



BMO Global Metals and Mining  
Conference

February 27, 2018

# Safe Harbor Statement

Safe Harbor Statement under the Private Securities Act of 1995: Statements in this news release that are forward-looking statements are subject to various risks and uncertainties concerning specific factors described in FMC Corporation's 2016 Form 10-K and other SEC filings. Such information contained herein represents management's best judgment as of the date hereof based on information currently available. FMC Corporation does not intend to update this information and disclaims any legal obligation to the contrary. Historical information is not necessarily indicative of future performance.

## Non-GAAP Financial Terms

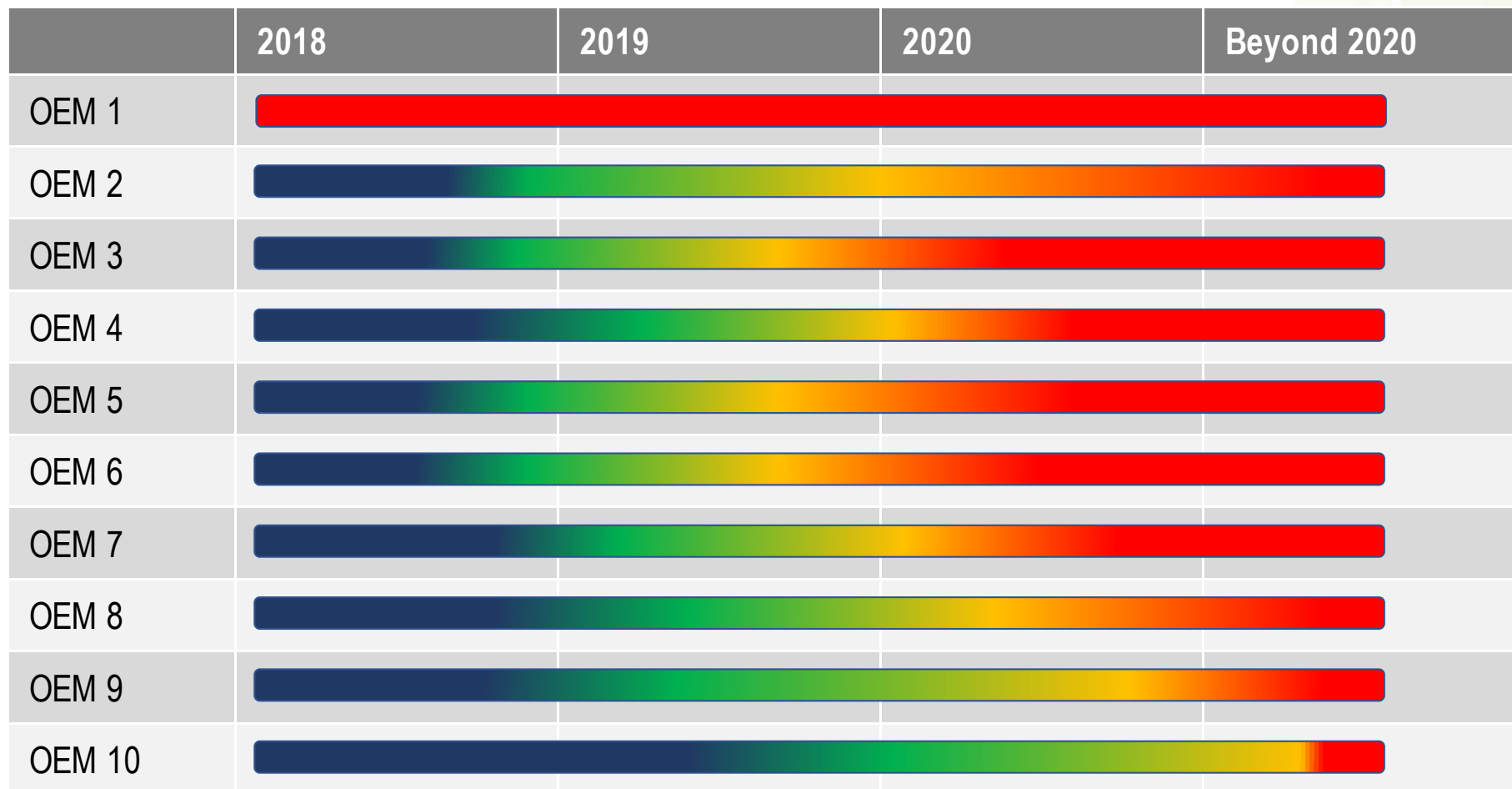
These slides contain certain “non-GAAP financial terms” which are defined on our website [www.fmc.com](http://www.fmc.com). In addition, we have also provided on our website at [www.fmc.com](http://www.fmc.com) reconciliations of non-GAAP terms to the most directly comparable GAAP term. Amounts in this presentation focus on Adjusted Earnings for all EBIT, EBITDA and EPS references.

Although we provide forecasts for adjusted EPS and adjusted cash from operations (both of which are 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 and related cash activity. As a result, no GAAP outlook is provided.

