



# Green Plains

## **Green Plains Inc. and Green Plains Partners LP**

Fourth Quarter 2015 Business Update

February 11, 2016

# Disclaimer



## **Green Plains Inc. Forward-Looking Statements**

*This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended. Such statements are identified by the use of words such as “anticipates,” “believes,” “estimates,” “expects,” “goal,” “intends,” “plans,” “potential,” “predicts,” “should,” “will,” and other words and terms of similar meaning in connection with any discussion of future operating or financial performance. Such statements are based on management’s current expectations and are subject to various factors, risks and uncertainties that may cause actual results, outcome of events, timing and performance to differ materially from those expressed or implied by such forward-looking statements. Green Plains may experience significant fluctuations in future operating results due to a number of economic conditions, including, but not limited to, competition in the ethanol and other industries in which Green Plains operates, commodity market risks including those that may result from current weather conditions, financial market risks, counterparty risks, risks associated with changes to federal policy or regulation, risks related to closing and achieving anticipated results from acquisitions, risks associated with the joint venture to commercialize algae production and the growth potential of the algal biomass industry, and other risks detailed in Green Plains’ reports filed with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended December 31, 2014, and in Green Plains’ subsequent filings with the SEC, as well as the risks disclosed in Green Plains Partners LP’s SEC filings and the impact of the recent initial public offering of Green Plains Partners LP and its operations as a separate, publicly traded entity. In addition, Green Plains is not obligated, and does not intend, to update any of its forward-looking statements at any time unless an update is required by applicable securities laws. Unpredictable or unknown factors not discussed in this presentation also could have material adverse effects on forward-looking statements.*

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**Green Plains Inc.**



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# Fourth Quarter 2015 Highlights

## *Green Plains Inc.*



### **Fourth Quarter 2015 Results**

- Revenues of \$739.9 million
- Income before taxes and noncontrolling interest of \$4.8 million
- Net loss of \$(3.6) million, or \$(0.09) per diluted share
- Produced 260.8 mmg of ethanol, 703 thousand tons of DDGs and 68.1 million pounds of corn oil

### **Business Highlights and Recent Developments**

- Commenced operations of the 60-mmgy ethanol production facility in Hopewell, Virginia on February 10, 2016
- Completed the purchase of the 100-mmgy Hereford, Texas facility in November 2015
- Sold the Hopewell and Hereford storage and transportation assets to the partnership for \$62.5 million
- Added 35 mmgy of production capacity as part of the ethanol production capacity expansion program

# Consolidated Crush

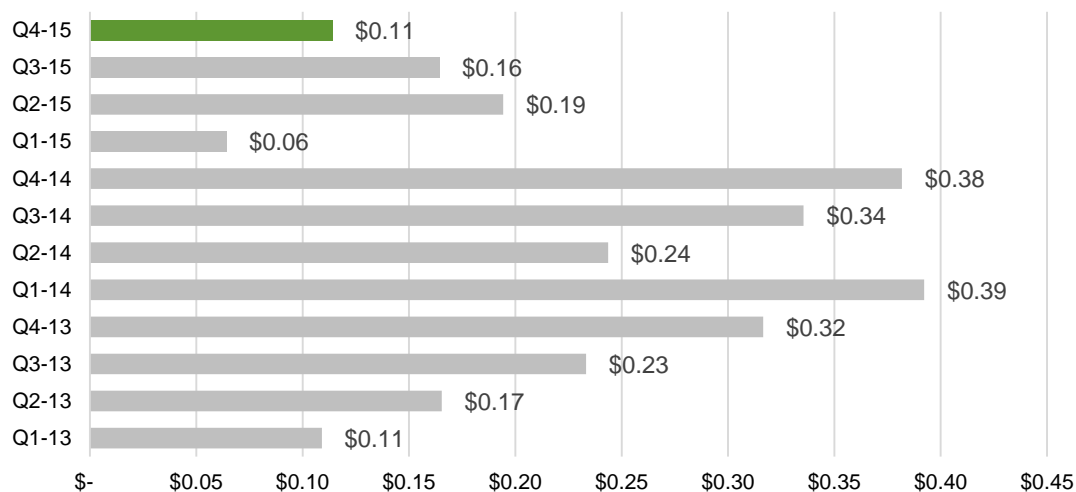
## Green Plains Inc.



The consolidated ethanol crush margin is operating income before depreciation and amortization from the ethanol production segment, including corn oil production, plus the Green Plains Partners' intercompany storage and transportation activities and other internal fees.

