



Third Quarter 2020 Earnings Call

Jim Zallie
President and CEO

James Gray
Executive Vice President and CFO



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. The Company 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 the Company's expectations regarding impacts of COVID-19, savings under the Cost Smart program and from shared services activities, and the Company's net sales, operating income, operating costs, financing costs, effective tax rates and capital expenditures for 2020 and any assumptions, expectations or beliefs underlying 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," "pro forma," "forecast," "outlook," "propels," "opportunities," "potential," "provisional," or other similar expressions or the negative thereof. All statements other than statements of historical facts in this presentation or referred to in this presentation 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 are 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 our forward looking statements as a result of the following risks and uncertainties, among others: changing consumption preferences and perceptions, including those relating to high fructose corn syrup; 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, including, particularly, economic, currency and political conditions in South America and economic and political conditions in Europe, and the impact these factors may have on our sales volumes, the pricing of our products, our access to credit markets and our ability to collect our receivables from customers; adverse changes in investment returns earned on our pension assets; future financial performance of major industries which we serve and from which we derive a significant portion of our sales, including the food, beverage, animal nutrition, and brewing industries; 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 meet expectations; changes in U.S. and foreign government policy, laws or regulations and costs of legal compliance; 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; the availability of raw materials, including potato starch, tapioca, gum Arabic and the specific varieties of corn upon which some of our products are based, and our ability to pass on potential increases in the cost of corn or other raw materials to customers; raw material and energy costs and availability; our ability to contain costs, achieve budgets and to realize expected synergies, including with respect to our ability to complete planned maintenance and investment projects on time and on budget, and to achieve expected savings under our Cost Smart program as well as with respect to freight and shipping costs; the impact of financial and capital markets on our borrowing costs, including as a result of foreign currency fluctuations, fluctuations in interest and exchange rates and market volatility and the associated risks of hedging against such fluctuations; the potential effects of climate change; our ability to successfully identify and complete acquisitions or strategic alliances on favorable terms as well as our ability to successfully integrate acquired businesses or implement and maintain strategic alliances and achieve anticipated synergies with respect to all of the foregoing; operating difficulties at our manufacturing plants or with respect to boiler reliability; risks related to product safety and quality and compliance with environmental, health and safety, and food safety laws and regulations; economic, political and other risks inherent in operating in foreign countries with foreign currencies and shipping products between countries, including with respect to tariffs, quotas and duties; interruptions, security breaches or failures that might affect our information technology systems, processes and sites; our ability to maintain satisfactory labor relations; the impact that weather, natural disasters, war or similar acts of hostility, acts and threats of terrorism, the outbreak or continuation of pandemics such as COVID-19 and other significant events could have on our business; the potential recognition of impairment charges on goodwill or long lived assets; changes in our tax rates or exposure to additional income tax liabilities; and our ability to raise funds at reasonable rates to grow and expand our operations.

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" included in our Annual Report on Form 10-K for the year ended December 31, 2019 and Quarterly Report

Agenda

- Third Quarter Performance
- Advancing the DrivINGRowth Roadmap
- Questions and Answers

Guided by Our Values and Three Priorities

1

Employees Safety, Health and Wellness



2

Supporting the Communities in which we Operate



3

Business Continuity to Serve our Customers



Creating Shared Value through Business Continuity

Mondelez
International

**Procurement at Mondelez:
Fearless Business Leaders
and Trusted Partners who
bring The Outside in to Win**

“ It [sustainability] is a fundamental component of every sourcing strategy and we are leveraging our market presence and relevance to foster the right attitude, actions and responsibilities from all payers in the value chain”

ALEXANDRE TUROLLA,

VP PROCUREMENT GLOBAL RAW MATERIALS AT MONDELEZ INTERNATIONAL

During these unpredictable times, we remain focused on **innovating boldly**, being a **resilient supply chain partner** and building a stronger, more sustainable world together.

Congratulations to MONDELEZ for the continued leadership and commitment to success. We look forward to the future of snacking.

**SOLUTIONS TO HELP YOU
WIN A PLACE IN
MORE HEARTS AND CARTS**



During these unpredictable times, we remain focused on innovating boldly, being a resilient supply chain partner and building a stronger, more sustainable world together.

Congratulations to MONDELEZ for the continued leadership and commitment to success. We look forward to the future of snacking.

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Ingredion.

Co-Creating through Digital Collaboration

Our teams are **building** and **broadening customer relationships** by bringing together our culinologists and customers on-line in virtual kitchen studios

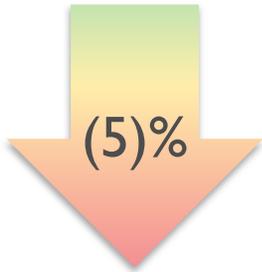


Deployed **rapid, iterative processes** during the pandemic to reformulate cheddar cheese crackers resulting in an **8% margin increase** for the customer