# Lithium – A Few Basic Tenets

1. The form of lithium matters
2. It's all about the demand
3. Future supply curves are messy

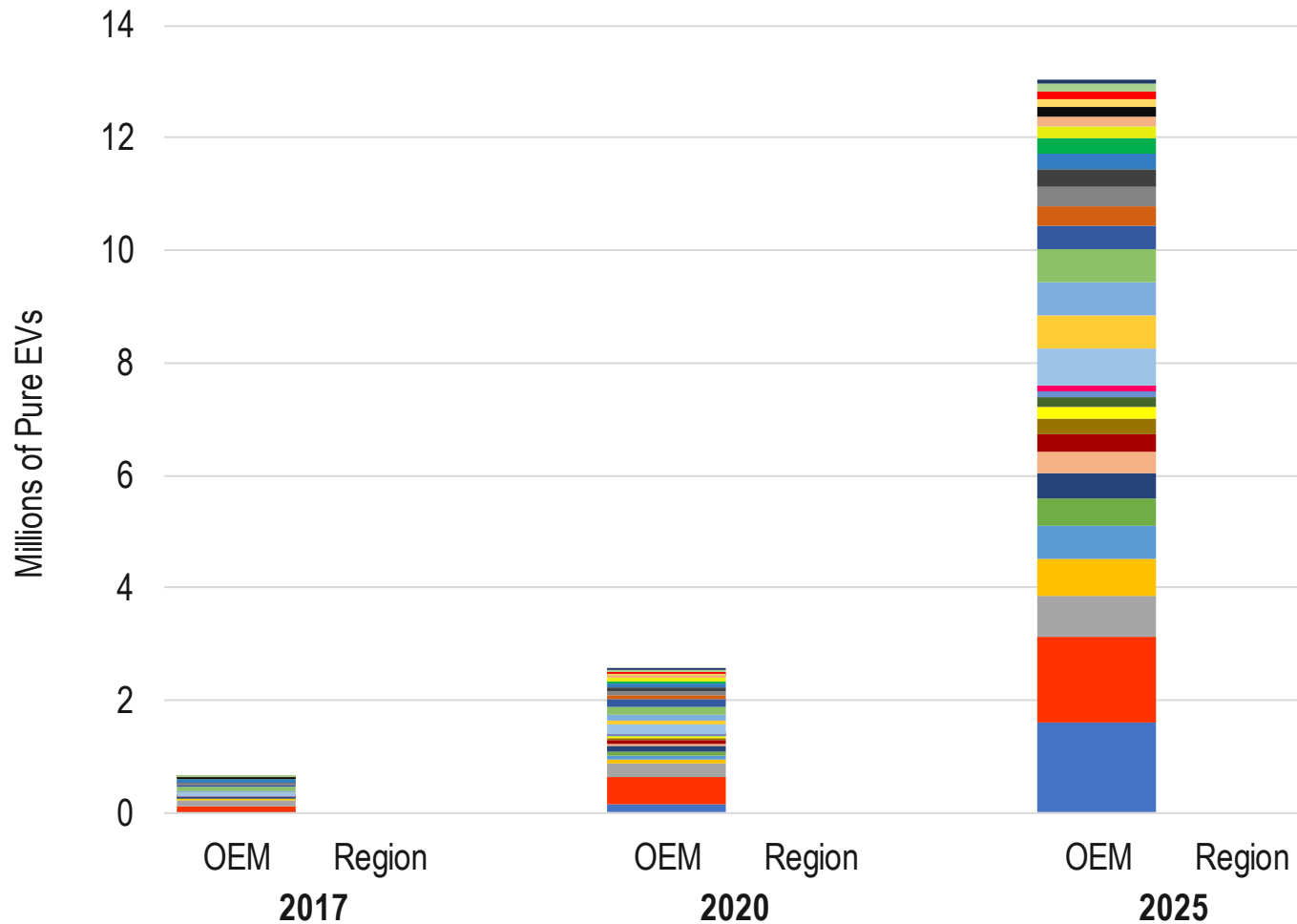
# EV Battery Technology Roadmap



Increasingly "Nickel Rich" Cathodes

