

### Second Quarter 2024 Earnings Call

Jim Zallie

President and CEO

**James Gray** 

Executive Vice President and CFO



#### **Non-GAAP Financial Measures**



This presentation provides information about adjusted diluted earnings per share ("adjusted EPS"), adjusted operating income, adjusted effective income tax rate, and other financial measures (collectively, the "non-GAAP financial measures") which are not measurements of financial performance calculated in accordance with U.S. generally accepted accounting principles ("GAAP"). We have provided a reconciliation of each of these non-GAAP financial measures to the most directly comparable GAAP financial measures in the appendix.

#### **Forward-Looking Statements**

This presentation contains or may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Ingredion intends these forward-looking statements to be covered by the safe harbor provisions for such statements.

Forward-looking statements include, among others, any statements regarding our expectations for full-year 2024 reported and adjusted earnings per share, net sales, reported and adjusted operating income, corporate costs, reported and adjusted effective tax rate, cash from operations, financing costs, and capital expenditures, our expectations for full-year 2024 segment operating income and operating income margin, our expectations for third quarter 2024 net sales and reported and adjusted operating income, and any other statements regarding our prospects and our future operations, financial condition, volumes, cash flows, expenses or other financial items, including management's plans or strategies and objectives for any of the foregoing and any assumptions, expectations, or beliefs underlying any of the foregoing.

These statements can sometimes be identified by the use of forward-looking words such as "may," "will," "should," "anticipate," "assume," "believe," "plan," "project," "estimate," "expect," "intend," "continue," "proforma," "forecast," "outlook," "propels," "opportunities," "potential," "provisional," or other similar expressions or the negative thereof. All statements other than statements of historical facts therein are "forward-looking statements."

These statements are based on current circumstances or expectations, but are subject to certain inherent risks and uncertainties, many of which are difficult to predict and beyond our control. Although we believe our expectations reflected in these forward-looking statements are based on reasonable assumptions, investors are cautioned that no assurance can be given that our expectations will prove correct.

Actual results and developments may differ materially from the expectations expressed in or implied by these statements, based on various risks and uncertainties, including geopolitical conflicts and actions arising from them, including the impacts on the availability and prices of raw materials and energy supplies, supply chain interruptions, and volatility in foreign exchange and interest rates; changing consumer consumption preferences that may lessen demand for products we make; the effects of global economic conditions and the general political, economic, business, and market conditions that affect customers and consumers in the various geographic regions and countries in which we buy our raw materials or manufacture or sell our products, and the impact these factors may have on our sales volumes, the pricing of our products and our ability to collect our receivables from customers; future purchases of our products by major industries which we serve and from which we derive a significant portion of our sales, including, without limitation, the food, animal nutrition, beverage and brewing industries; the risks associated with pandemics; the uncertainty of acceptance of products developed through genetic modification and biotechnology; our ability to develop or acquire new products and services at rates or of qualities sufficient to gain market acceptance; increased competitive and/or customer pressure in the corn-refining industry and related industries, including with respect to the markets and prices for our primary products and our co-products, particularly corn oil; price fluctuations, supply chain disruptions, and shortages affecting inputs to our production processes and delivery channels, including raw materials, energy costs and availability and cost of freight and logistics; our ability to contain costs, achieve budgets and realize expected synergies, including with respect to our ability to complete planned maintenance and investment projects on time and on budget as well as with respect to freight and shipping costs and hedging activities; operating difficulties at our manufacturing facilities and liabilities relating to product safety and quality; the effects of climate change and legal, regulatory, and market measures to address climate change; our ability to successfully identify and complete acquisitions, divestitures, or strategic alliances on favorable terms as well as our ability to successfully conduct due diligence, integrate acquired businesses or implement and maintain strategic alliances and achieve anticipated synergies with respect to all of the foregoing; economic, political and other risks inherent in conducting operations in foreign countries and in foreign currencies; the failure to maintain satisfactory labor relations; our ability to attract, develop, motivate, and maintain good relationships with our workforce; the impact on our business of natural disasters, war, threats or acts of terrorism, or the occurrence of other significant events beyond our control; the impact of impairment charges on our goodwill or long-lived assets; changes in government policy, law, or regulation and costs of legal compliance, including compliance with environmental regulation; changes in our tax rates or exposure to additional income tax liability; increases in our borrowing costs that could result from increased interest rates: our ability to raise funds at reasonable rates and other factors affecting our access to sufficient funds for future growth and expansion; interruptions, security incidents, or failures with respect to information technology systems, processes, and sites; volatility in the stock market and other factors that could adversely affect our stock price; risks affecting the continuation of our dividend policy; and our ability to maintain effective internal control over financial reporting.

