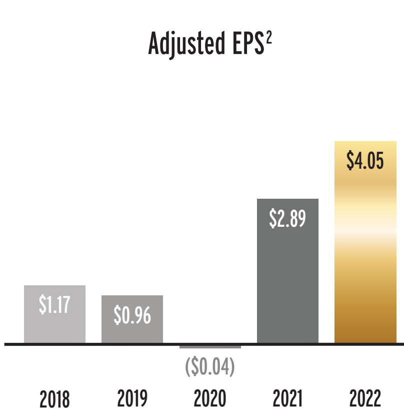
	2022	2021	% Change
Total assets	**$4,608**	$4,569	1 %
Working capital from continuing operations	**942**	901	5 %
Readily marketable inventories	**1,309**	1,411	(7) %
Short-term debt	**273**	502	(46) %
Long-term debt, including current maturities of long-term debt	**603**	633	(5) %
Total equity	**1,430**	1,308	9 %

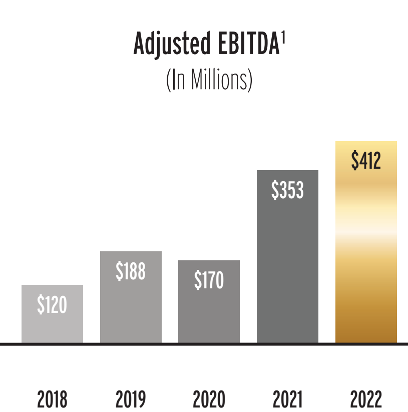
PER SHARE DATA

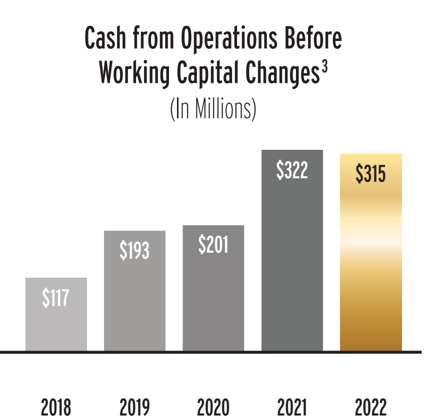
	2022	2021	% Change
Diluted earnings from continuing operations	**$3.46**	$2.94	18 %
Dividends declared	**0.725**	0.705	3 %
Year-end market value	**34.99**	38.71	(10) %

RATIOS AND OTHER DATA

	2022	2021	% Change
Long-term debt, including current maturities to Adjusted EBITDA[1]	**1.46**	1.79	(18) %
Diluted weighted-average shares outstanding (in thousands)	**34,422**	33,855	2 %
Effective tax rate from continuing operations	**20 %**	18 %	12 %







[1] EBITDA and Adjusted EBITDA are both non-GAAP financial measures. EBITDA is calculated as interest expense, tax expense, depreciation, and amortization added back to net income (loss) from continuing operations. Reconciliations of EBITDA and Adjusted EBITDA to net income from continuing operations can be found in our fourth quarter earnings release and investor presentation posted to the Investor Relations webpage at https://investors.andersonsinc.com/presentations.

[2] Adjusted EPS is a non-GAAP financial measure. The measure excludes after-tax charges for asset impairments (including equity method investments), damaged inventories and after-tax gains on asset sales for 2022; after-tax charges for acquisition costs, asset impairments, loss on a cost method investment and a gain on the sale of a business for 2021; after-tax charges for severance and acquisition costs as well as income tax benefits resulting from the Coronavirus Aid, Relief, and Economic Security (CARES) Act for 2020; after-tax charges for acquisition costs, asset impairments (including equity method investments) and after-tax gains on asset sales (including equity method investments) for 2019; and after-tax charges for acquisition costs for 2018. A statutory tax rate of 25% was used to approximate the earnings from continuing operations after the removal of the Rail segment in 2018.

[3] Cash from operations before working capital changes is a non-GAAP financial measure. This measure is calculated by adding back changes in working capital to cash provided by (used in) operating activities as stated in the audited statement of cash flows. Reconciliations of Cash from operations before working capital changes to Cash provided by (used in) operating activities can be found in our fourth quarter earnings release and investor presentation posted to the Investor Relations webpage at https://investors.andersonsinc.com/presentations.

DEAR SHAREHOLDERS AND FRIENDS,

We are pleased to report record earnings for 2022, a year in which we celebrated our 75th anniversary and reflected on our history. We are proud of our position in the ag supply chain and will continue to identify new opportunities to profitably serve our customers. One of our goals to honor this milestone year was to complete at least 75 acts of service in the communities where we live and work; a goal which we far surpassed. We were also proud to receive a number of awards including the Forbes 2022 America's Best Mid-Sized Employers, one of Newsweek's America's Most Trustworthy Companies, and the 2022 Queen's Award for Enterprise: Sustainable Development for our U.K. subsidiary.

We experienced good global demand and supply chain volatility as strong ag fundamentals continued throughout the year. This created many opportunities in our core agricultural businesses and our teams executed well in these dynamic markets. When combined with the previous cost reduction actions and refocused growth strategy in our core grain and fertilizer businesses, this resulted in strong performance.

