



Green Plains

## Third Quarter 2017 Business Update

November 2, 2017

# Forward-Looking Statements



This presentation includes forward-looking statements that reflect management's current views of company performance, industry conditions and future economic environment. These statements are based on assumptions and various factors that are subject to risks and uncertainties.

Green Plains has provided additional information about such risks and uncertainties that could cause actual results to differ materially from those expressed or implied in its reports filed with the Securities and Exchange Commission. Green Plains is not obligated nor intends to update its forward-looking statements at any time unless it is required by applicable securities laws. Unpredictable or unknown factors not discussed in this presentation could also have material adverse effects on forward-looking statements.

# Third Quarter 2017 Highlights



- Results of operations
  - Net income of \$34.4 million, or \$0.74 per diluted share
  - Recognized R&D tax credits totaling \$49.5 million, with \$40.5 million reported as a net income tax benefit and \$9.0 million reported as a reduction of operating expenses
  - Adjusted net loss of \$7.4 million, or \$(0.18) per share, from current operations before refinancing expenses of \$12.3 million and net research and development tax credits of \$49.5 million
  - EBITDA of \$61.6 million, excluding corporate activity, including \$9.0 million of R&D tax credits
  - Segment EBITDA of \$36.0 million, excluding ethanol production and corporate activities
  
- Ethanol production segment
  - Produced 313.6 million gallons, running at 83.7% of capacity after restarting nine idled plants mid-July
  - Consolidated ethanol crush margin was \$47.3 million, or \$0.15 per gallon
  
- Growth
  - Phase I of the Beaumont terminal project is expected to be completed in November 2017
  - Little Rock unit-train terminal expected to be completed during the first quarter of 2018
  
- Capital management
  - Repurchased 336 thousand shares of common stock for \$5.7 million
  - Completed placement of a \$500 million senior secured term loan, refinancing \$405 million of existing debt
  - Upsized the partnership's revolving credit facility by \$40 million, from \$155 million to \$195 million, in October 2017

# Green Plains Inc.



# Selected Operating Data

Green Plains Inc.



(in thousands )

<b>For the three months ended</b>	<b>Sep 30, 2017</b>	<b>Sep 30, 2016</b>
<b>Ethanol production</b>		
Ethanol (gallons)	313,642	292,238
Distillers grains (equivalent dried tons)	817	790
Corn oil (pounds)	75,440	72,176
Corn consumed (bushels)	109,544	102,113
<b>Agribusiness and energy services</b>		
Domestic ethanol sold (gallons)	345,038	301,077
Export ethanol sold (gallons)	34,773	34,903
	379,811	335,980
<b>Food and ingredients</b>		
Company cattle on feed (daily average head)	148	68
Customer cattle on feed (daily average head)	70	1
<b>Partnership</b>		
Storage and throughput (gallons)	308,316	292,667

# Consolidated Crush Margin

Green Plains Inc.



<b>For the three months ended Sep 30,</b>	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	(in millions)		(per gallon produced)	
Ethanol production:				
Operating income	\$3.1	\$14.3	\$0.01	\$0.05
Depreciation and amortization	21.0	15.7	0.07	0.05
Total ethanol production	24.1	30.0	0.08	0.10
Intercompany fees, net:				
Storage and logistics (partnership)	16.2	15.7	0.05	0.05
Marketing and agribusiness fees	7.0	5.9	0.02	0.02
Consolidated crush margin	\$47.3	\$51.6	\$0.15	\$0.17

# Condensed Balance Sheet

Green Plains Inc.



*(in millions)*

<b>Assets</b>	<b>Sep 30, 2017</b>	<b>Dec 31, 2016</b>
Current assets	\$1,100.4	\$1,000.6
Property and equipment, net	1,188.2	1,178.7
Other assets	339.9	327.2
Total assets	\$2,628.5	\$2,506.5
<b>Liabilities and Stockholders' Equity</b>		
Current liabilities	\$699.5	\$594.9
Long-term debt	829.9	782.6
Other liabilities	84.7	149.8
Total liabilities	1,614.1	1,527.3
Total Green Plains stockholders' equity	897.9	862.5
Noncontrolling interests	116.5	116.7
Total liabilities and stockholders' equity	\$2,628.5	\$2,506.5

# Condensed Income Statement

Green Plains Inc.