Our forward-looking statements speak only as of the date on which they are made, and we do not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date of the statement as a result of new information or future events or developments. If we do update or correct one or more of these statements, investors and others should not conclude that we will make additional updates or corrections. For a further description of these and other risks, see "Risk Factors" and other information included in our Annual Report on Form 10-K for the year ended December 31, 2023, and our subsequent reports on Form 10-Q and Form 8-K filed with the Securities and Exchange Commission.



### Agenda



CEO comments

Financial performance

Closing remarks

Q&A



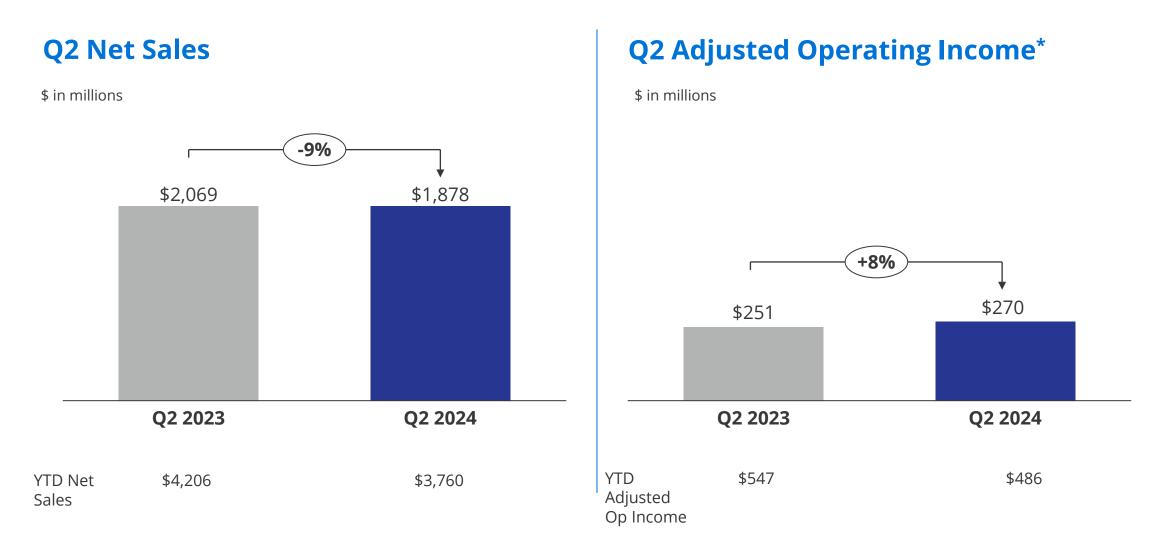


# Jim Zallie President and CEO

Q2 2024 Earnings Call CEO Perspective

# Record second quarter profitability driven by volume growth, cost absorption and operating excellence





<sup>\*</sup>See appendix for a reconciliation of this non-GAAP financial measure to the comparable GAAP financial measure



### Second quarter net sales volume recovery

	Net Sales Volume	Key drivers
Texture & Healthful Solutions	+8%	<ul> <li>US/CAN distributors, batters &amp; breading, savory</li> <li>Middle East and Africa market back to 2019 levels</li> <li>New APAC customers</li> </ul>
Food & Industrial Ingredients - LATAM	+4%	<ul> <li>Mexico demand for sweeteners</li> <li>Brazil brewing recovery</li> <li>Colombia nutritional supplement deliveries restarting</li> </ul>
Food & Industrial Ingredients - US/CAN	+2%	<ul> <li>Return of some normalized seasonality</li> <li>Industrial business</li> </ul>
Ingredion Excluding South Korea	+1% +5%	