Our 2022 operating results once again set several records. We reported 2022 net income from continuing operations attributable to the company of $119 million, or $3.46 per diluted share. Adjusted net income was $139 million, or $4.05 per diluted share, our best earnings year ever. We also set a record for adjusted earnings before interest, taxes, depreciation, and amortization (EBITDA) from continuing operations of $412 million compared to adjusted 2021 EBITDA from continuing operations of $353 million. Strong execution and good market fundamentals allowed us to meet our 2025 stated EBITDA target three years early.

We continue to make progress on furthering our strategy, including growth through M&A, capital projects, and expansion of our merchandising businesses. We also finalized the sale of our remaining rail repair business. Two years of very strong earnings and capital discipline allowed us to end the year with a long-term debt to EBITDA ratio well below our target of 2.5 times. We have capacity for additional growth investment, but will continue to exercise discipline in our approach. We have a robust pipeline of M&A and organic growth projects that includes several exciting opportunities.

The Andersons Trade and Processing Group (ATP) had an outstanding year with the Trade segment achieving both earnings and EBITDA records, while the Renewables segment achieved a full year EBITDA record and a second-best earnings result.

Within ATP, the **TRADE** segment once again successfully navigated through an inverse futures market and achieved good returns on wheat storage in our eastern grain belt warehouses. Strong demand combined with market volatility resulting from lower global production provided additional selling opportunities at good elevation margins. We saw meaningful growth in our traditional grain asset business. For example, our Louisiana facilities were able to capture higher value grain sales through their rail access when the Mississippi River water levels presented challenges to the domestic supply chain. Impacts from the western U.S. drought were limited due to our asset footprint. However, it did allow us to maximize merchandising from areas of abundance as our eastern grain belt assets had good harvest volume and grain quality. We grew our international trading team located in Switzerland and continued to focus primarily on supplying the Middle East and North Africa, areas that require imported grains to feed their growing populations. The war in Ukraine forced this team to be nimble and innovative and source grains from new geographies. Our Feed Factors business in the U.K. had a record year importing organic grains and feed ingredients. In the fourth quarter, we announced our purchase of Bridge Agri Partners, Inc., headquartered in Lethbridge, Alberta, a merchandiser of pulses, DDGs, and other feed ingredients to pet food manufacturers and feed ingredient markets. Trade gross profit rose by more than 20% and adjusted EBITDA increased over 30% from 2021.

The **RENEWABLES** segment also had a strong year. Ethanol pricing for much of 2022 remained historically elevated and our plants produced a record 533 million gallons of ethanol. Total segment earnings were $108 million, a 33% increase from our strong 2021 results of $81 million. Renewable diesel (RD) feedstock, ethanol, and feed product merchandising results continued to grow. We merchandise our own corn oil production as well as third-party vegetable oils and fats to supply the expanding North American RD production. To meet this demand, we have committed additional investment for our plants to extract more corn oil and perform corn oil cleaning.

Our **PLANT NUTRIENT** segment had a very good planting season in its agricultural businesses. Limited U.S. supply, rising fertilizer values, and accomodating weather during the spring led to first half results that were well above 2021. With market pricing declining during the last half of the year, we were unable to match our very strong last half 2021 results as buyers delayed purchases in anticipation of additional price declines. However, farmer income remains high, and we expect spring volumes to increase at these lower fertilizer prices. Our specialty liquids business that serves both agriculture and industrial customers had an excellent year, with strong earnings and increased gross profit. Less robust demand, increased production costs, and inventory challenges negatively impacted our manufactured products business. We have made a number of changes and are focused on making improvements in those businesses. Plant Nutrient ended the year with segment earnings of $39 million and record EBITDA of $73 million. In the fourth quarter, we announced our purchase of Mote Farm Services, a farm center in Union City, Indiana.

We have recently updated our EBITDA growth targets while continuing to maintain our long-term debt to EBITDA below targeted levels. With the record 2022 results, we exceeded our 2025 target EBITDA early and have increased that target to $475 million, up from $375 - $400 million. We anticipate that our growth will not necessarily be linear as is typical in a commodity business, but do expect to grow within our core agricultural verticals through M&A and organic investments. We are also focused on improving returns for our shareholders, as well as maintaining sustainable businesses and operations.

As we share this report in the first quarter of 2023, commodity markets have somewhat stabilized while interest rates remain high, and we are facing a potential recession. The effects of the war in Ukraine continue to influence commodity markets. Supply and demand of key grains is expected to remain tight. These conditions provide good merchandising opportunities across our broad product portfolio. Demand in pet food and feed ingredients merchandising is also expected to remain strong.

Ethanol crush margins have seasonally declined due to high industry inventory levels that may persist until industry maintenance shutdowns and driving demand increases in the spring. The continuing impact of industry investment in RD production facilities should positively influence demand and pricing for vegetable fats and oils. Ethanol co-products from our plants are expected to augment overall profitability with continued high values for corn oil. We also plan to continue to grow our third-party ethanol and RD merchandising business.