*(in millions, except per share amounts)*

<b>For the three months ended</b>	<b>Sep 30, 2017</b>	<b>Sep 30, 2016</b>
Revenues	\$901.2	\$841.9
Costs and expenses	880.5	811.0
Operating income	20.7	30.9
Other expense	(30.1)	(12.9)
Income tax expense (benefit)	(48.8)	5.1
Net income	39.4	12.9
Net income attributable to noncontrolling interests	5.0	5.0
Net income attributable to Green Plains	\$34.4	\$7.9
Net income attributable to Green Plains per share – diluted	\$0.74	\$0.20



# Liquidity and Capital Structure

Green Plains Inc.



*(in millions, except per share and per gallon amounts)*

<b>For the three months ended</b>	<b>Sep 30, 2017</b>	<b>Jun 30, 2017</b>	<b>Sep 30, 2016</b>
Gross debt	\$1,294.2	\$1,081.4	\$923.5
Working capital financing	457.8	341.5	229.1
Term debt	836.4	739.9	694.4
Cash and equivalents	292.4	225.0	441.6
Net term debt	\$544.0	\$514.9	\$252.8
Total Green Plains stockholders' equity	\$897.9	\$874.4	\$849.8
Book value per share	\$21.81	\$21.08	\$22.22
Pro forma EBITDA <sup>(1)</sup>	\$289.0	\$293.5	\$265.8
Term debt / Total capitalization	48.2%	45.8%	45.0%
Term debt / Pro forma EBITDA	2.9x	2.5x	2.6x

(1) Pro forma EBITDA based on estimated mid-cycle crush margin of \$0.20 per gallon, average utilization of 92% and TTM Fleischmann's Vinegar EBITDA

(2) Forward twelve months, excluding sweeps

# Green Plains Partners LP



# Selected Operating Data

Green Plains Partners LP



*(in million gallons)*

<b>For the three months ended</b>	<b>Sep 30, 2017</b>	<b>Sep 30, 2016</b>
Product volumes		
Storage and throughput services	308.3	292.7
Terminal services	71.9	80.1
Railcar capacity billed (daily average)	95.1	79.2

# Condensed Balance Sheet

## Green Plains Partners LP



(in millions)

<b>Assets</b>	<b>Sep 30, 2017</b>	<b>Dec 31, 2016</b>
Current assets	\$21.8	\$22.3
Property and equipment, net	49.6	51.0
Other assets	21.4	20.5
Total assets	\$92.8	\$93.8
<b>Liabilities and Partners' Capital</b>		
Current liabilities	\$16.8	\$17.3
Long-term debt	137.0	136.9
Other liabilities	3.3	3.7
Total liabilities	157.1	157.9
Total partners' capital	(64.3)	(64.1)
Total liabilities and partners' capital	\$92.8	\$93.8

# Consolidated Income Statement

## Green Plains Partners LP



*(in millions, except per unit amounts)*

<b>For the three months ended</b>	<b>Sep 30, 2017</b>	<b>Sep 30, 2016</b>
Revenues	\$26.4	\$26.2
Operating expenses	10.5	11.5
Operating income	15.9	14.7
Other expense	(1.4)	(0.5)
Income tax expense	-	-
Net income	\$14.5	\$14.2
Earnings per limited partner unit – basic and diluted	\$0.45	\$0.44

# Adjusted EBITDA and DCF

## Green Plains Partners LP



(in millions)

	For the three months ended		LTM ended
	Sep 30, 2017	Sep 30, 2016	Sep 30, 2017
Net income	\$14.5	\$14.2	\$59.0
Interest expense	1.4	0.5	5.2
Income tax expense	-	-	-
Depreciation and amortization	1.3	1.5	5.2
Minimum volume commitment adjustments <sup>(1)</sup>	(0.8)	-	0.2
Transaction costs	-	0.5	(0.1)
Unit-based compensation expense	-	0.1	0.2
<b>Adjusted EBITDA</b>	<b>16.4</b>	<b>16.8</b>	<b>69.7</b>
Less:			
Interest paid or payable	1.4	0.5	5.2
Income taxes paid or payable	0.1	-	-
Maintenance capital expenditures	-	0.1	0.2
<b>Distributable cash flow</b>	<b>\$14.9</b>	<b>\$16.2</b>	<b>\$64.3</b>
<b>Distribution declared<sup>(2)</sup></b>	<b>\$14.9</b>	<b>\$13.6</b>	<b>\$57.8</b>
<b>Coverage ratio</b>	<b>1.00x</b>	<b>1.19x</b>	<b>1.11x</b>