Q3 2020 – Performance Sequentially Improves

Q3 NET SALES



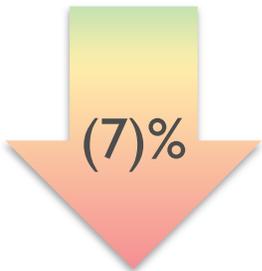
Absent FX impacts
(2)%

Q2 NET SALES



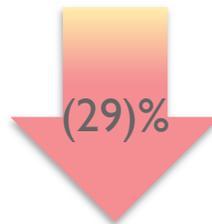
Absent FX impacts
(9)%

Q3 ADJUSTED OPERATING INCOME



Absent FX impacts
(4)%

Q2 ADJUSTED OPERATING INCOME



Absent FX impacts
(25)%

Q3: South America

NET SALES

- Down (9)%
- Up 7% excluding foreign currency impacts

OPERATING INCOME



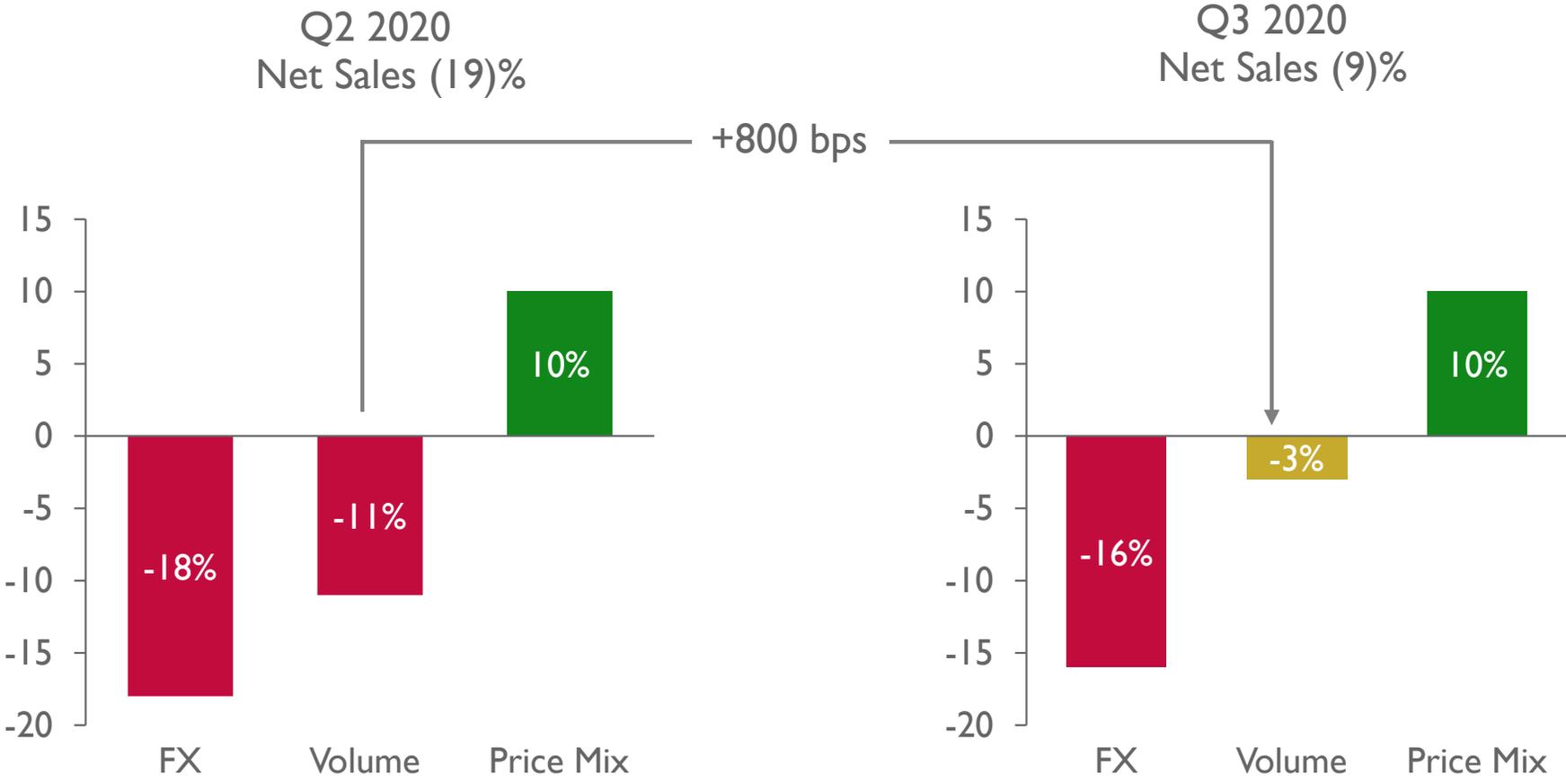
\$29MM

- Up 30% excluding foreign currency impacts

PERFORMANCE INSIGHTS

- Strong price mix
- Foreign exchange impacts

South America: Sequential Improvement



Q3: EMEA

NET SALES

- Up 2%
- No foreign currency impacts

OPERATING INCOME



4%

\$25MM

- No foreign currency impacts

PERFORMANCE INSIGHTS

- Pakistan strong pricing
- Favorable operating expenses in Europe
- Solid specialty sales in the region

Q3: Asia-Pacific

NET SALES

- Up 1%
- No foreign currency impacts

OPERATING INCOME



\$18MM

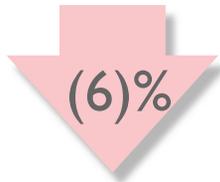
- No foreign currency impacts

PERFORMANCE INSIGHTS

- Includes \$(5)M operating loss for PureCircle
- Asia-Pacific results driven by:
 - Lower input costs
 - Favorable operating expenses

