



### **Financial Overview**

Drew Burke
Global Operational Excellence Officer
and Interim CFO, Bunge Limited
September 23, 2010

## Bunge Financial Overview

• 1st Half 2010 Overview : Challenging Start

• 2nd half 2010 Outlook : Performance on Track

Capital Structure : Strong Financial Position

# **Bunge Limited Income Statement**

Six Months Ended June 30

\$ in millions excl. volume & EPS	2010	2009	%-∆
Volume (000 mt)	68,474	70,756	(3)%
Total segment EBIT (1)	2,507	\$216	1,061%
Agribusiness	\$150	\$463	(68)%
Sugar & Bioenergy	\$9	\$3	200%
Fertilizer	\$2,329	\$(315)	n/m
Food & Ingredients <sup>(2)</sup>	\$19	\$65	(71)%
Net income attributable to Bunge	\$1,841	\$118	1,460%
Earnings per share	\$11.67	\$0.64	1,723%

<sup>1.</sup> Total segment EBIT is a non-GAAP financial measure. A reconciliation to the most directly comparable GAAP measure is included elsewhere in this presentation.

<sup>2.</sup> Includes edible oil products and milling products segments

### 2010 Business Outlook

### **Agribusiness**

- U.S. crops are large and should benefit grain operations
- Demand remains good
- Black Sea wheat crop shortfall resulting in increased trade of agriculture products
- Soybean crushing margins under some pressure, but signs for improved conditions ahead

#### **Fertilizer**

Volume has picked up and higher international prices are improving margins; however, Brazil business is in transition

#### **Sugar & Bioenergy**

Should be within range of expectations, but lower crush volume expected due to delayed start up of Bunge mills and weather conditions

### **Food & Ingredients**

Performing as expected

## **Bunge Limited Balance Sheet Summary**

\$ in millions	June 30, 2010	Dec 31, 2009	June 30, 2009
Operating Working Capital (1)	\$4,420	\$5,205	\$6,256
<ul> <li>Inventories</li> </ul>	\$4,571	\$4,862	\$6,690
Readily Marketable Inventories	\$3,205	\$3,380	\$4,344
Cash Cycle Days (2)	43	47	47
Gross Debt	\$3,844	\$3,815	\$5,250
Cash and Cash Equivalents	\$2,771	\$553	\$489
Total Bunge Shareholders' Equity	\$11,408	\$9,494	\$8,111

### Current gross debt level is approximately \$3 billion

<sup>1.</sup> Current assets (excluding cash and cash equivalents and marketable securities) less Current liabilities (excluding short term debt and current portion of long term debt).

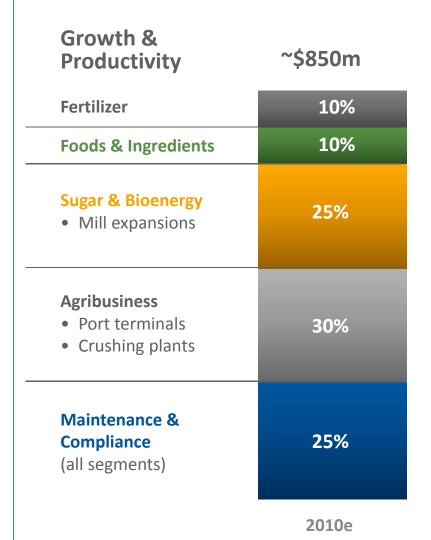
<sup>2. 12</sup> month rolling average.

# **Bunge Limited Cash Flow Summary**

#### **Six Months Ended June 30**

\$ in millions	2010	2009
Funds from Operations (before working capital changes)	\$123	\$(52)
Working Capital Changes	\$(282)	\$(1,702)
Cash Flow from Operations	\$(159)	\$(1,754)
Capital Expenditures	\$(547)	\$(346)

## **CAPEX Allocation by Segment and Category**



- 2010e net capex of \$850 million
- Future capex level to gradually grow as the results in the business increase
- Projects evaluated on strategic rationale and investment return vs. hurdle rate
- Hurdle rates unique for each business and country
  - For example, port terminal investment in U.S. has a different hurdle rate than similar project in Black Sea

## Liquidity Position Remains Comfortable

- Bunge has committed revolving credit facilities of \$2.8 billion, all of which were unused and available at August 31, 2010
- Utilization of credit facilities remain low; seasonal working capital requirements are being funded with excess cash

(US\$ million)		Facility	Amount Drawn	
Facility	Maturity	Size	31-Dec-09	30-Jun-10
CP Program / Liquidity Facility (1)	Jun. 2012	\$575	\$0	\$0
2012 Revolving Credit Facility	Jun. 2012	\$1,000	\$0	\$0
2011 Revolving Credit Facility #1 (2)	Apr. 2011	\$600	\$0	\$0
2011 Revolving Credit Facility #2 (3)	Apr. 2011	\$632	\$0	\$0
Total Committed Liquidity (4)		\$2,807	\$0	\$0