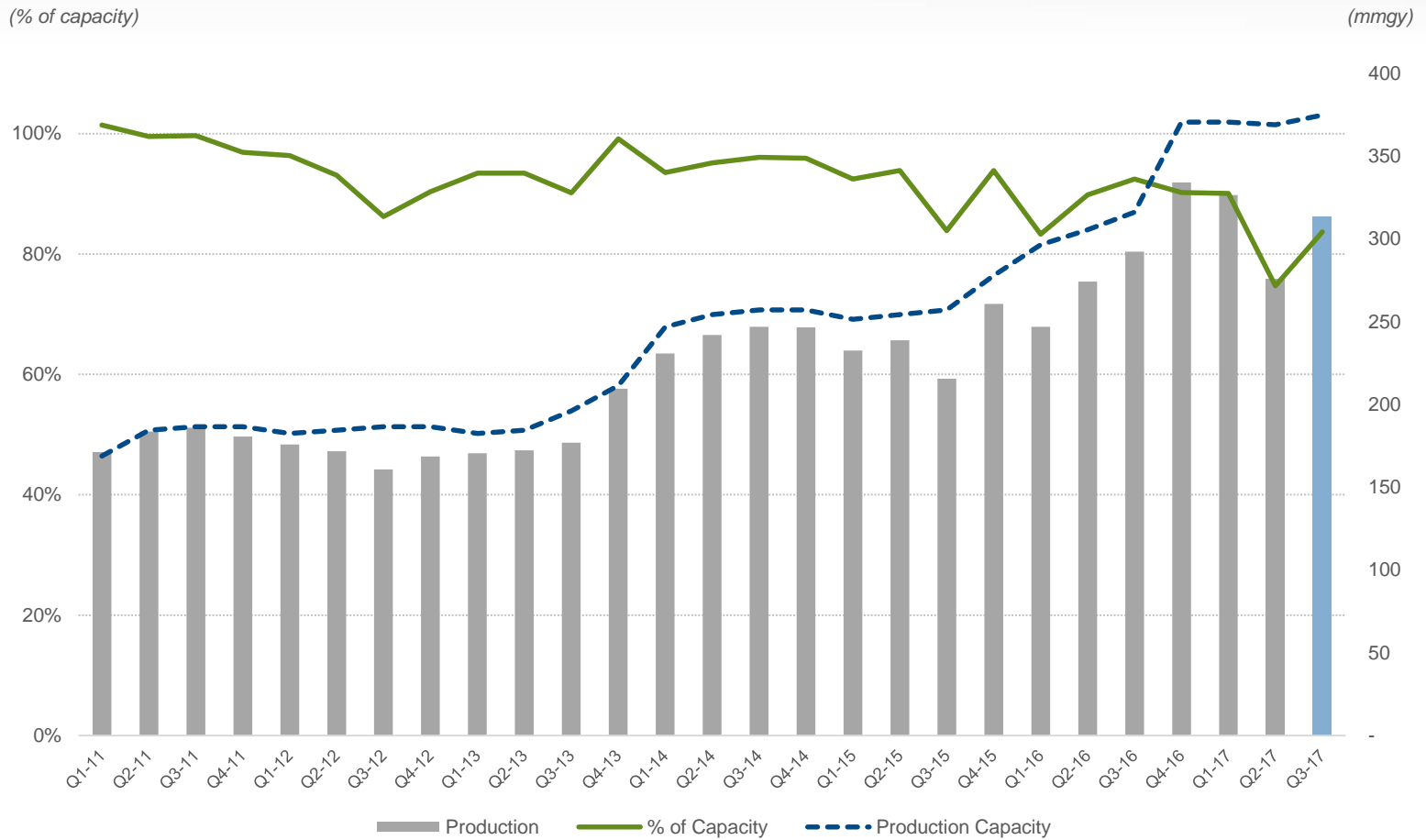
(1) Adjustments related to storage and throughput quarterly minimum volume commitments.