Q3: North America

NET SALES



- No foreign currency impacts

OPERATING INCOME



\$132MM

PERFORMANCE INSIGHTS

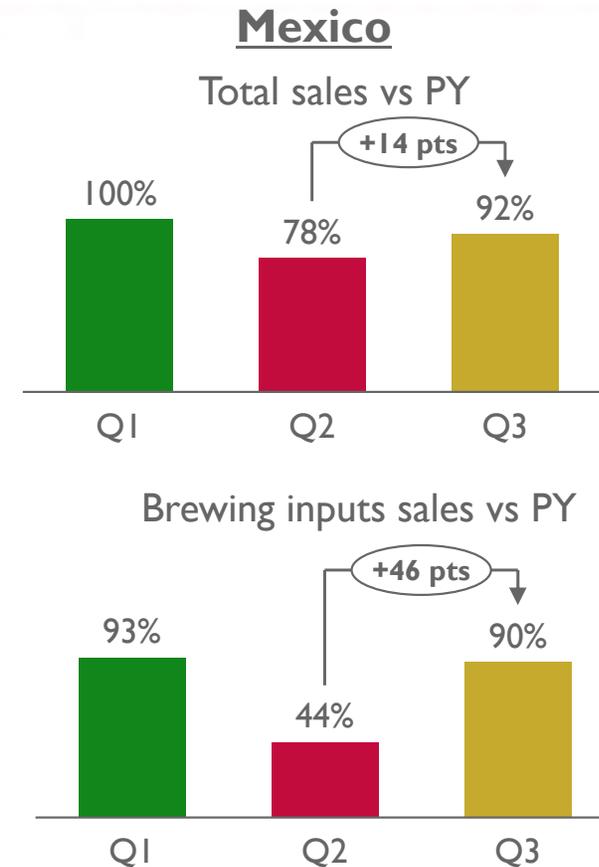
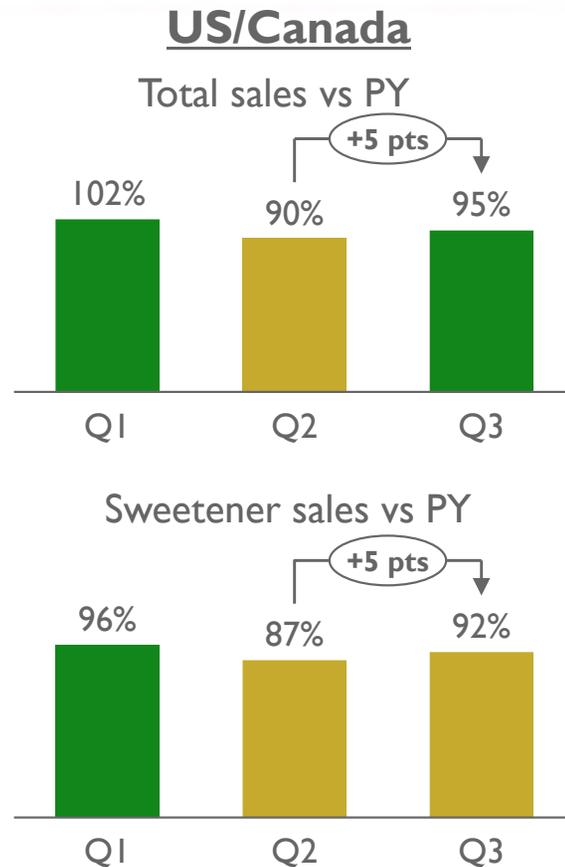
US/Canada

- Lower away-from-home consumption impacted volumes
- Unfavorable mix in U.S. and Canada

Mexico

- Brewery volumes show recovery

Quarterly Net Sales Trend: North America



Note: Net sales index calculated as 2020 net sales as a percent of 2019 net sales