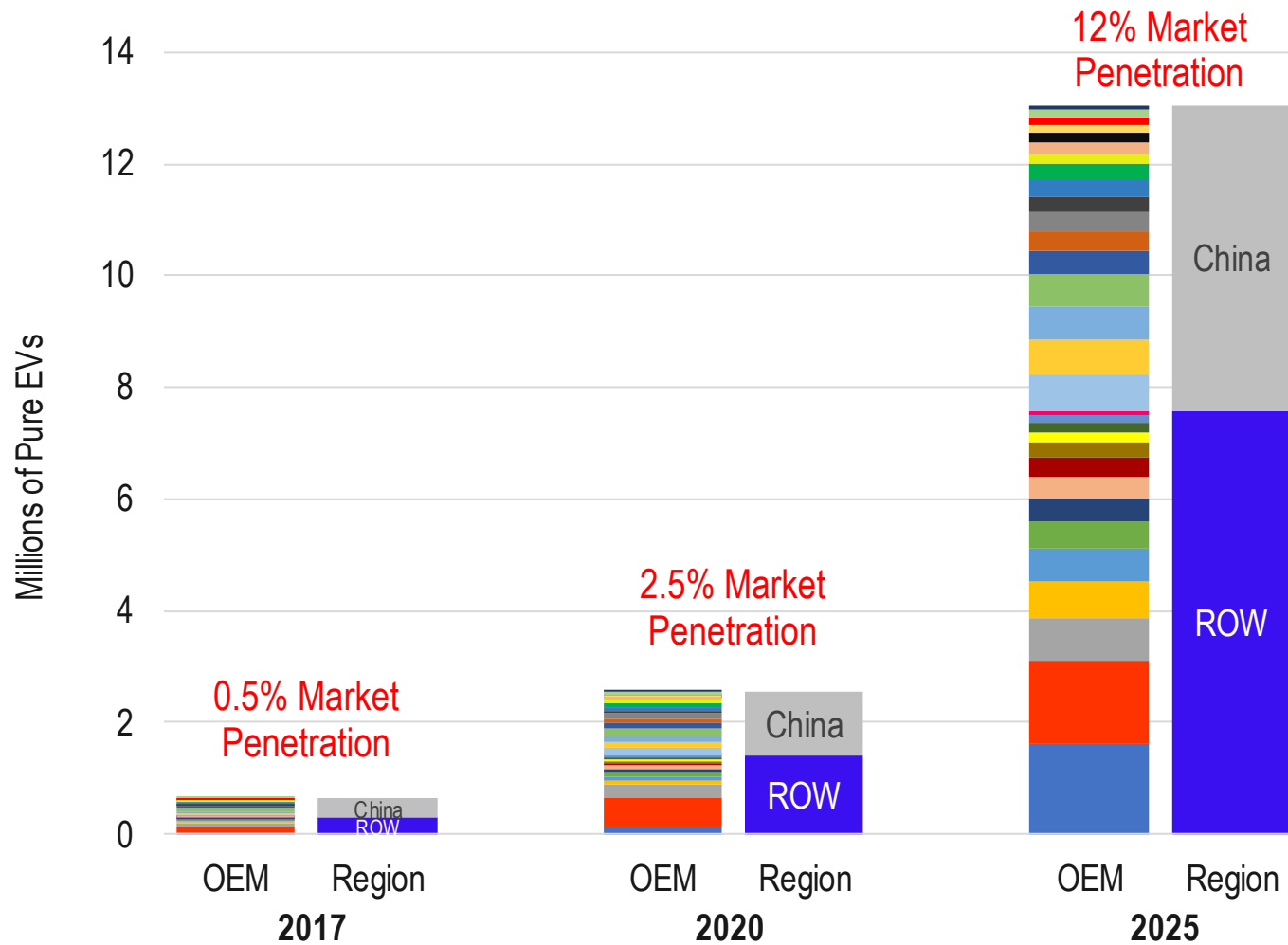
\*Source: FMC estimates

# Lithium Demand Outlook – Pure EV's by OEM



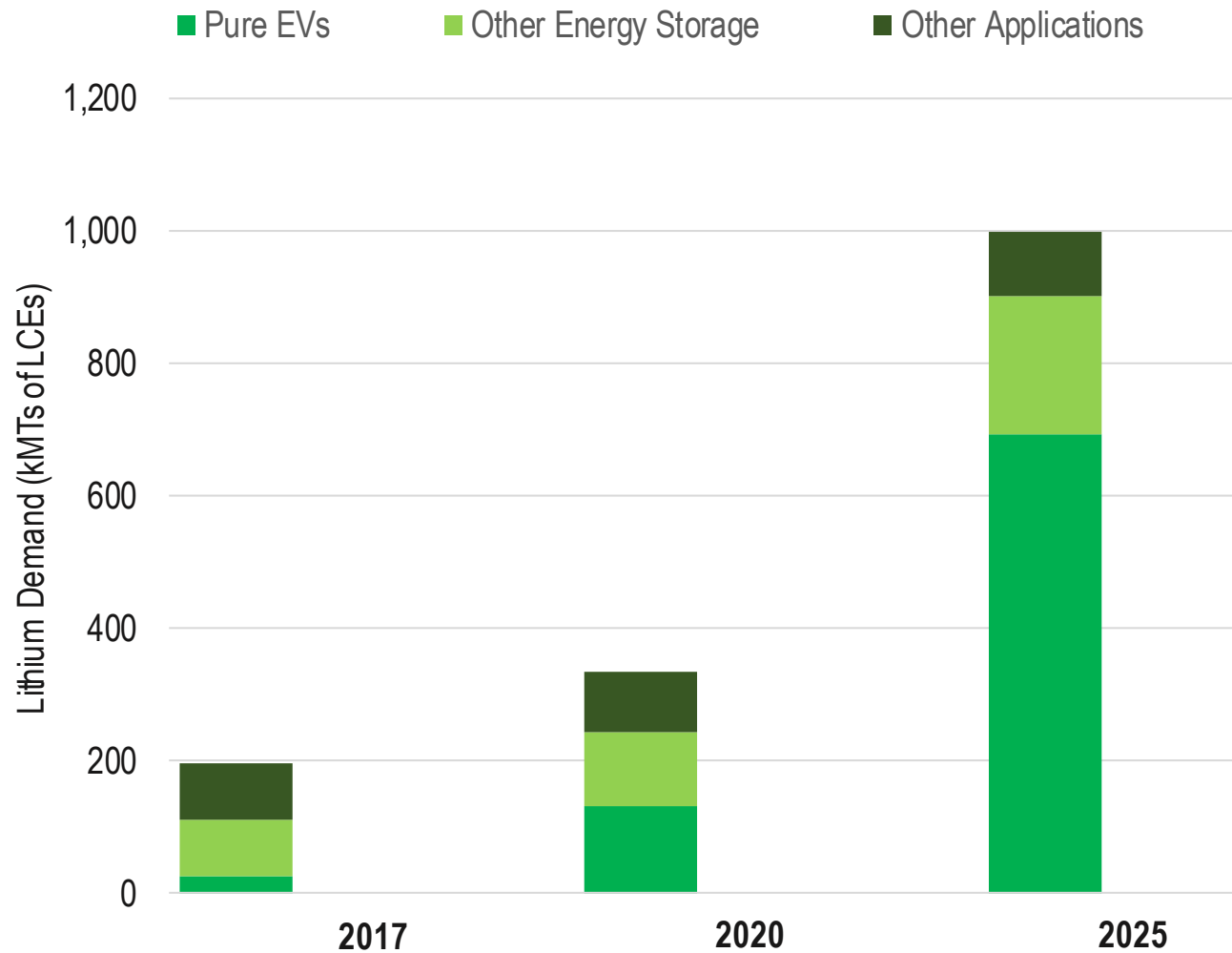
Source: FMC estimates