(in millions, except per gallon)	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Gallons Sold	170.8	172.5	177.8	213.3	230.8	241.9	246.9	246.6	232.5	238.7	215.6	260.8
Operating Income	\$ 7.2	\$ 17.1	\$ 29.8	\$ 55.5	\$ 77.2	\$ 45.6	\$ 69.3	\$ 80.1	\$ 0.9	\$ 32.4	\$ 21.1	\$ 14.6
Depreciation & Amortization	11.4	11.4	11.6	12.0	13.3	13.3	13.5	14.1	14.0	14.0	13.8	15.2
Total	\$ 18.6	\$ 28.5	\$ 41.6	\$ 67.4	\$ 90.5	\$ 58.9	\$ 82.8	\$ 94.2	\$ 14.9	\$ 46.4	\$ 34.9	\$ 29.8
<b>Per Gallon</b>	<b>\$ 0.11</b>	<b>\$ 0.17</b>	<b>\$ 0.23</b>	<b>\$ 0.32</b>	<b>\$ 0.39</b>	<b>\$ 0.24</b>	<b>\$ 0.34</b>	<b>\$ 0.38</b>	<b>\$ 0.06</b>	<b>\$ 0.19</b>	<b>\$ 0.16</b>	<b>\$ 0.11</b>

Quarterly Cents Per Gallon



# Consolidated Income Statement

*Green Plains Inc.*



*(in millions, except per share amounts)*

	Q4-2015	Q4-2014	FY-2015	FY-2014
Revenues	\$739.9	\$829.9	\$2,965.6	\$3,235.6
Cost and expenses	\$727.2	\$756.0	\$2,904.5	\$2,949.3
Operating income	\$12.7	\$73.9	\$61.1	\$286.3
Other income (expense)	(\$8.0)	(\$9.3)	(\$39.6)	(\$35.8)
Income before taxes	\$4.8	\$64.6	\$21.5	\$250.4
Net income	\$0.7	\$42.2	\$15.2	\$159.5
Net income attributable to Green Plains	\$(3.6)	\$42.2	\$7.1	\$159.5
Earnings per share – diluted	\$(0.09)	\$1.07	\$0.18	\$3.96

# Condensed Balance Sheet

*Green Plains Inc.*



(in millions)

<b>Assets</b>	<b>Dec. 31, 2015</b>	<b>Dec. 31, 2014</b>
Current assets	\$912.6	\$910.9
Property and equipment, net	922.0	825.2
Other assets	94.7	92.4
<b>Total assets</b>	<b>\$1,929.3</b>	<b>\$1,828.5</b>

<b>Liabilities and Stockholders' Equity</b>		
Current liabilities	\$438.7	\$511.5
Long-term debt	443.5	399.5
Other liabilities	88.2	120.1
<b>Total liabilities</b>	<b>\$970.4</b>	<b>\$1,031.1</b>
<b>Total Green Plains stockholders' equity</b>	<b>797.8</b>	<b>797.4</b>
Noncontrolling interest	161.1	–
<b>Total liabilities and stockholders' equity</b>	<b>\$1,929.3</b>	<b>\$1,828.5</b>

# Liquidity and Capital Structure

## Green Plains Inc.



	Q4-2015	Q3-2015	Q4-2014
Gross debt	\$675.0	\$647.6	\$672.8
Working capital financing	226.9	199.7	209.9
Term debt	\$448.1	\$447.9	\$462.9
Cash and equivalents	411.9	512.5	455.3
Net term debt	\$36.2	(\$64.6)	\$7.6
Total Green Plains stockholders' equity	\$797.8	\$809.9	\$797.4
Book value per share	\$21.06	\$21.28	\$21.20
EBITDA <sup>(1)</sup> TTM	\$127.8	\$181.4	\$352.5
Term debt / Total capitalization	36.0%	35.6%	36.7%
Term debt / EBITDA	3.5X	2.5X	1.3X
Ethanol plant debt	\$333.4	\$334.4	\$350.7
Ethanol plant debt per gallon	\$0.32	\$0.32	\$0.34
Ethanol debt service FTM <sup>(2)</sup>	\$25.8	\$25.9	\$38.3
Ethanol debt service / gallon	\$0.02	\$0.03	\$0.04

(1) Non-GAAP measure, see reconciliation in appendix

(2) FTM = Forward twelve months, not including sweeps



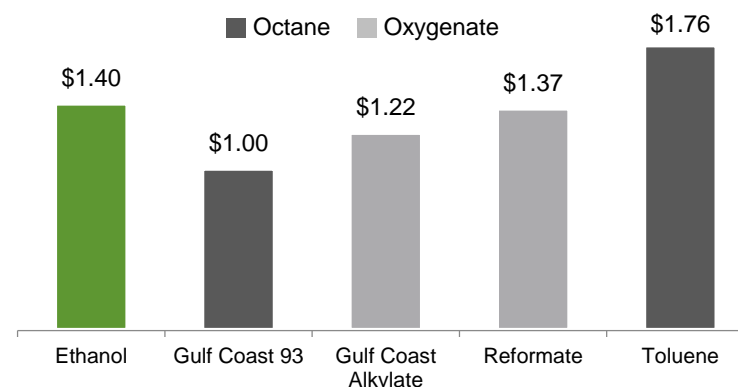
# Industry and Business Outlook

## Green Plains Inc.



- Net exports for 2015 were approximately 740 million gallons
- Domestic ethanol blending averaging 13.5 billion gallon run rate for the fourth quarter of 2015
- E15 now in 189 stations in 23 states