Q3 2020 Highlights: Income Statement

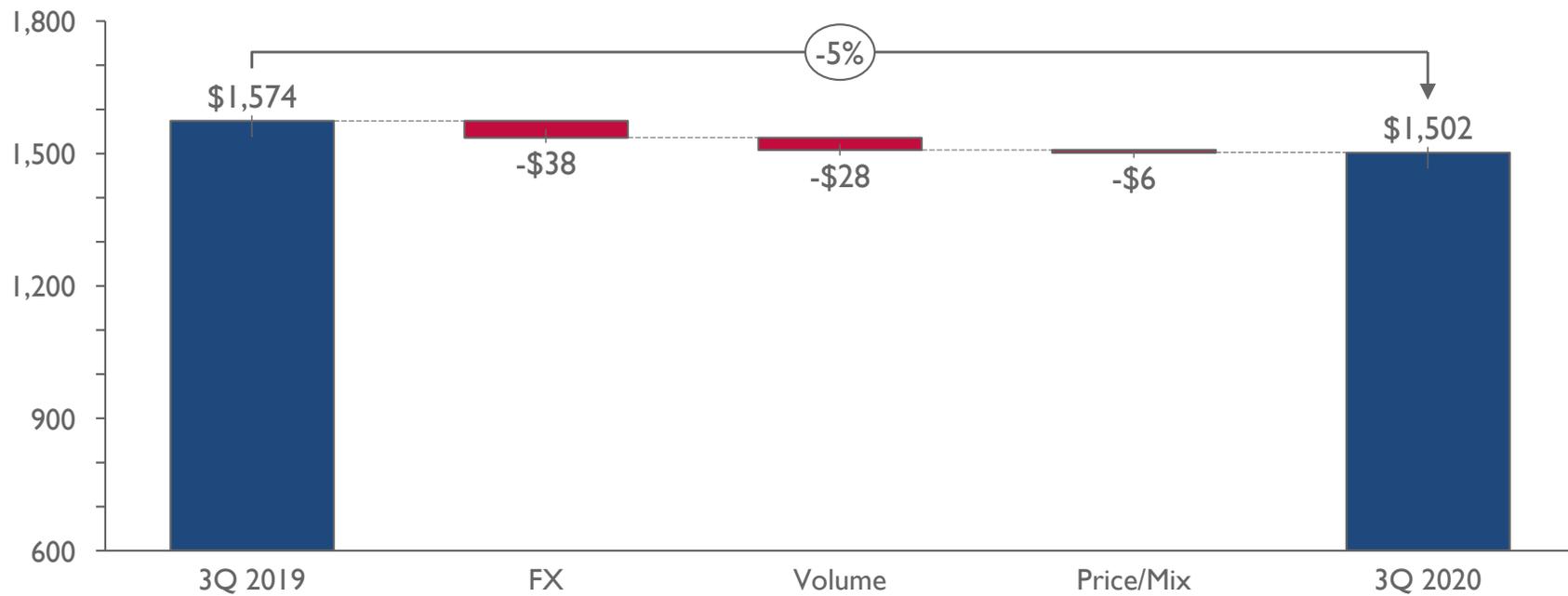
\$ in millions, unless noted	Q3 2019	Q3 2020	Change
Net Sales	\$1,574	\$1,502	(\$72)
Gross Profit	\$344	\$326	(\$18)
<i>Gross Profit Margin</i>	21.9%	21.7%	(15 bps)
Reported Operating Income	\$165	\$153	(\$12)
Reported Diluted EPS	\$1.47/share	\$1.36/share	\$(0.11)/share
Adjusted Operating Income*	\$193	\$179	(\$14)
Adjusted Diluted EPS*	\$1.86/share	\$1.77/share	\$(0.09)/share

Totals may not foot due to rounding

*See appendix for a reconciliation of these non-GAAP financial measures to U.S. GAAP measures.

Q3 2020 Net Sales Bridge

\$ in millions



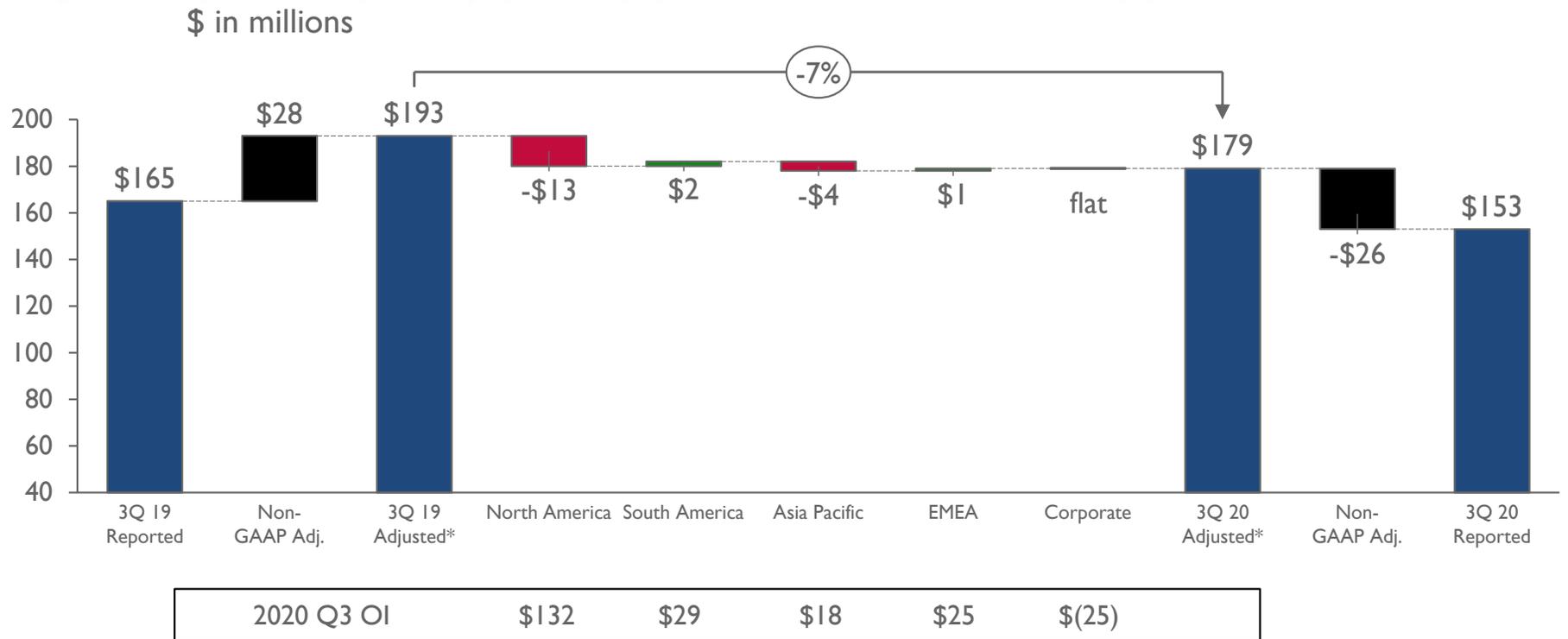
Totals may not foot due to rounding

Q3 2020 Net Sales Variance by Region

	Foreign Exchange	Volume	Price Mix	Net Sales Change
North America	0%	-3%	-3%	-6%
South America	-16%	-3%	10%	-9%
Asia-Pacific	0%	4%	-3%	1%
EMEA	0%	1%	1%	2%
Ingredion	-3%	-2%	0%	-5%

