

News Release

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## **FMC Corporation Announces Strong First Quarter and Forecasts Solid Full-Year Revenue Performance Driven by Strong Organic Growth**

### **First Quarter 2020 Highlights**

- Revenue of \$1.25 billion, up 5 percent versus Q1 2019 and 9 percent organically<sup>1</sup>
- Consolidated GAAP net income of \$206 million, down 5 percent versus Q1 2019
- Adjusted EBITDA of \$357 million, up 4 percent versus Q1 2019
- Consolidated GAAP earnings of \$1.58 per diluted share, down 2 percent versus Q1 2019
- Consolidated adjusted earnings per diluted share of \$1.84, up 7 percent versus Q1 2019

### **Full-Year Outlook<sup>2</sup>**

- Revenue outlook range of \$4.65 to \$4.85 billion, reflecting 3 percent growth at the midpoint versus 2019 and 8 percent organic growth<sup>1</sup>
- Adjusted EBITDA outlook range of \$1.23 to \$1.34 billion, reflecting 5 percent growth at the midpoint versus 2019
- Adjusted earnings expected to be in the range of \$6.05 to \$6.70 per diluted share, reflecting 5 percent growth at the midpoint versus 2019

**PHILADELPHIA, May 5, 2020** – FMC Corporation (NYSE:[FMC](#)) today reported first quarter 2020 revenue of \$1.25 billion, an increase of 5 percent versus first quarter 2019, with growth in Latin America, North America and EMEA. Excluding the impact of foreign currencies, organic revenue growth was 9 percent. On a GAAP basis, the company reported earnings of \$1.58 per diluted share in the first quarter, a decrease of 2 percent versus first quarter 2019. First quarter adjusted earnings were \$1.84 per diluted share, an increase of 7 percent versus first quarter 2019.

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First Quarter Adjusted EPS versus Q1 2019	+12 cents
EBITDA	+9 cents
Depreciation and amortization	-1 cent
Interest expense	-4 cents
Tax rate	+3 cents
Non-controlling interest	+1 cent
Share count	+4 cents

“FMC delivered another quarter of above-market growth, against an industry-leading comparison from last year,” said Pierre Brondeau, CEO and chairman of FMC. “We effectively navigated the challenges presented by the COVID-19 pandemic during the quarter. Our global operations, supply chain and commercial teams worked diligently to ensure customers had timely access to critical crop protection products through the quarter.”

FMC revenue growth was driven by a 7 percent contribution from volume and a 2 percent contribution from price, offset partially by a 4 percent headwind from foreign currencies. FMC achieved higher pricing in all regions, which partially offset FX headwinds in many countries. Latin America sales grew 26 percent year over year and 38 percent excluding FX, driven by robust volume growth broadly across the region. Each product segment grew at least 20 percent in Latin America, with herbicides growing the fastest, due to sugarcane replanting in Brazil. In North America, sales increased 3 percent year over year, driven by demand for Rynaxypyr<sup>®</sup> insect control and new products, including pre-emergent herbicide Authority<sup>®</sup> Edge. Sales in EMEA grew 1 percent year over year and 4 percent excluding FX, due to very strong demand for fungicides and solid growth in herbicides, which were partially offset by product rationalizations. In Asia, revenue decreased 3 percent year over year, but was flat excluding FX. The decline was driven primarily by foreign currency headwinds and product rationalizations, which were partially offset by double-digit growth in India and Pakistan.

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<b>FMC Revenue</b>	<b>Q1 2020</b>
Organic Growth	9%
FX Impact	(4%)
Total Revenue Growth	5%

FMC first quarter adjusted EBITDA was \$357 million, an increase of 4 percent from the prior-year period. This increase was driven primarily by volume gains in Latin America and EMEA, price increases in all regions, and new products. The favorable volume and price impacts more than offset significant currency headwinds – caused by a strengthening U.S. dollar versus most currencies around the world – and slightly higher costs.

### **2020 and Second Quarter Outlook<sup>2</sup>**

The company is forecasting solid underlying demand through the end of the year. FMC full-year 2020 revenue is now forecasted to be in the range of \$4.65 billion to \$4.85 billion, representing an increase of 3 percent at the midpoint versus 2019. Excluding the impact of foreign currencies, organic growth is expected to be 8 percent. Despite an increase in full-year organic growth versus previous forecast, the revenue range is down due to currency headwinds and ongoing global pandemic risks.

Full-year adjusted EBITDA is now expected to be in the range of \$1.23 billion to \$1.34 billion, representing 5 percent year-over-year growth at the midpoint. The company believes that COVID-related and currency headwinds – partially offset by cost savings and strong price increases – could reduce EBITDA by a range of \$0 to \$70 million (\$35 million at midpoint of guidance) as compared to our prior guidance.

2020 adjusted earnings are now expected to be in the range of \$6.05 to \$6.70 per diluted share, representing an increase of 5 percent year over year at the midpoint.

The company announced on April 22 that it amended its Credit Agreement and Term Loan Agreement to increase the maximum permitted leverage ratio to 4.25 through December 31, 2020. The higher leverage ratio provides significant headroom above any of the COVID-19 related scenarios

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assessed by the company. While the company has no concerns about liquidity, it is suspending share repurchases until the impact of the global pandemic is better understood. However, the company will maintain regular quarterly dividend payments.