# Lithium Demand Outlook – Pure EV's by Region



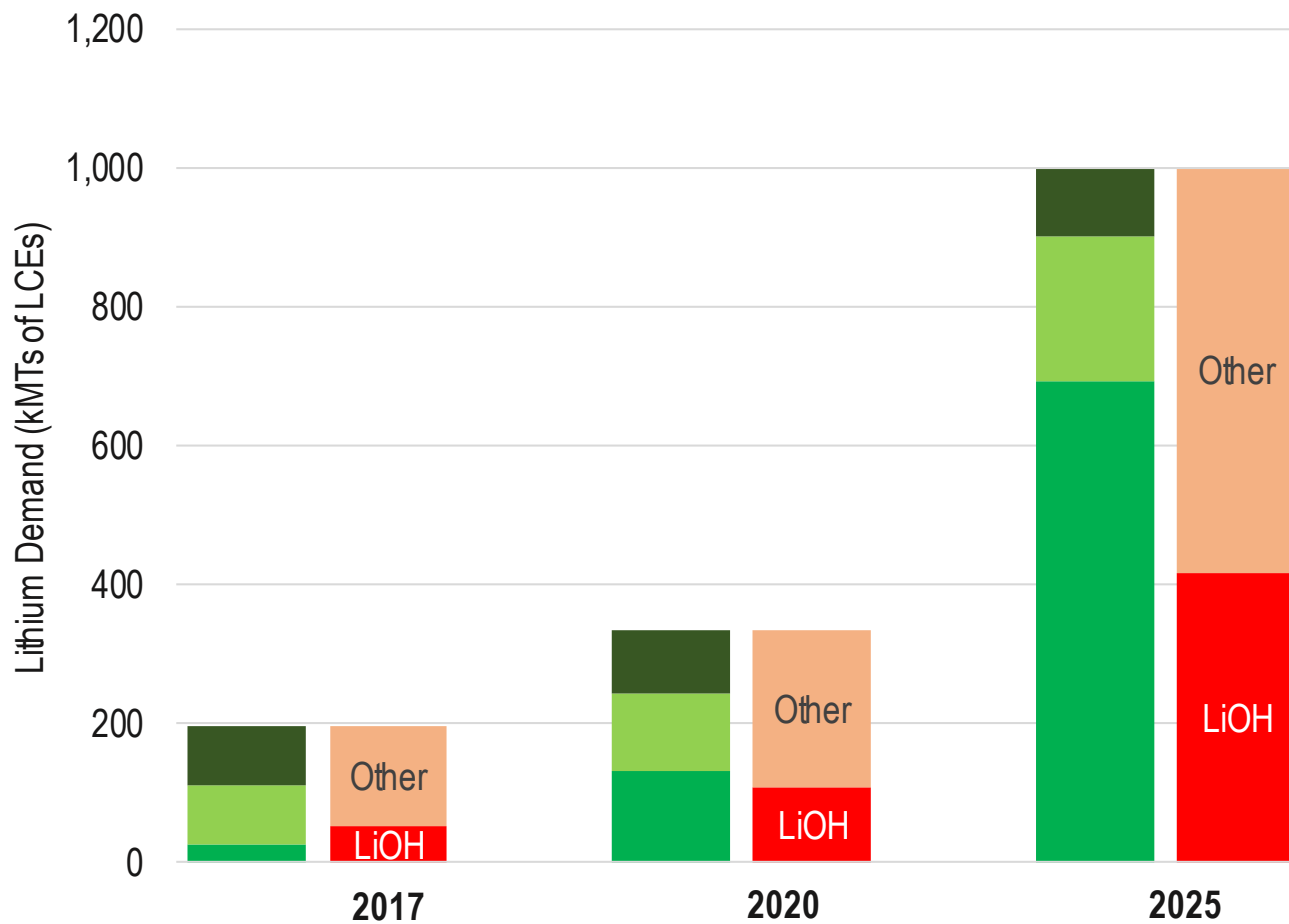
Source: FMC estimates

# Lithium Demand Outlook – by Application



Source: FMC estimates

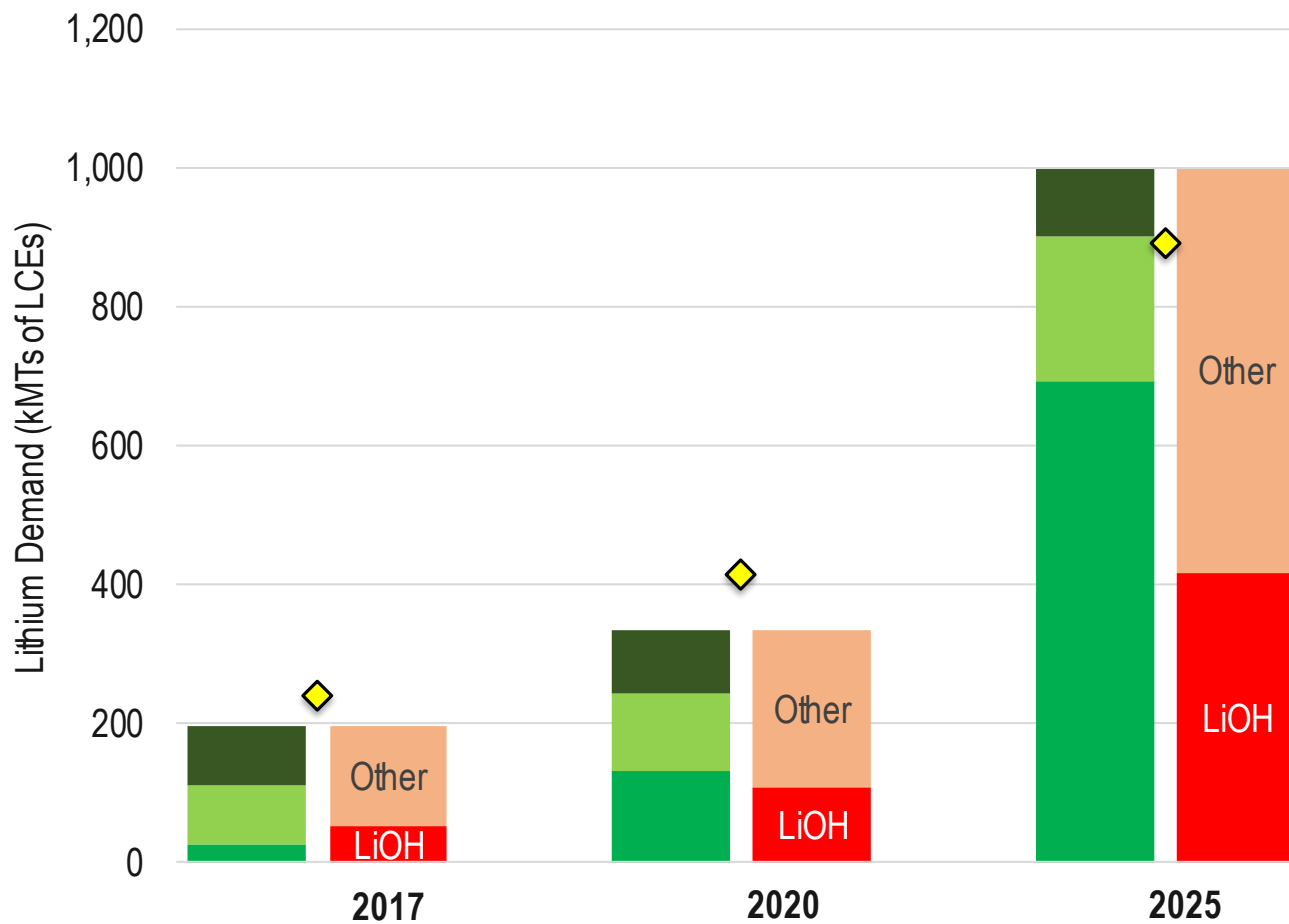