Totals may not sum due to rounding



#### Quarterly highlights against our strategic pillars

#### **Business Growth**

- Record Q2 profitability
- Texture & Healthful Solutions
  - PureCircle ownership to 98%
  - Growth across all geographies
  - Engagements w/ customers +26% YTD
- Food & Industrial Ingredients segments
  - Multi-year contracts adjusted to prior years' inflation
  - Demand in paper and packaging
- Strong sugar reduction demand

### **Cost Competitiveness** through Operational Excellence

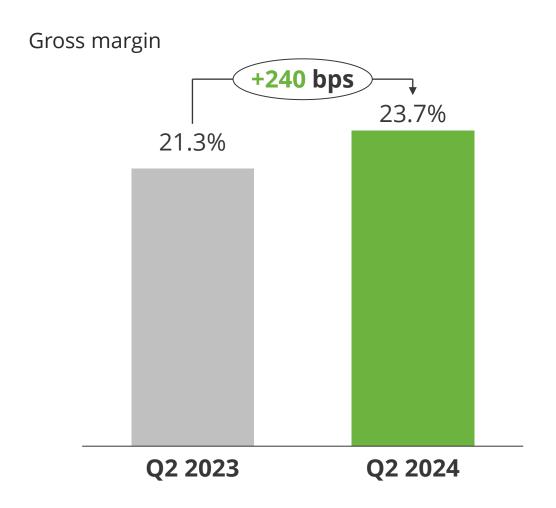
- Cost<sub>2</sub>Compete to drive \$50M in run-rate savings by 2025
  - Identified and initiated \$18M in the first half 2024
- Global raw material procurement
- Strengthened forecasting capabilities through machine learning and employee expertise
  - Over time, favorably impacts production costs and inventory

#### **Purpose and People**

- Ingredion engagement in the top quartile of Glint survey of companies
- Refreshed Employee Value Proposition empowers existing and new employees to "Create the Future"
  - Named one of the Top Workplaces in New Jersey
- Released 2023 sustainability report: "Building a Sustainable Future. Together."

# Gross margin improvement on volume increases and productivity initiatives





- Volume recovery, partially offset by price/mix
- Multi-year contract adjustments
- Disciplined approach to raw material procurement
- Managed well through volatile ocean freight environment



#### Highlights from our 2023 Sustainability Report

- Achieved 22% absolute reduction globally in Scopes 1 and 2 emissions
- Increased to 25% purchased renewable electricity globally
- Reached 66.8% sustainable sourcing of Tier 1 priority crops
  - 100% of global waxy corn and stevia supply is sustainably sourced
  - Increased to 74,000 acres grown under regenerative agriculture practices
- Partnering with HowGood platform to assess
   entire ingredient solutions portfolio







# James Gray Executive Vice President and CFO

Q2 2024 Earnings Call Financial Update



#### **Q2 2024: Income statement highlights**

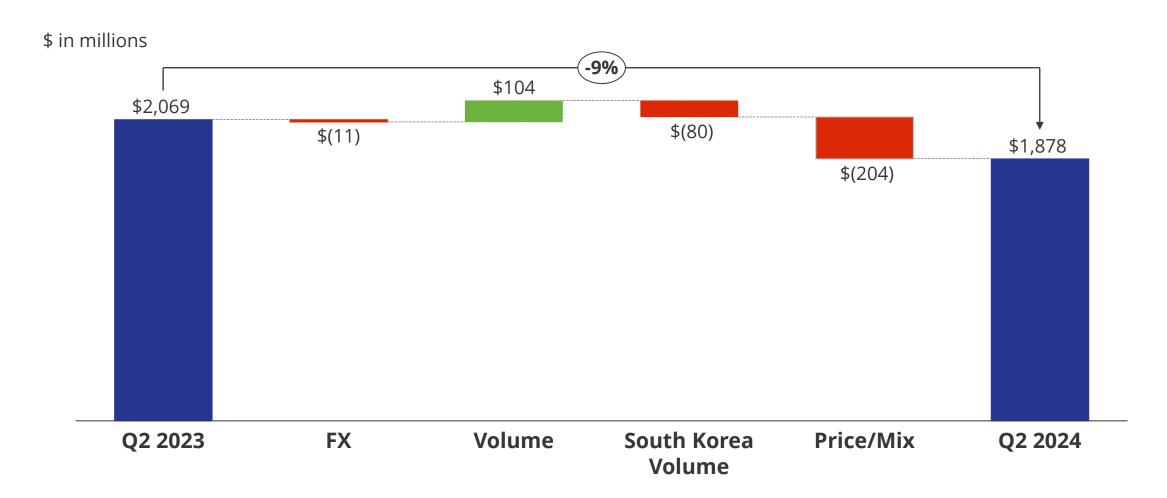
\$ in millions, unless noted	Q2 2023	Q2 2024	Change
Net Sales	\$2,069	\$1,878	-9%
Gross Profit  Gross Profit Margin	\$441	\$446	1%
	21.3%	23.7%	240 bps
Reported Operating Income	\$251	\$240	-4%
Reported Diluted EPS	\$2.42	\$2.22	\$(0.20)/share
Adjusted Operating Income* Adjusted Diluted EPS*	\$251	\$270	8%
	\$2.32	\$2.87	\$0.55/share