Second quarter revenue is expected to be in the range of \$1.17 billion to \$1.23 billion, which is flat at the midpoint compared to second quarter 2019, although organic growth would be 5 percent excluding foreign currency headwinds. Adjusted EBITDA is forecasted to be in the range of \$317 million to \$347 million, representing a 2 percent decrease at the midpoint versus Q2 2019. FMC expects adjusted earnings per diluted share to be in the range of \$1.58 to \$1.74 in the second quarter, which is flat at the midpoint versus Q2 2019.

“Despite forecasting solid organic growth, we believe the second quarter will present the most challenging and uncertain conditions related to COVID-19 and currencies. FX will be a strong headwind at a time of year when price increases are the most difficult to implement,” said Brondeau. “Cost-savings measures implemented in March will partially offset these headwinds.”

	<b>Full Year Outlook</b>	<b>Q2 2020 Outlook</b>
<b>Revenue</b>	<b>\$4.65 to \$4.85 billion</b>	<b>\$1.17 to \$1.23 billion</b>
<i>Organic Growth</i>	8%	5%
<i>Estimated FX Impact</i>	(5%)	(5%)
<i>Growth at midpoint vs. 2019</i>	3%	flat
<b>Adjusted EBITDA</b>	<b>\$1.23 to \$1.34 billion</b>	<b>\$317 to \$347 million</b>
<i>Growth at midpoint vs. 2019</i>	5%	(2%)
<b>Adjusted EPS<sup>^</sup></b>	<b>\$6.05 to \$6.70</b>	<b>\$1.58 to \$1.74</b>
<i>Growth at midpoint vs. 2019</i>	5%	flat

<sup>^</sup> EPS estimates assume 131 million diluted shares.

### Supplemental Information

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The company will post supplemental information on the web at [www.fmc.com/investors](http://www.fmc.com/investors), including its webcast slides for tomorrow's earnings call, definitions of non-GAAP terms and reconciliations of non-GAAP figures to the nearest available GAAP term.

### About FMC

FMC Corporation, an agricultural sciences company, provides innovative solutions to growers around the world with a robust product portfolio fueled by a market-driven discovery and development pipeline in crop protection, plant health, and professional pest and turf management. This powerful combination of advanced technologies includes leading insect control products based on Rynaxypyr® and Cyazypyr® active ingredients; Authority®, Boral®, Centium®, Command® and Gamit® branded herbicides; Talstar® and Hero® branded insecticides; and flutriafol-based fungicides. The FMC portfolio also includes biologicals such as Quartzo® and Presence® bionematicides. FMC Corporation employs approximately 6,400 employees around the globe. To learn more, please visit [www.fmc.com](http://www.fmc.com).

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*Statement under the Safe Harbor Provisions of the Private Securities Litigation Reform Act of 1995: FMC and its representatives may from time to time make written or oral statements that are "forward-looking" and provide other than historical information, including statements contained in this press release, in FMC's other filings with the SEC, and in reports or letters to FMC stockholders.*

*In some cases, FMC has identified forward-looking statements by such words or phrases as "will likely result," "is confident that," "expect," "expects," "should," "could," "may," "will continue to," "believe," "believes," "anticipates," "predicts," "forecasts," "estimates," "projects," "potential," "intends" or similar expressions identifying "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, including the negative of those words and phrases. Such forward-looking statements are based on management's current views and assumptions regarding future events, future business conditions and the outlook for the company based on currently available information. These statements involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any results, levels of activity, performance or achievements expressed or implied by any forward-looking statement. Currently, one of the most significant factors is the potential adverse effect of the current COVID-19 pandemic on the financial*

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*condition, results of operations, cash flows and performance of FMC, which is substantially influenced by the potential adverse effect of the pandemic on FMC's customers and suppliers and the global economy and financial markets. The extent to which COVID-19 impacts us will depend on future developments, which are highly uncertain and cannot be predicted with confidence, including the scope, severity and duration of the pandemic, the actions taken to contain the pandemic or mitigate its impact, and the direct and indirect economic effects of the pandemic and containment measures, among others. Additional factors include, among other things, the risk factors and cautionary statements included within FMC's 2019 Form 10-K and FMC's Form 10-Q for the quarter ended March 31, 2020. Moreover, investors are cautioned to interpret many of these factors as being heightened as a result of the ongoing and numerous adverse impacts of the COVID-19 pandemic.*

*FMC cautions readers not to place undue reliance on any forward-looking statements, which speak only as of the date made. Forward-looking statements are qualified in their entirety by the above cautionary statement. FMC undertakes no obligation, and specifically disclaims any duty, to update or revise any forward-looking statements to reflect events or circumstances arising after the date on which they were made, except as otherwise required by law.*

*This press release contains certain "non-GAAP financial terms" which are defined on our website [www.fmc.com/investors](http://www.fmc.com/investors). In addition, we have also provided on our website reconciliations of non-GAAP terms to the most directly comparable GAAP term.*

1. Organic revenue growth (non-GAAP) excludes the impact of foreign currency changes.
2. Although we provide forecasts for adjusted earnings per share and adjusted EBITDA (non-GAAP financial measures), we are not able to forecast the most directly comparable measures calculated and presented in accordance with GAAP. Certain elements of the composition of the GAAP amounts are not predictable, making it impractical for us to forecast. Such elements include, but are not limited to, restructuring, acquisition charges, and discontinued operations. As a result, no GAAP outlook is provided.

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