# Lithium Demand Outlook – by Product



Source: FMC estimates



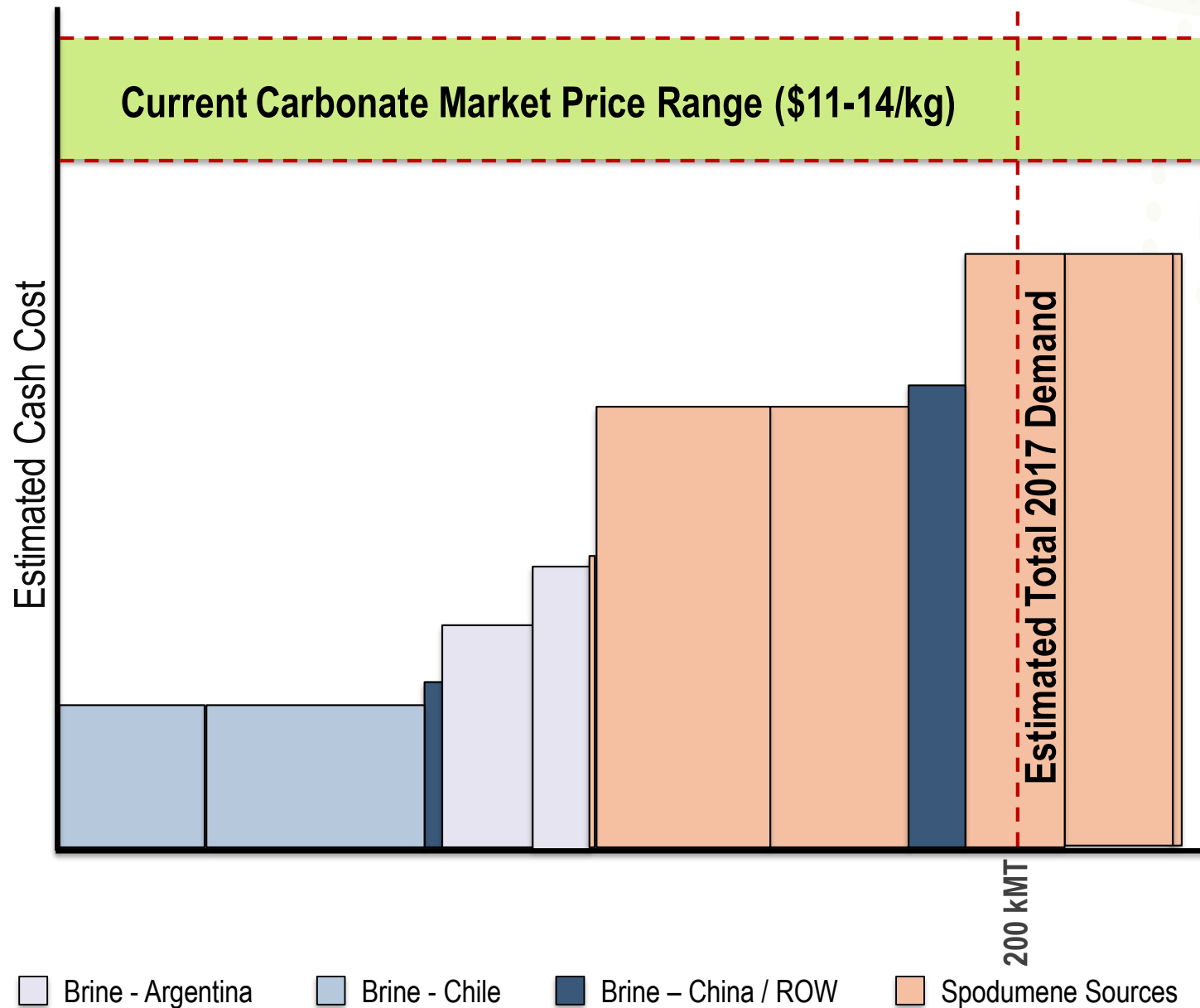
# Lithium Demand Outlook – vs. Supply



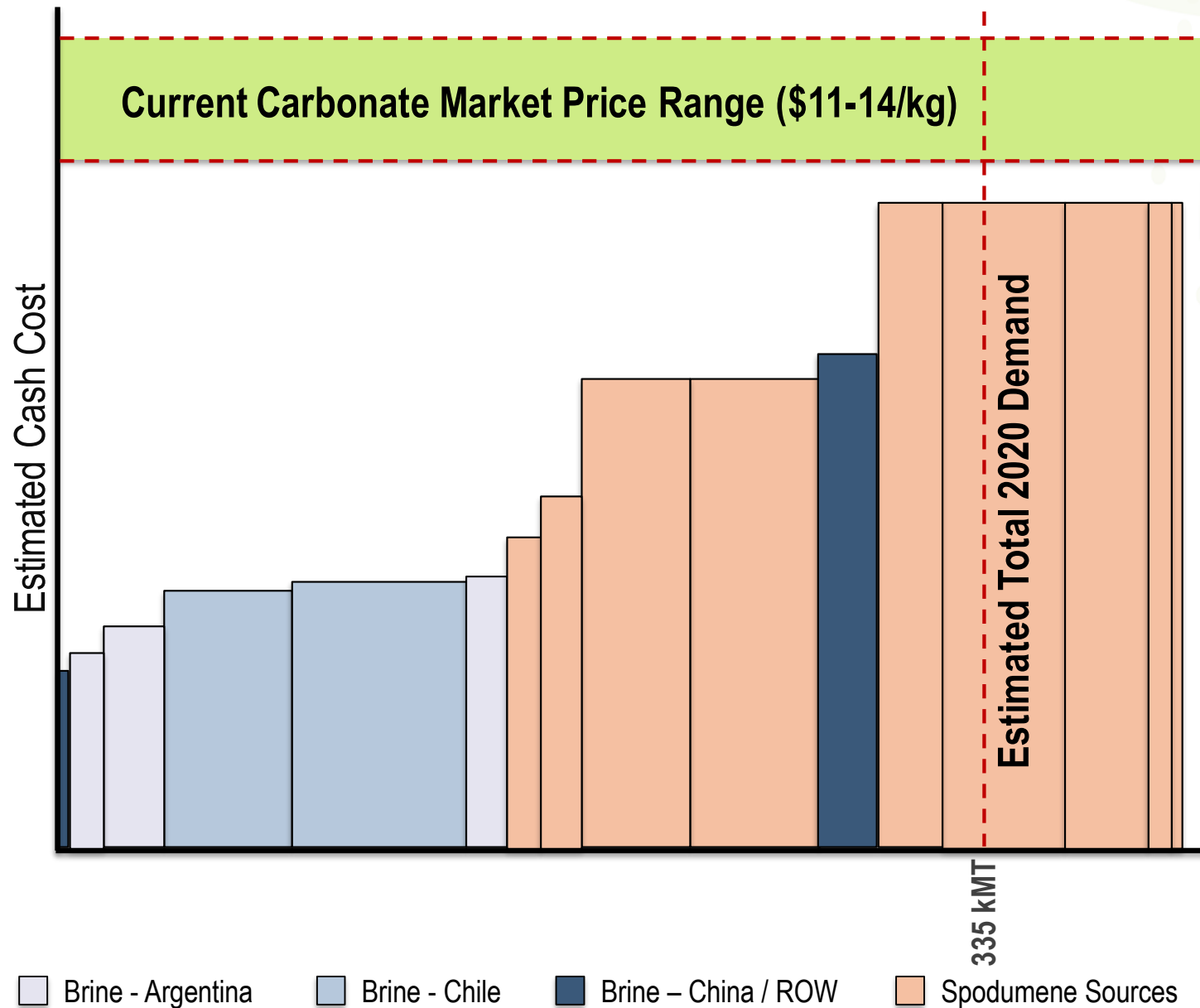
◆ FMC Estimate of Effective Capacity

Source: FMC estimates