### Ethanol vs. Substitutes<sup>(1)</sup>



Source: Bloomberg and Wall Street Research  
 (1) March 2016 futures prices as of Feb. 9, 2016

### Ethanol vs. Gasoline

	16-Mar	16-Apr	16-May	16-Jun	16-Jul	16-Aug
RBOB	\$0.92	\$1.15	\$1.17	\$1.17	\$1.16	\$1.15
Ethanol	\$1.40	\$1.42	\$1.43	\$1.43	\$1.42	\$1.41
<b>Ethanol Price vs. RBOB</b>	<b>\$0.48</b>	<b>\$0.27</b>	<b>\$0.27</b>	<b>\$0.26</b>	<b>\$0.25</b>	<b>\$0.26</b>
	16-Sep	16-Oct	16-Nov	16-Dec	17-Jan	17-Feb
RBOB	\$1.13	\$0.99	\$0.98	\$0.98	\$0.99	\$1.01
Ethanol	\$1.40	\$1.39	\$1.38	\$1.37	\$1.80	\$1.80
<b>Ethanol Price vs. RBOB</b>	<b>\$0.27</b>	<b>\$0.39</b>	<b>\$0.40</b>	<b>\$0.38</b>	<b>\$0.80</b>	<b>\$0.79</b>

Source: CBOT, spread as of Feb. 9, 2016

# Green Plains Partners LP



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# Consolidated Income Statement

## Green Plains Partners LP



*(in millions, except per share amounts)*

	Q4-2015	Q3-2015
Revenues	\$22.7	\$21.4
Operating expenses	\$10.4	\$10.4
Operating income	\$12.3	\$11.0
Other income (expense)	(\$0.1)	(\$0.2)
Income before taxes	\$12.1	\$10.9
Net income	\$12.1	\$10.9
Earnings per limited partner unit – basic and diluted	\$0.37	\$0.34

# Selected Operating Data

## Green Plains Partners LP



(in million gallons, except railcar capacity billed)

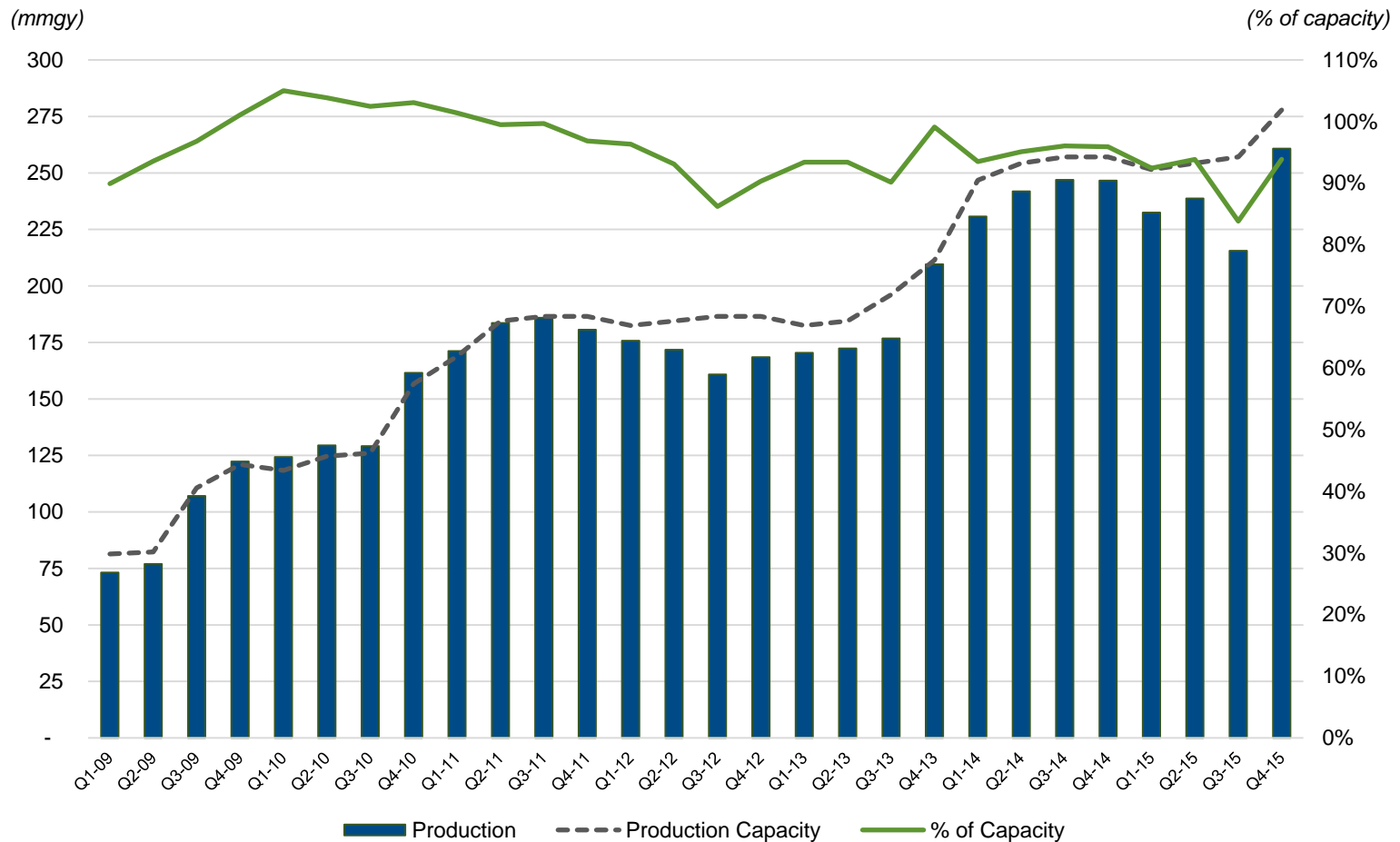
	Q4-2015	Q3-2015
Storage and throughput <sup>(1)</sup>	248.8	215.6
Terminal services:		
Affiliate	25.4	25.2
Non-affiliate	51.7	54.8
	<u>77.1</u>	<u>80.0</u>
Railcar capacity (daily average mmg) <sup>(1)(2)</sup>	63.6	64.3