Totals may not foot due to rounding

Q3 2020 Operating Income Bridge



Totals may not foot due to rounding

*See appendix for a reconciliation of these non-GAAP financial measures to U.S. GAAP measures.



Q3 2020 EPS Bridge

Amounts are dollars/share

2019 Reported Diluted EPS	\$ 1.47
<i>Impairment/Restructuring Costs</i>	0.32
<i>Tax items</i>	0.07
2019 Adjusted Diluted EPS	\$ 1.86
2020 Adjusted Diluted EPS	\$ 1.77
<i>Acquisition/Integration Costs</i>	(0.06)
<i>Impairment/Restructuring Costs</i>	(0.22)
<i>Tax items</i>	(0.01)
<i>Other adjusted items</i>	(0.12)
2020 Reported Diluted EPS	\$ 1.36

Margin	\$ (0.07)
Volume	(0.02)
Foreign Exchange Rates	(0.07)
Other Income	0.01
Changes from Operations	\$ (0.15)

Other Non-Operating Income	\$ 0.02
Financing Costs	0.09
Non-controlling Interests	0.02
Tax Rate	(0.06)
Shares Outstanding	(0.01)
Non-Operational Changes	\$ 0.06

Totals may not foot due to rounding

*See appendix for a reconciliation of these non-GAAP financial measures to U.S. GAAP measures.

YTD 2020 Highlights: Income Statement

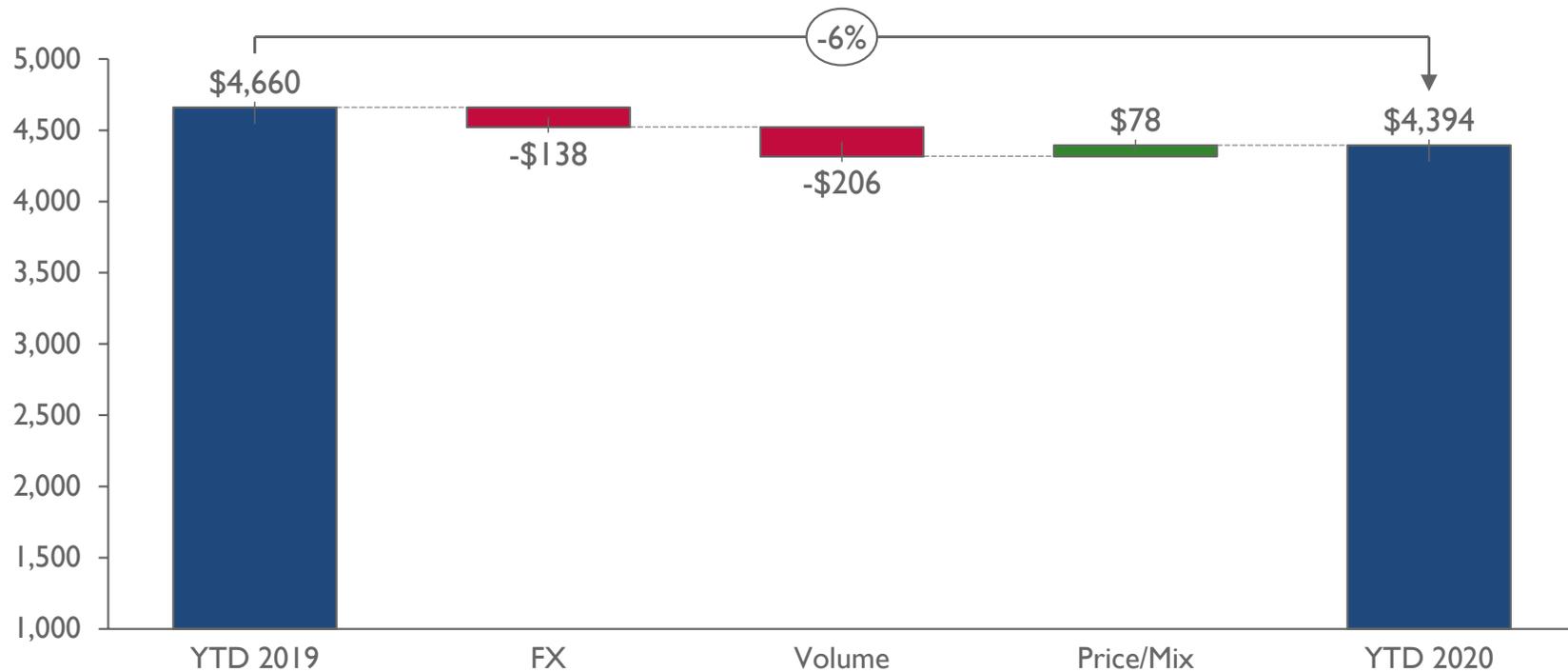
\$ in millions, unless noted	2019	2020	Change
Net Sales	\$4,660	\$4,394	(\$266)
Gross Profit	\$989	\$920	(\$69)
<i>Gross Profit Margin</i>	21.2%	20.9%	(29 bps)
Reported Operating Income	\$494	\$419	(\$75)
Reported Diluted EPS	\$4.51/share	\$3.45/share	\$(1.06)/share
Adjusted Operating Income*	\$537	\$473	(\$64)
Adjusted Diluted EPS*	\$5.06/share	\$4.50/share	\$(0.56)/share

Totals may not foot due to rounding

*See appendix for a reconciliation of these non-GAAP financial measures to U.S. GAAP measures.