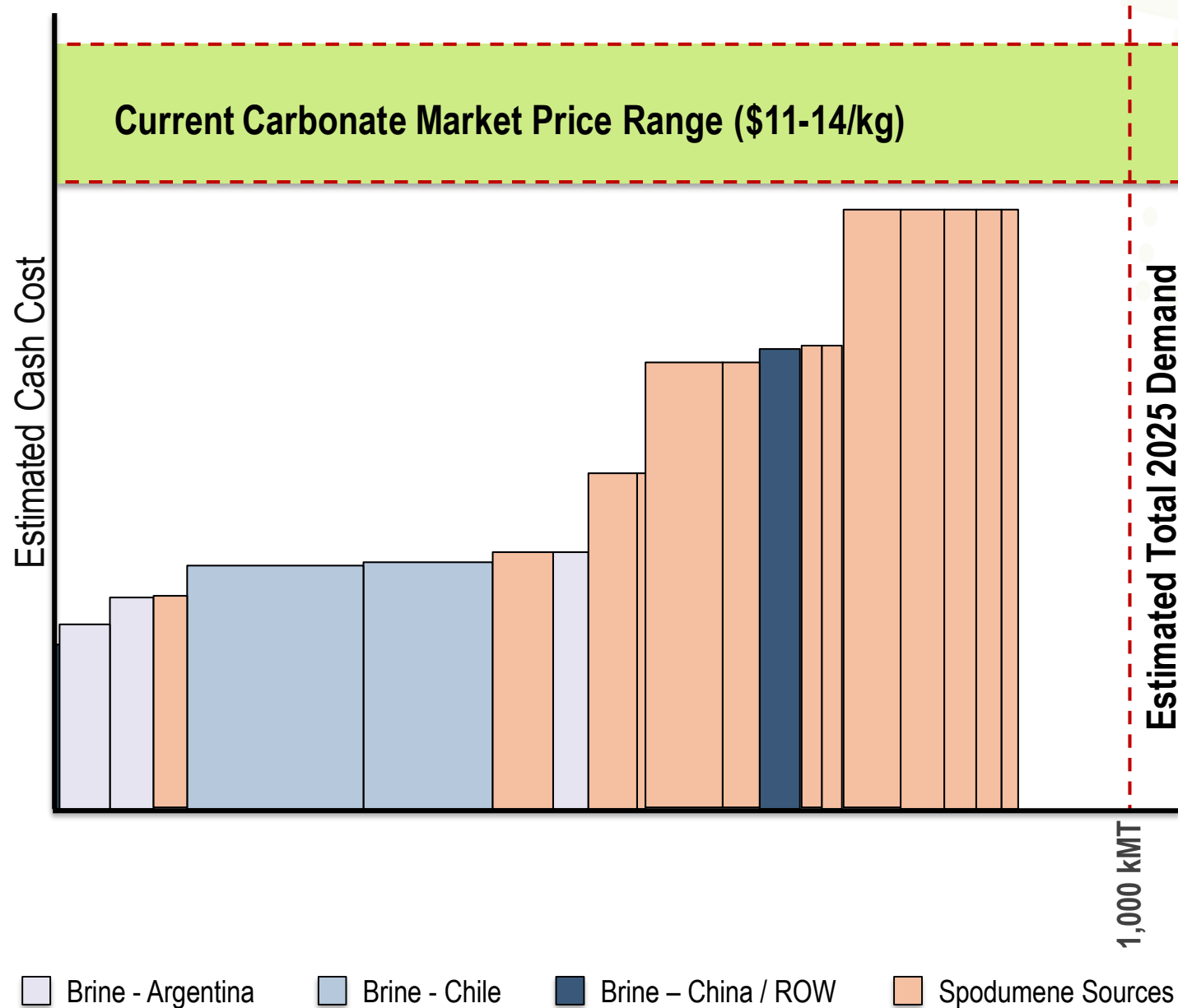
# Lithium Supply Outlook – 2017 Cost Curve



# Lithium Supply Outlook – 2020 Cost Curve



# Lithium Supply Outlook – 2025 Cost Curve



# FMC Lithium Shift in Product Focus

**2014**

\$257 million