(1) Volumetric data for periods before July 1, 2015, is not considered meaningful.

(2) Full-year railcar capacity is based on capacity since July 1, 2015, when commercial agreement became effective.

# Production and Utilization

Green Plains Inc.



# Condensed Balance Sheet

## Green Plains Partners LP



(in millions)

<b>Assets</b>	<b>Dec. 31, 2015</b>	<b>Dec. 31, 2014</b>
Current assets	\$33.9	\$12.0
Property and equipment, net	35.4	37.9
Other assets	20.3	30.1
<b>Total assets</b>	<b>\$89.6</b>	<b>\$80.0</b>

<b>Liabilities and Partners' Capital</b>		
Current liabilities	\$13.6	\$1.7
Long-term debt	8.1	8.1
Other liabilities	2.4	2.9
<b>Total liabilities</b>	<b>\$24.1</b>	<b>\$12.7</b>
<b>Total partners' capital</b>	<b>65.5</b>	<b>67.3</b>
<b>Total liabilities and partners' capital</b>	<b>\$89.6</b>	<b>\$80.0</b>



# 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)**

# Appendix



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# Non-GAAP Reconciliation

*Green Plains Inc.*



(in millions)

For the three months ended	Dec. 31, 2015	Dec. 31, 2014
Net income	\$0.7	\$42.2
Interest expense	10.4	10.1
Income tax expense	4.1	22.4
Depreciation and amortization	17.3	16.4
EBITDA	\$32.5	\$91.1

For the twelve months ended	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Net income	\$15.2	\$53.2	\$88.7
Interest expense	40.4	40.1	40.2
Income tax expense	6.2	24.5	49.4
Depreciation and amortization	66.0	63.6	62.1
EBITDA	\$127.8	\$181.4	\$240.4

# Non-GAAP Reconciliation

## Green Plains Partners LP



(in millions)

For the three months ended	Dec. 31, 2015	Sept. 30, 2015
Net income	\$12.1	\$10.9
Interest expense	0.2	0.2
Income tax expense	–	–
Depreciation and amortization	1.4	1.6
Transaction costs	0.5	0.4
Unit-based compensation	0.1	–
Adjusted EBITDA	<u>\$14.3</u>	<u>\$13.1</u>
Less:		
Interest paid and payable	0.1	0.1
Maintenance capital expenditures	0.1	0.1
Distributable cash flow <sup>(1)</sup>	<u>\$14.1</u>	<u>\$12.9</u>
Distribution declared <sup>(2)</sup>	<u>\$13.1</u>	<u>\$13.0</u>
Coverage ratio	1.08x	0.99x

(1) Distributable cash flow for periods before July 1, 2015, is not considered meaningful.

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