YTD 2020 Net Sales Bridge

\$ in millions



Totals may not foot due to rounding

YTD 2020 EPS Bridge

Amounts are dollars/share	
2019 Reported Diluted EPS	\$ 4.51
<i>Acquisition/Integration Costs</i>	0.02
<i>Impairment/Restructuring Costs</i>	0.47
<i>Tax items</i>	0.03
<i>Other adjusted items</i>	0.03
2019 Adjusted Diluted EPS	\$ 5.06
2020 Adjusted Diluted EPS	\$ 4.50
<i>Acquisition/Integration Costs</i>	(0.10)
<i>Impairment/Restructuring Costs</i>	(0.51)
<i>Tax items</i>	(0.33)
<i>Other adjusted items</i>	(0.12)
2020 Reported Diluted EPS	\$ 3.45

Margin	\$ (0.05)
Volume	(0.41)
Foreign Exchange Rates	(0.20)
Other Income	(0.03)
Changes from Operations	\$ (0.69)

Other Non-Operating Income	\$ 0.05
Financing Costs	0.09
Non-controlling Interests	0.02
Tax Rate	(0.02)
Shares Outstanding	(0.02)
Non-Operational Changes	\$ 0.12

Totals may not foot due to rounding

*See appendix for a reconciliation of these non-GAAP financial measures to U.S. GAAP measures.

Cash Provided by Operations and Cash Deployment

\$ millions	
Net Income	\$ 238
Depreciation and Amortization	\$ 158
Working Capital	\$ 80
Other	\$ 86
Cash Provided by Operations	\$ 562

Cash Deployment	
Capital Expenditures	\$ (250)
Payments for Acquisitions/Investments*	\$ (208)
Dividend Payments**	\$ (132)
Share Repurchase, net	\$ -

Totals may not foot due to rounding
 * Net of cash acquired
 ** Including to non-controlling interest

Fourth Quarter Outlook

Ingredion

- Expect Net Sales to be slightly down
- Anticipate adjusted Op Income to be down mid-single digits
- Full year capital expenditures expected to be \$290 million to \$310 million
- Expect adjusted effective tax rate between 27% and 28%

North America

- Expect Net Sales to be slightly down vs prior year
- Anticipating Operating Income to be flat to slightly up vs prior year
- Assuming U.S. consumer activity remains consistent with late Summer
- Assuming Mexico does not issue severe stay-at-home restrictions

Fourth Quarter Outlook

South America

- Expecting Net Sales to be down mid to high-single digits vs PY due to unfavorable Fx in Brazil
- Expecting Op Income to be modestly down vs PY
 - Facing strong prior year lap

EMEA

- Expecting Net Sales to be down low-single digits
- Expecting operating to be down high-single digits vs PY
- Unfavorable price mix in Pakistan with lower corn cost pass through

Asia-Pacific

- Expecting Net Sales to be up
- Anticipate operating income to up mid-single digits vs PY before inclusion of Pure Circle results

Pure Circle

- Expect operating loss of \$(4)M to \$(6)M as integration progresses

Roadmap for Value Creation

DRIVING GROWTH



Expanding Sugar Reduction Capabilities

PURECIRCLE

- **Highly engaged team** supporting new organizational structure
- Progressing **cost synergies**
- **Optimizing supply chain** and production to reduce cost of goods sold
- Restoring sales pipeline to **drive future growth**
- Monitoring COVID-19 impacts on beverage consumption



Driving Growth in Plant-based Proteins



SOUTH SIOUX CITY

- Facility produces **high-quality protein** isolates for the nutrition, health and wellness categories
- **Certification and commissioning phase** underway
- **100% sustainably sourced** plant-based solutions from North American farms

VERDIENT FOODS INC.

- Acquired **100% Ownership** in Verdient Foods Inc.
- Acquisition enables **net sales growth** from pulse-based protein flours for consumer food and animal nutrition applications

More than **\$200MM** invested in plant-based proteins

Advancing Cost Smart

COST SMART

- Targeting \$170MM cumulative run-rate savings by year-end 2021
 - Launched 90+ initiatives to create lasting savings (e.g., global shared services)
- 
- Established a Global Transformation Office to drive what's next in this new working environment



Agenda

- Third Quarter Performance
- Advancing DrivINGRowth Roadmap
- Questions and Answers

Upcoming Investor Events

Baird 2020 Global Industrial Conference

Virtual | November 12, 2020
1 p.m. CT / 2 p.m. ET

Stephens Investment Conference

Virtual | November 19, 2020
2 p.m. CT / 3 p.m. ET



Appendix

To supplement the consolidated financial results prepared in accordance with Generally Accepted Accounting Principles (“GAAP”), the Company uses non-GAAP historical financial measures, which exclude certain GAAP items such as acquisition and integration costs, impairment and restructuring costs, and certain other special items. The Company generally uses the term “adjusted” when referring to these non-GAAP amounts.