<sup>\*</sup>See appendix for a reconciliation of these non-GAAP financial measures to the comparable GAAP financial measures Totals may not sum due to rounding



12

#### Q2: Net sales bridge



Totals may not sum due to rounding



### Q2: Net sales variance by segment

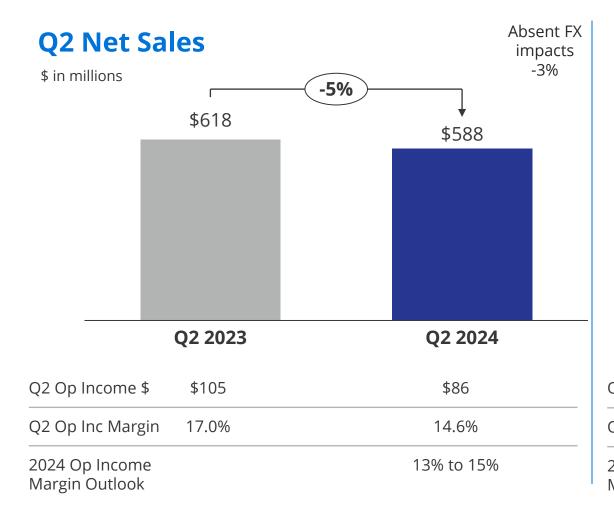
	Foreign Exchange	Volume	Price Mix	Net Sales Change
Texture & Healthful Solutions	-2%	8%	-11%	-5%
Food & Industrial Ingredients - LATAM	1%	4%	-10%	-5%
Food & Industrial Ingredients - US/CAN	0%	2%	-10%	-8%
Ingredion  Excluding South Korea	0% -1%	1% 5%	-10% <i>-10</i> %	-9% -6%