\$40 million

< 17,000

**2018F\***

~\$440 million\*

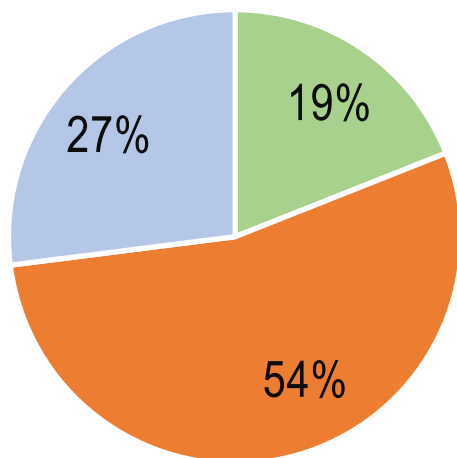
~\$190 million\*

~21,000

Revenue

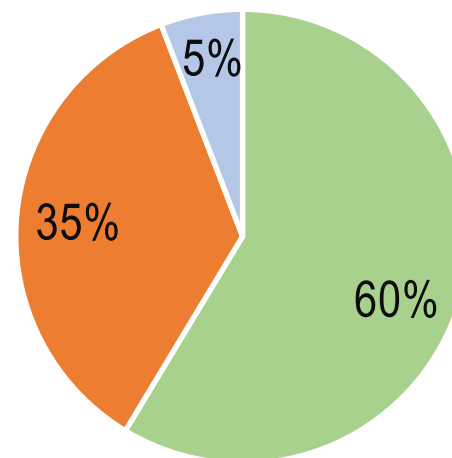
EBITDA

Total LCEs Produced (MT)