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 our operations that, when viewed with our GAAP results, provide a more complete understanding of factors and trends affecting our business. These non-GAAP measures should be considered as a supplement to, and not as a substitute for, or superior to, the corresponding measures calculated in accordance with generally accepted accounting principles.

Non-GAAP financial measures are not prepared in accordance with GAAP; therefore, the information is not necessarily comparable to similarly titled measures of other companies. A reconciliation of each non-GAAP historical financial measure to the most comparable GAAP measure is provided below.

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

	Three Months Ended September 30, 2020		Three Months Ended September 30, 2019		Nine Months Ended September 30, 2020		Nine Months Ended September 30, 2019	
	(in millions)	Diluted EPS	(in millions)	Diluted EPS	(in millions)	Diluted EPS	(in millions)	Diluted EPS
Net income attributable to Ingredion	\$ 92	\$ 1.36	\$ 99	\$ 1.47	\$ 233	\$ 3.45	\$ 304	\$ 4.51
Add back:								
Acquisition/integration costs, net of income tax benefit of \$1 million and \$2 million for the three and nine months ended September 30, 2020, respectively, and \$ - million and \$1 million for the three and nine months ended September 30, 2019, respectively (i)	4	0.06	-	-	6	0.10	1	0.02
Restructuring/impairment charges, net of income tax benefit of \$1 million and \$7 million for the three and nine months ended September 30, 2020, respectively, and \$6 million and \$9 million for the three and nine months ended September 30, 2019, respectively (ii)	15	0.22	22	0.32	34	0.51	32	0.47
Charge for fair value markup of acquired inventory, net of income tax benefit of \$ - for the three and nine months ending September 30, 2020, respectively (iii)	3	0.04	-	-	3	0.04	-	-
Charge for early extinguishment of debt, net of income tax benefit of \$1 million for the three and nine months ended September 30, 2020, respectively (iv)	4	0.06	-	-	4	0.06	-	-
North America storm damage, net of income tax benefit of \$ - for the three and nine months ended September 30, 2020, respectively (v)	2	0.03	-	-	2	0.03	-	-
Tax (benefit) provision - Mexico (vi)	(6)	(0.08)	3	0.04	16	0.24	2	0.03
Other tax matters (vii)	6	0.09	2	0.03	6	0.09	2	0.03
Non-GAAP adjusted net income attributable to Ingredion	\$ 120	\$ 1.77	\$ 126	\$ 1.86	\$ 304	\$ 4.50	\$ 341	\$ 5.06

Net income, EPS and tax rates may not foot or recalculate due to rounding.

Notes

(i) The 2020 period primarily includes costs related to the acquisition and integration of the business acquired from PureCircle Limited. The 2019 period primarily includes costs related to the acquisition and integration of the business acquired from Western Polymer, LLC.

(ii) During the three months ended September 30, 2020, the Company recorded \$6 million of pre-tax restructuring/impairment charges, consisting of \$4 million of employee-related and other costs, including professional services, associated with its Cost Smart SG&A program and \$2 million of restructuring related expenses primarily in North America and APAC as part of its Cost Smart cost of sales program. During the nine months ended September 30, 2020, the Company recorded \$31 million of pre-tax restructuring/impairment charges, consisting of \$17 million of restructuring related expenses primarily in North America and APAC as part of its Cost Smart cost of sales program and \$14 million of employee-related and other costs, including professional services, associated with its Cost Smart SG&A program. In addition, the Company recorded a \$10 million impairment of its equity method investment during the three months ended September 30, 2020, triggered by the decrease in fair value of its investment resulting from the agreed upon purchase price of the remaining 80% interest in Verdient Foods, Inc. The Company expects to complete the acquisition during Q4 2020.

During the three and nine months ended September 30, 2019, the Company recorded \$28 million and \$41 million of pre-tax restructuring charges, respectively. During the third quarter of 2019, the Company recorded \$14 million of net restructuring related expenses as part of the Cost Smart cost of sales program, including \$6 million of employee-related costs and accelerated depreciation as part of the closure of our Lane Cove, Australia facility. Additionally, we recorded \$4 million of employee-related costs in South America and APAC, and \$4 million of other costs, including professional services, within the Cost Smart cost of sales program. The Company also recorded \$14 million of restructuring related costs as part of the Cost Smart SG&A program, including \$7 million of employee-related severance and \$7 million of other costs, including professional services, primarily in North America and South America. During the nine months ended September 30, 2019, the Company recorded \$41 million of restructuring charges including \$20 million of employee-related and other costs, including professional services, associated with its Cost Smart SG&A program, \$18 million of other costs, including professional services, and employee-related costs associated with its Cost Smart cost of sales program, including the closure of the Lane Cove, Australia facility, and \$3 million of other costs related to the Latin America finance transformation initiative.

(iii) The three and nine months ended September 30, 2020 includes the flow-through of costs associated with the purchase of PureCircle Limited inventory that was adjusted to fair value at the acquisition date in accordance with business combination accounting rules.