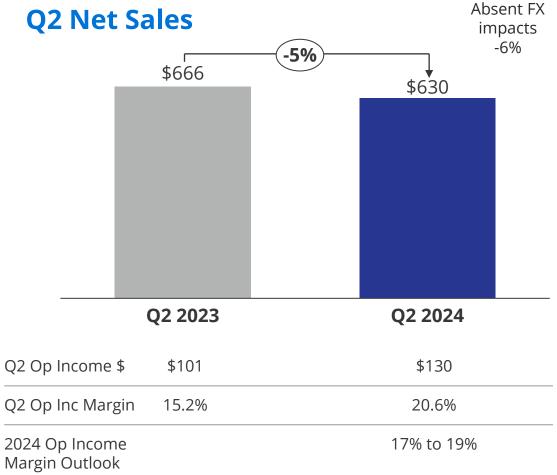
Totals may not sum due to rounding

# **Texture & Healthful Solutions**

# Food & Industrial Ingredients - LATAM





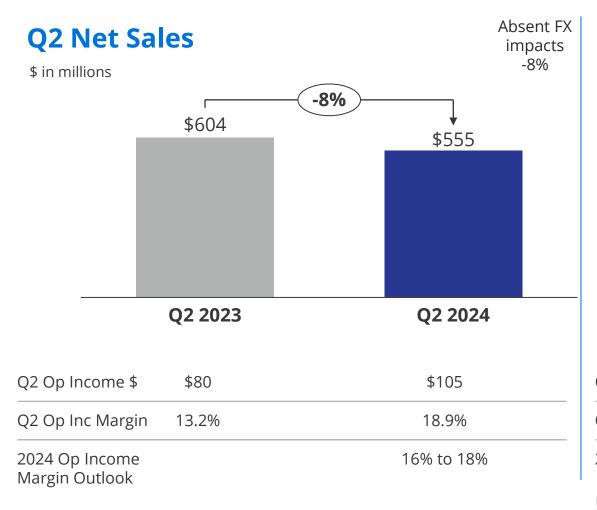


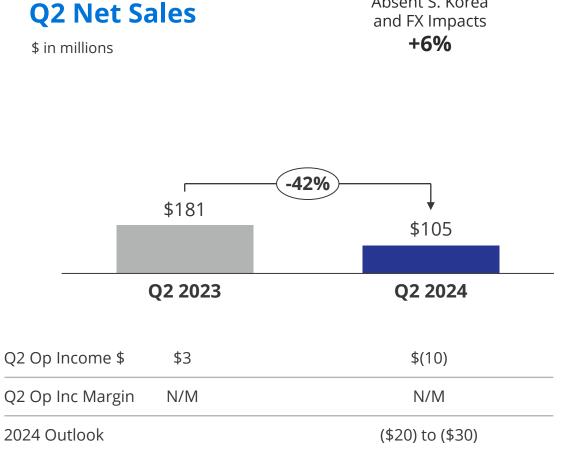
### **Food & Industrial Ingredients - US/CAN**



Absent S. Korea

#### **All Other**





Note: Net sales change includes \$80 million sales volume reduction due to the sale of the South Korea business. Q2 2023 operating income includes \$8 million from S. Korea.



### Q2: EPS bridge

Amounts are dollars/share			
2023 Reported Diluted EPS	\$ 2.42	Margin \$	0.06
Restructuring/impairment costs	0.00	Volume	0.03
Tax and other matters	(0.10)	Foreign exchange rates	0.00
rax and other matters	(0.10)	Other income	0.11
2023 Adjusted Diluted EPS*	\$ 2.32	Changes from operations \$	0.20
2024 Adjusted Diluted EPS*	\$ 2.87	Other non-operating income \$	0.01
Restructuring and resegmentation costs	(0.03)	Financing costs	0.22
Impairment charge	(0.33)	Non-controlling interests	0.00
Tax items and other matters	(0.28)	Tax rate	0.10
	,	Shares outstanding	0.02
Net gain on sale of business	(0.01)	Non-operational changes \$	0.35
2024 Reported Diluted EPS	\$ 2.22		

<sup>\*</sup>See appendix for a reconciliation of these non-GAAP financial measures to the comparable GAAP financial measures Totals may not sum due to rounding



#### YTD 2024: Income statement highlights

\$ in millions, unless noted	YTD 2023	YTD 2024	Change
Net Sales	\$4,206	\$3,760	-11%
Gross Profit  Gross Profit Margin	\$928	\$863	-7%
	22.1%	23.0%	90 bps
Reported Operating Income	\$542	\$453	-16%
Reported Diluted EPS	\$5.27	\$5.46	\$0.19/share
Adjusted Operating Income* Adjusted Diluted EPS*	\$547	\$486	-11%
	\$5.12	\$4.96	\$(0.16)/share

<sup>\*</sup>See appendix for a reconciliation of these non-GAAP financial measures to the comparable GAAP financial measures Totals may not sum due to rounding



### YTD: EPS bridge

Amounts are dollars/share			
2023 Reported Diluted EPS	\$ 5.27	Margin	\$ (0.41)
Restructuring/impairment costs	0.00	Volume	(0.31)
Tax and other matters	(0.15)	Foreign exchange rates	0.04
	,	Other income	0.02
2023 Adjusted Diluted EPS*	\$ 5.12	<b>Changes from operations</b>	\$ (0.66)
2024 Adjusted Diluted EPS*	\$ 4.96	Other non-operating income	\$ 0.00
Restructuring and resegmentation costs	(0.06)	Financing costs	0.37
Impairment charge	(0.33)	Non-controlling interests	0.02
Tax items and other matters	(0.19)	Tax rate	0.07
	,	Shares outstanding	0.04
Net gain on sale of business	1.08	Non-operational changes	\$ 0.50
2024 Reported Diluted EPS	\$ 5.46		