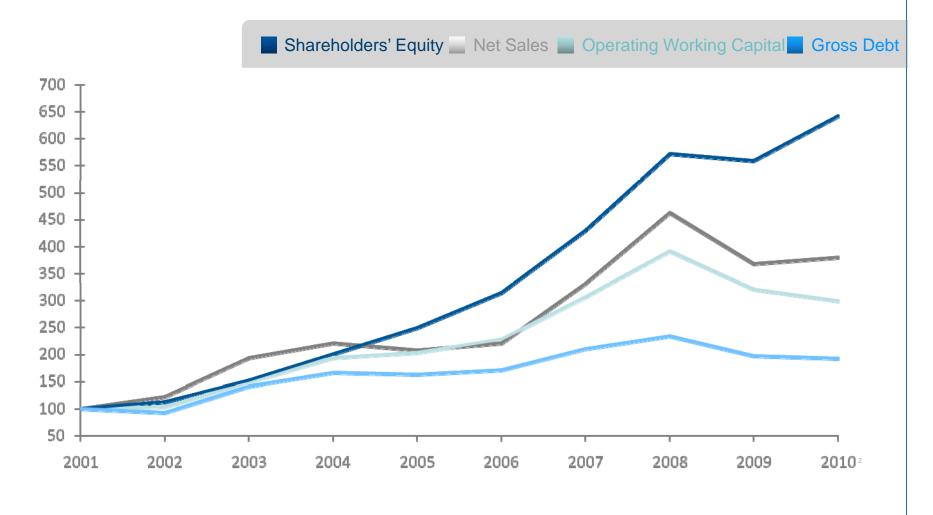
<sup>1.</sup> Commercial Paper program is fully backstopped by a committed liquidity facility that serves, at Bunge's option, as a commercial paper liquidity backstop and / or as a general purpose revolving credit facility.

<sup>2.</sup> The credit agreement replaces the then existing 3-year, U.S. \$600 million credit agreement, dated as of December 20, 2006, which terminated in accordance with its terms on November 25, 2009

<sup>3.</sup> During 2008, one participant bank with a commitment of \$18 million was placed into state receivership, and as a result, the amount available under this credit facility is lower by the bank's commitment amount of \$18 million.

<sup>4.</sup> While the facilities themselves are available on a committed basis through the respective maturity date, individual borrowings set up under the facilities typically average between 15 to 90 days.

# Balanced Approach to Growth <sup>1</sup>



<sup>1. 2001</sup> base year = 100; Annual average of monthly data

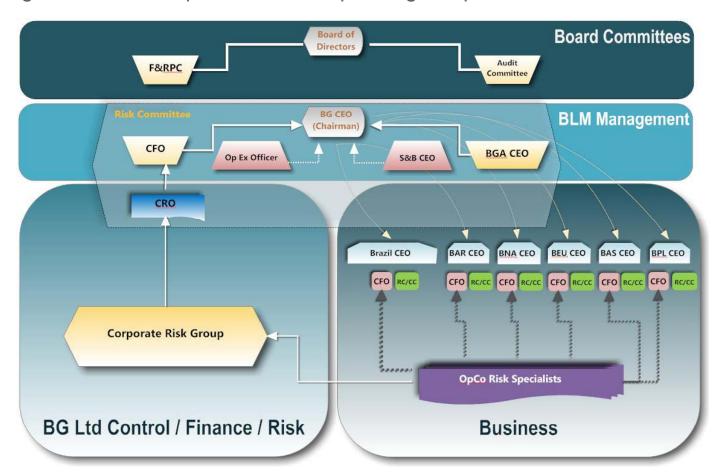
<sup>2.</sup> Reflects trailing 12-month average as of 6/30/2010

## Financial Policy Framework

- Investment grade credit ratings are a key element of our strategy to create long-term shareholder value
- Targeting a strong BBB credit rating:
  - Deploying internal operating metrics that support this objective
  - Maintaining a strong balance sheet
  - Taking a conservative approach to liquidity management including a balanced debt maturity profile
  - Having a modest dividend policy that tracks expected earnings growth
- Financial planning is based on funding capex, OPWC and dividends with internally generated cash
- Approach to M&A transactions to be consistent with the credit rating objective

## Risk Culture Throughout the Organization

- Risk management is embedded in all levels and locations of the organization
- Risk organization is independent of the operating companies





Thank you.

## Backup: Non-GAAP Reconciliation

Below is a reconciliation of total segment EBIT to net income attributable to Bunge:

Six	Months I	Ended
	June 3	0

(\$ in millions)	2010	2009
Total segment EBIT	\$2,507	\$216
Interest income	42	76
Interest expense	(179)	(133)
Income tax	(551)	(45)
Noncontrolling interest share of interest and tax	22	4
Net income attributable to Bunge	\$1,841	\$118