(2) Represents distributions declared for the applicable quarter and paid in the subsequent quarter.

# Appendix

# Production and Utilization History

Green Plains Inc.





# Non-GAAP Reconciliation

Green Plains Inc.



*(in millions)*

<b>For the three months ended</b>	<b>Sep 30, 2017</b>	<b>Sep 30, 2016</b>
Net income	\$39.4	\$12.9
Interest expense	31.9	11.8
Income tax expense (benefit)	(48.7)	5.1
Depreciation and amortization	27.8	19.3
EBITDA	\$50.4	\$49.1

# Third Quarter Adjusted Financial Measures

## Green Plains Inc.



(in millions, except per share amounts)

Three months ended September 30,	2017			2016
	GAAP Basis as Reported	Non-GAAP Adjustment	Non-GAAP Basis as Adjusted	GAAP Basis as Reported
Basic EPS:				
Net income (loss) attributable to GP	\$34.4	\$(41.8)	\$(7.4)	\$7.9
Weighted average shares outstanding - basic	41.3	-	41.3	38.3
Earnings (loss) per share attributable to GP - basic	\$0.83	\$(1.01)	\$(0.18)	\$0.21
Diluted EPS:				
Net income (loss) attributable to GP	\$34.4	\$(41.8)	\$(7.4)	\$7.9
Interest and amortization convertible debt, net of tax				
3.25% convertible notes	0.8	(0.8)	-	-
4.125% convertible notes	2.1	(2.1)	-	-
Net income (loss) attributable to GP - diluted	\$37.3	\$(44.7)	\$(7.4)	\$7.9
Weighted average shares outstanding - basic	41.3	-	41.3	38.3
Effect of dilutive 3.25% convertible notes	3.2	(3.2)	-	0.8
Effect of dilutive 4.125% convertible notes	6.1	(6.1)	-	-
Effect of dilutive stock-based compensation awards	-	-	-	0.1
Weighted average shares outstanding – diluted	50.6	(9.3)	41.3	39.1
Earnings (loss) per share attributable to GP - diluted	\$0.74	\$(0.92)	\$(0.18)	\$0.20

# Year-to-Date Adjusted Financial Measures

## Green Plains Inc.



(in millions, except per share amounts)

Nine months ended September 30,	2017			2016
	GAAP Basis as Reported	Non-GAAP Adjustment	Non-GAAP Basis as Adjusted	GAAP Basis as Reported
Basic EPS:				
Net income (loss) attributable to GP	\$14.4	\$(41.8)	\$(27.4)	\$(8.0)
Weighted average shares outstanding - basic	40.0	-	40.0	38.3
Earnings (loss) per share attributable to GP - basic	\$0.36	\$(1.04)	\$(0.68)	\$0.21
Diluted EPS:				
Net income (loss) attributable to GP	\$14.4	\$(41.8)	\$(27.4)	\$(8.0)
Interest and amortization convertible debt, net of tax				
3.25% convertible notes	3.6	(3.6)	-	-
4.125% convertible notes	6.1	(6.1)	-	-
Net income (loss) attributable to GP - diluted	\$24.1	\$(51.5)	\$(27.4)	\$(8.0)
Weighted average shares outstanding - basic	40.0	-	40.0	38.3
Effect of dilutive 3.25% convertible notes	4.5	(4.5)	-	-
Effect of dilutive 4.125% convertible notes	6.1	(6.1)	-	-
Effect of dilutive stock-based compensation awards	0.1	(0.1)	-	-
Weighted average shares outstanding – diluted	50.7	(10.7)	40.0	38.3
Earnings (loss) per share attributable to GP - diluted	\$0.48	\$(1.16)	\$(0.68)	\$(0.21)



# Green Plains

Green Plains Inc. | NASDAQ: GPRE | [www.gpreinc.com](http://www.gpreinc.com)

Green Plains Partners LP | NASDAQ: GPP | [www.greenplainspartners.com](http://www.greenplainspartners.com)