<sup>\*</sup>See appendix for a reconciliation of these non-GAAP financial measures to the comparable GAAP financial measures Totals may not sum due to rounding



### Year to date cash from operations and capital allocation

\$ millions	
Net income	\$368
Depreciation and amortization	\$107
Working capital	\$65
Other	\$(19)
	¢ <b>C</b> 24
Cash from operations	\$521
Cash from operations  Capital allocation	\$5 <b>2</b> 1
	\$ <b>521</b> \$(120)
Capital allocation Capital expenditures, net To shareholders	
Capital allocation Capital expenditures, net	

Totals may not sum due to rounding 19

\$(66)



### Full year 2024 outlook

Net sales	Down low single-digits
Adjusted operating income*	Up mid-single-digits
Financing costs	\$65 – \$85 million
Corporate costs	Up low single-digits
Adjusted effective tax rate*	26.5% – 27.5%
Adjusted EPS*	\$9.70 to \$10.20
Diluted weighted avg. shares outstanding	66.0 – 67.0 million shares
Cash from operations	\$800 – \$950 million
CAPEX	Approximately \$340 million



**Ingredion** 

 Expect Q3 net sales to be flat and adjusted operating income to be up high double-digits

# Q2 momentum sets up strong second half growth

- Continued year-over-year volume growth anticipated in H2
  - Distributors restocking
  - Customer project engagements continue to expand
  - Better fixed cost absorption vs prior year
- Cost<sub>2</sub>Compete savings ahead of plan
- Strong cash flow from operations including working capital
- Solid balance sheet focused on strategic cash deployment
- On track to meet or exceed share buyback goal



#### Save the date!

- Texture Innovation Day
- November 14, 2024 | Bridgewater, NJ
- More details to come soon

Be recognized as the go-to provider for texture and healthful solutions that make healthy taste better



## Appendix





#### 2024 Full year segment operating income outlook

#### **Texture & Healthful Solutions**

2023 Net Sales (unaudited)	\$2.4 - \$2.5B
2024 Net Sales Outlook	Flat
2023 Segment Operating Income Margin (unaudited)	14 - 17%
2024 Segment Operating Income Margin Outlook	13% to 15%

#### Food & Industrial Ingredients - US/Canada

2023 Net Sales (unaudited)	\$2.3 - \$2.4B
2024 Net Sales Outlook	Down mid-single-digits
2023 Segment Operating Income Margin (unaudited)	12% - 14%
2024 Segment Operating Income Margin Outlook	16% to 18%

#### **Food & Industrial Ingredients - LATAM**

2023 Net Sales (unaudited)	\$2.5 - \$2.6B
2024 Net Sales Outlook	Flat to up low single-digits
2023 Segment Operating Income Margin (unaudited)	16 - 18%
2024 Segment Operating Income Margin Outlook	17% to 19%

#### All Other\*

2023 All Other Net Sales* (unaudited)	\$0.4 - \$0.5в
2024 All Other Net Sales Outlook	Flat
2023 All Other Operating Loss* (unaudited)	(\$30)м – (\$40)м
2024 All Other Operating Income (Loss) Outlook	(\$20)м to (\$30)м

<sup>\*</sup>All Other consists of the businesses of multiple operating segments that are not individually or collectively classified as reportable segments.



#### **Non-GAAP Information**

To supplement the consolidated financial results prepared in accordance with U.S. generally accepted accounting principles ("GAAP"), non-GAAP historical financial measures are used, which exclude certain GAAP items such as restructuring and resegmentation costs, net gain on sale of business, impairment charge, Mexico tax item, and other specified items. The term "adjusted" is generally used when referring to these non-GAAP financial measures.