In our Plant Nutrient segment, early fall orders for our agricultural fertilizers were significantly reduced due to the declining fertilizer prices. Grain prices and strong 2022 farm income are expected to bring more volume into the market, as well as continue to support our specialty agricultural nutrient sales. We do not currently expect the peak 2022 margins in this business to repeat, but believe that higher volume will offset some of the lost margin opportunity. We anticipate growth in our industrial products and year-over-year improvement in the manufactured product lines.

As stated previously, we expect to grow through M&A and capital investments but will remain disciplined in capital allocation and stay true to investing within or adjacent to our core. Our balance sheet is strong, and our team is energized to find new opportunities.

Our people are the source of our success and our teams have executed extremely well in these past few years of volatility. We have expanded our geographic footprint, refocused our strategy, and become a more nimble and innovative company. With 75 years of operation in the North American ag supply chain and now internationally, we will continue to grow and evolve to meet our stakeholders' needs. We look forward to providing extraordinary service to our customers, supporting our suppliers and communities, and rewarding our employees and shareholders for many more years to come.

Thank you for your continued support,

Pat Bowe
President and
Chief Executive Officer

Brian Valentine
Executive Vice President and
Chief Financial Officer

CORPORATE INFORMATION

BOARD OF DIRECTORS

Gerard M. Anderson (3)(4)
Retired Executive Chairman
DTE Energy

Michael J. Anderson
Chairman
The Andersons, Inc.

Patrick E. Bowe
President and
Chief Executive Officer
The Andersons, Inc.

Steven K. Campbell (3)
Retired Head of North America
Grains and Group Executive
Vice President Louis Dreyfus

Gary A. Douglas (1)(2)
Retired President
Nationwide National Partners

Stephen F. Dowdle (3)(4)
Retired President of Sales
PotashCorp

Pamela S. Hershberger (1)(2)
Retired Managing Partner
Toledo, Ohio Office
Ernst & Young, LLP

Catherine M. Kilbane (1)(4)(5)
Retired Senior Vice President,
General Counsel and Secretary
The Sherwin-Williams Company

Robert J. King, Jr. (2)(3)
Retired President and
Chief Executive Officer
PVF Capital

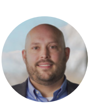
Ross W. Manire (1)(2)
Retired President and
Chief Executive Officer
ExteNet Systems, Inc.

John T. Stout, Jr. (2)(3)
Chairman and Chief Executive Officer
Plaza Belmont Management Group, LLC

CORPORATE OFFICERS

Patrick E. Bowe
President and
Chief Executive Officer

Christine M. Castellano
Executive Vice President,
General Counsel and
Corporate Secretary



Michael T. Hoelter
Vice President, Corporate
Controller and Investor
Relations

William E. Krueger
Chief Operating Officer and
President, Trade and Processing

Joseph E. McNeely
President, Nutrient and Industrial

Anne G. Rex
Vice President, Strategy,
Planning and Development

Brian A. Valentine
Executive Vice President and
Chief Financial Officer

Brian K. Walz
Vice President and Treasurer

(1) Audit Committee
(2) Compensation/Leadership Development Committee
(3) Finance Committee
(4) Governance/Nominating Committee
(5) Lead Independent Director

INVESTOR INFORMATION

CORPORATE OFFICE
The Andersons, Inc.
1947 Briarfield Boulevard
Maumee, OH 43537
419-893-5050
www.andersonsinc.com

NASDAQ SYMBOL
The Andersons, Inc. common shares are traded on the Nasdaq Global Select Market tier of The Nasdaq Stock Market under the symbol ANDE.

COMMON STOCK
34 million shares outstanding as of December 31, 2022.

DIRECT STOCK PURCHASE AND DIVIDEND REINVESTMENT
Computershare CIP, which is a direct stock purchase and dividend reinvestment plan sponsored and administered by Computershare Trust Company, N.A. and not by The Andersons, Inc., provides an alternative to traditional methods of buying and selling shares in The Andersons, Inc. Through Computershare CIP, one can purchase and sell The Andersons, Inc. shares directly, rather than dealing with a broker. For more information on Computershare CIP, please go to www.computershare.com/investor or call toll-free at 877-373-6374.

TRANSFER AGENT AND REGISTRAR
Computershare Investor Services, LLC
P.O. Box 505000
Louisville, KY 40233
Phone: 312-360-5260
Toll-free: 877-373-6374
Investor Center portal:
www.computershare.com/investor

FORM 10-K
Additional copies of The Andersons 2022 Form 10-K, filed on February 23, 2023, with the SEC, are available to shareholders and interested individuals without charge by writing or calling Investor Relations.

INVESTOR RELATIONS
Michael Hoelter
Vice President, Corporate Controller and Investor Relations
419-897-6715
investorrelations@andersonsinc.com

INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM
Deloitte & Touche LLP | Cleveland, OH

ANNUAL MEETING
The annual shareholders' meeting of The Andersons, Inc. will be held virtually at 8 a.m. Eastern Time on May 5, 2023.

The Andersons, Inc.
1947 Briarfield Boulevard
Maumee, Ohio 43537

www.andersonsinc.com