## Product Mix

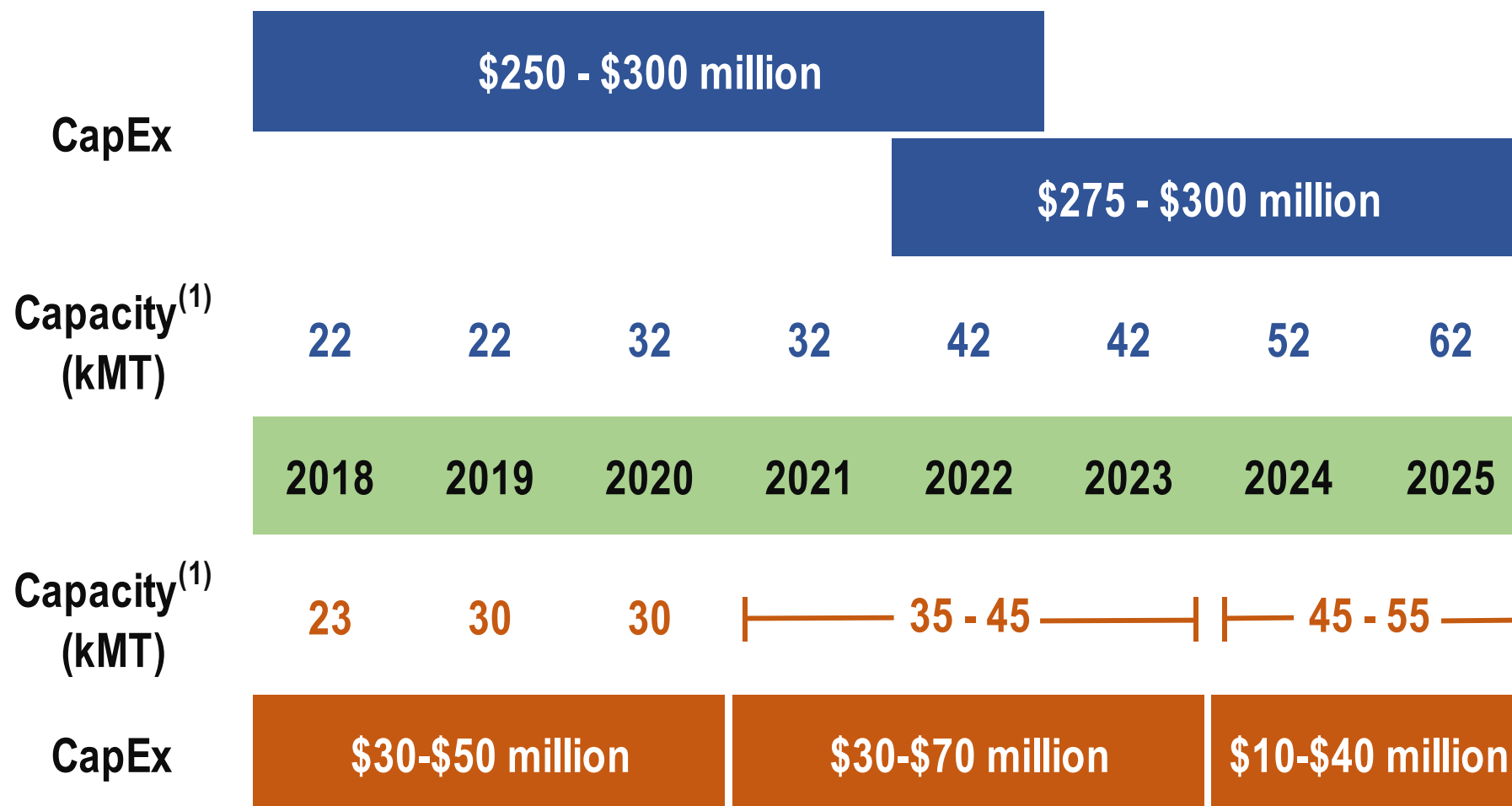
- Hydroxide
- Buli & Other Spec
- Carb. & Chloride



\*Source: Per guidance, as stated in FMC's February 12, 2018 Outlook Statement.

# FMC Capacity Expansion Timeline

## CARBONATE



## HYDROXIDE

(1) At year end

# Lithium – Key Drivers for 2018 & Beyond

## MARKET

**Market Supply / Demand Remains a Positive**

- Demand continues to accelerate; 1 million MT/yr will be required by 2025 (on an LCE basis)
- Additional investment will be required in both brine and hard rock resources to meet demand
- Market reliance on high-cost production creates price floor that will persist for several years

## FMC DRIVERS

**Higher 2018 Prices / Multi-Year Contracts**

- Majority of 2018 revenue is under multi-year contracts with defined price range for the out-years
- All product categories realizing higher prices versus 2017

**Higher LCE & Hydroxide Production**

- Successful debottlenecking projects increase FMC production to ~ 21,000 MT LCE in 2018
- Full year of production at new (sold out) lithium hydroxide plant in China
- Capital investment to progress lithium hydroxide and lithium carbonate expansions per announced plans