Management uses non-GAAP financial measures internally for strategic decision making, forecasting future results and evaluating current performance. By disclosing non-GAAP financial measures, management intends to provide investors with a more meaningful, consistent comparison of the Company's operating results and trends for the periods presented. These non-GAAP financial measures are used in addition to and in conjunction with results presented in accordance with GAAP and reflect an additional way of viewing aspects of the Company's operations that, when viewed with its GAAP results, provide a more complete understanding of factors and trends affecting its business. Expected financial measures may not reflect certain future charges, costs and/or gains that are inherently difficult to predict and estimate due to their unknown timing, effect and/or significance. Non-GAAP adjustments are generally made to adjusted financial measures, which increases management's confidence in its ability to forecast adjusted financial measures than in its ability to forecast GAAP financial measures. These non-GAAP measures, including non-GAAP expected measures, should be considered as a supplement to, and not as a substitute for, or superior to, the corresponding measures calculated in accordance with GAAP.

Non-GAAP financial measures are not prepared in accordance with GAAP; therefore, the Company's non-GAAP information is not necessarily comparable to similarly titled measures presented by other companies. A reconciliation of each non-GAAP financial measure to the most comparable GAAP measure is provided in the tables that follow.

#### Reconciliation of GAAP net income and diluted earnings per share (EPS) Ingredion. to non-GAAP adjusted net income and adjusted diluted EPS



	Three Months Ended June 30, 2024		Three Months Ended June 30, 2023				hs Ended 0, 2024	Six Months Ended June 30, 2023		
	(in n	nillions)	Diluted EPS	(in millions	Diluted	EPS	(in millions)	Diluted EPS	(in millions)	Diluted EPS
Net income attributable to Ingredion	\$	148	\$ 2.22	\$ 163	\$	2.42	\$ 364	\$ 5.46	\$ 354	\$ 5.27
Adjustments:										
Restructuring and resegmentation costs (i)		2	0.03	_		_	4	0.06	_	_
Net gain on sale of business (ii)		1	0.01	_		_	(72)	(1.08)	_	_
Other matters (iii)		7	0.10	_		_	7	0.10	4	0.06
Impairment charge (iv)		22	0.33	_		_	22	0.33	_	_
Tax item - Mexico (v)		10	0.15	(7	) (	0.10)	4	0.06	(14)	(0.21)
Other tax matters (vi)		2	0.03	_		_	2	0.03	_	_
Non-GAAP adjusted net income attributable to Ingredion	\$	192	\$ 2.87	\$ 156	\$	2.32	\$ 331	\$ 4.96	\$ 344	\$ 5.12

# Reconciliation of GAAP net income and diluted earnings per share (EPS) to non-GAAP adjusted net income and adjusted diluted EPS (continued)



#### Notes

- i. During the three and six months ended June 30, 2024, there were pre-tax restructuring charges of \$3 million and \$6 million, respectively, primarily related to restructuring activities and the resegmentation of the business effective January 1, 2024.
- ii. During the six months ended June 30, 2024, there was a pre-tax gain of \$82 million on the sale of the business in South Korea that was completed in February 1, 2024.
- iii. During the three and six months ended June 30, 2024, there was a pre-tax charge of \$9 million for tornado damage incurred at a U.S. warehouse. During the six months ended June 30, 2023, there were pre-tax charges of \$5 million primarily related to the impacts of a U.S.-based work stoppage.
- iv. During the three and six months ended June 30, 2024, there was a pre-tax other-than-temporary charge of \$18 million on our equity method investments.
- v. Tax provisions of \$10 million and \$4 million for the three and six months ended June 30, 2024, respectively, and tax benefits of \$7 million and \$14 million for the three and six months ended June 30, 2023, respectively, were recorded as a result of the movement of the Mexican peso against the U.S. dollar and its impact on the remeasurement of the Mexico financial statements during the periods.
- vi. During the three months ended June 30, 2024, forecasted dividends were changed from Brazil for the year, which are temporarily taxable for U.S. income taxes under U.S. recapture rules. Non-GAAP adjustments for Other tax matters includes the impact from the U.S. tax recapture, prior year tax contingencies and tax results of the above non-GAAP adjustments, partially offset by interest on previously recognized tax benefits for certain Brazilian local incentives that were previously taxable.