(iv) During the three and nine months ended September 30, 2020, the Company incurred \$5 million of costs directly related to the early debt extinguishment of the \$400 million 4.625% senior notes due November 1, 2020. The Company recorded the debt extinguishment charges within Financing costs, net on the Condensed Consolidated Statements of Income.

(v) During the three and nine months ended September 30, 2020, the Company incurred storm damage to the Cedar Rapids, IA manufacturing facility. The facility was shut down for 10 days, and the storm related damage resulted in \$2 million of charges during the three months ended September 30, 2020. The Company recorded the storm damage costs within Other expense (income), net on the Condensed Consolidated Statements of Income.

(vi) The tax item represents the impact of the Company's use of the U.S. dollar as the functional currency for its subsidiaries in Mexico. Mexico's effective tax rate is strongly influenced by the remeasurement of the Mexican peso financial statements into U.S. dollars. The company recorded a tax benefit of \$6 million and a tax provision of \$16 million three and nine months ended September 30, 2020, respectively, as a result of the movement of the Mexican peso against the U.S. dollar during the periods. During the three and nine months ended September 30, 2019, the company recorded a tax provision of \$3 million and \$2 million, respectively, as a result of the movement of the Mexican peso against the U.S. dollar during the periods.

(vii) This relates to other tax settlements, tax adjustments for an intercompany reorganization, and tax results of the above non-GAAP addbacks.

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

(in millions, pre-tax)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Operating income	\$ 153	\$ 165	\$ 419	\$ 494
Add back:				
Acquisition/integration costs (i)	5	-	8	2
Restructuring/impairment charges (ii)	16	28	41	41
Charge for fair value markup of acquired inventory (iii)	3	-	3	0
North America storm damage (v)	2	-	2	-
Non-GAAP adjusted operating income	<u>\$ 179</u>	<u>\$ 193</u>	<u>\$ 473</u>	<u>\$ 537</u>

For each tickmark above, see footnotes 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.

Totals may not foot due to rounding

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

(in millions)	Three Months Ended September 30, 2020			Nine Months Ended September 30, 2020		
	Income before Income Taxes (a)	Provision for Income Taxes (b)	Effective Income Tax Rate (b / a)	Income before Income Taxes (a)	Provision for Income Taxes (b)	Effective Income Tax Rate (b / a)
As Reported	\$ 133	\$ 40	30.1%	\$ 363	\$ 125	34.4%
Add back:						
Acquisition/integration costs (i)	5	1		8	2	
Restructuring/impairment charges (ii)	16	1		41	7	
Charge for fair value markup of acquired inventory (iii)	3	-		3	-	
Charge for early extinguishment of debt (iv)	5	1		5	1	
North America storm damage (v)	2	-		2	-	
Tax item - Mexico (vi)	-	6		-	(16)	
Other tax matters (vii)	-	(6)		-	(6)	
Adjusted Non-GAAP	<u>\$ 164</u>	<u>\$ 43</u>	26.2%	<u>\$ 422</u>	<u>\$ 113</u>	26.8%

(in millions)	Three Months Ended September 30, 2019			Nine Months Ended September 30, 2019		
	Income before Income Taxes (a)	Provision for Income Taxes (b)	Effective Income Tax Rate (b / a)	Income before Income Taxes (a)	Provision for Income Taxes (b)	Effective Income Tax Rate (b / a)
As Reported	\$ 140	\$ 38	27.1%	\$ 431	\$ 120	27.8%
Add back:						
Acquisition/integration costs (i)	-	-		2	1	
Restructuring/impairment charges (ii)	28	6		41	9	
Tax item - Mexico (vi)	-	(3)		-	(2)	
Other tax matters (vii)	-	(2)		-	(2)	
Adjusted Non-GAAP	<u>\$ 168</u>	<u>\$ 39</u>	23.2%	<u>\$ 474</u>	<u>\$ 126</u>	26.6%

For each tickmark above, see footnotes 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.

Totals may not foot due to rounding



Reconciliation of Anticipated Reported GAAP Effective Income Tax Rate to Anticipated Non-GAAP Adjusted Effective Tax Rate

	Anticipated Effective Tax Rate Range for Full Year 2020	
	Low End	High End
GAAP ETR	32.0%	36.0%
Add:		
Acquisition/integration costs (i)	0.4%	0.4%
Restructuring/impairment charges (ii)	1.5%	1.6%
Charge for fair value markup of acquired inventory (iii)	0.0%	0.0%
Charge for early extinguishment of debt (iv)	0.2%	0.2%
North America storm damage (v)	0.1%	0.2%
Tax item - Mexico (vi)	-2.3%	-5.0%
Other tax matters (vii)	-1.0%	-1.0%
Impact of adjustment on Effective Tax Rate (viii)	-3.9%	-4.4%
Adjusted ETR	27.0%	28.0%

Above is a reconciliation of our anticipated full year 2020 GAAP ETR to our anticipated full year 2020 adjusted ETR. The amounts above 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. These amounts include, but are not limited to, acquisition and integration costs, impairment and restructuring costs, and certain other special items. We generally exclude these items from our adjusted ETR guidance. For these reasons, we are more confident in our ability to predict adjusted ETR than we are in our ability to predict GAAP ETR.

For items (i) through (vii), see footnotes 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.

(viii) Indirect impact of tax rate after items (i) through (vii).