# Reconciliation of GAAP operating income to non-GAAP adjusted operating income



			Six Months Ended June 30,		
(in millions, pre-tax)		2024	2023	2024	2023
Operating income	\$	240 \$	251	\$ 453	\$ 542
Adjustments:					
Restructuring and resegmentation costs (i)		3	_	6	_
Other matters (iii)		9	_	9	5
Impairment charge (iv)		18	_	18	_
Non-GAAP adjusted operating income	\$	270 \$	251	\$ 486	\$ 547

For notes (i) through (iv), see notes (i) through (iv) included in the Reconciliation of GAAP Net Income attributable to Ingredion and Diluted EPS to Non-GAAP Adjusted Net Income attributable to Ingredion and Adjusted Diluted EPS.

# Reconciliation of GAAP effective income tax rate to non-GAAP adjusted effective income tax rate



	Three Months Ended June 30, 2024						Six Months Ended June 30, 2024			
(dollars in millions, except for percentages)		ne before me Taxes (a)		ovision for ome Taxes (b)	Effective Income Tax Rate (b/a)		me before ome Taxes (a)	Provision for Income Taxes (b)	Effective Income Tax Rate (b/a)	
As Reported	\$	230	\$	80	34.8%	\$	506	\$ 138	27.3%	
Adjustments:										
Restructuring and resegmentation costs (i)		3		1			6	2		
Net gain on sale of business (ii)		_		(1)			(82)	(10)		
Other matters (iii)		9		2			9	2		
Impairment charge (iv)		18		(4)			18	(4)		
Tax item - Mexico (v)		_		(10)			_	(4)		
Other tax matters (vi)		_		(2)			_	(2)		
Adjusted Non-GAAP	\$	260	\$	66	25.4%	\$	457	\$ 122	26.7%	

# Reconciliation of GAAP effective income tax rate to non-GAAP adjusted effective income tax rate (continued)



		Three Months Ended June 30, 2023						Six Months Ended June 30, 2023			
(dollars in millions, except for percentages)	Incon	ne before ne Taxes (a)	Incom	sion for ne Taxes (b)	Effective Income Tax Rate (b/a)		me before ome Taxes (a)	Provision for Income Taxes (b)	Effective Income Tax Rate (b/a)		
As Reported	\$	219	\$	55	25.1%	\$	478	\$ 120	25.1%		
Adjustments:											
Other matters (iii)		_		_			5	1			
Tax item - Mexico (v)		_		7			_	14			
Adjusted Non-GAAP	\$	219	\$	62	28.3%	\$	483	\$ 135	28.0%		

For notes (i) through (vi), see notes (i) through (vi) included in the Reconciliation of GAAP Net Income attributable to Ingredion and Diluted EPS to Non-GAAP Adjusted Net Income attributable to Ingredion and Adjusted Diluted EPS.





**Expected EPS Range for** 

	Full	Year 2024
	Low End of Guidance	
GAAP EPS	\$ 10	20 \$ 10.70
Adjustments:		
Restructuring and resegmentation costs (i)	0.	0.06
Net gain on sale of business (ii)	(1.	08) (1.08)
Other matters (iii)	0.	10 0.10
Impairment charge (iv)	0	33 0.33
Tax item - Mexico (v)	0.	06 0.06
	0.4	
Other tax matters (vi)	0.	0.03
Adjusted EPS	\$ 9.	70 \$ 10.20

For notes (i) through (vi), see notes (i) through (vi) included in the Reconciliation of GAAP Net Income attributable to Ingredion and Diluted EPS to Non-GAAP Adjusted Net Income attributable to Ingredion and Adjusted Diluted EPS.





**Expected Effective Income Tax** 

	· Rate R for Full-Yo	Rate Range for Full-Year 2024		
	Low End of Guidance	High End of Guidance		
GAAP ETR	27.0 %	28.0 %		
Adjustments:				
Restructuring and resegmentation costs (i)	— %	— %		
Net gain on sale of business (ii)	1.3 %	1.3 %		
Other matters (iii)	-0.1 %	-0.1 %		
Impairment charge (iv)	-1.0 %	-1.0 %		
Tax item - Mexico (v)	-0.5 %	-0.5 %		
Other tax matters (vi)	-0.2 %	-0.2 %		
Adjusted ETR	26.5 %	27.5 %		

For notes (i) through (vi), see notes (i) through (vi) included in the Reconciliation of GAAP Net Income attributable to Ingredion and Diluted EPS to Non-GAAP Adjusted Net Income attributable to Ingredion and Adjusted Diluted EPS.