



# 2014

ARCHER DANIELS MIDLAND COMPANY

Letter to

SHAREHOLDERS

Proxy

STATEMENT

Form

10-K



# CHANGING WHILE WINNING

To our Shareholders and Colleagues,

In 2014, the ADM team exemplified the concept of changing while winning. Even as we delivered very strong results and improved returns, we completed significant portfolio and organizational actions that are transforming our company into a stronger, more disciplined enterprise, better positioned to capitalize on enduring global trends.

Those trends include the growing global population, which is projected to exceed 9 billion by midcentury. ADM—with our vast origination network in the world's key crop-producing regions, coupled with our globe-spanning transportation, processing and distribution network—will continue to play a vital role feeding this increasing population. At the same time, a growing and more prosperous global middle class—which will double by 2030—will demand more varied, more convenient and more protein-sufficient diets. ADM's core ingredients—particularly protein meals, oils and fats—provide the building blocks livestock producers and global and regional food companies will need to serve this demand.

Supplementing these demographic-based trends is an array of changing consumer preferences that create new opportunities. Young consumers, or Millennials, in both developed and developing countries share an interest in healthier foods, regional foods, clean labels and natural products combined with greater convenience that fits their evolving "snacking as a meal" pattern. At the same time, the global population of people 65 and older—who will soon, for the first time in history, outnumber children under the age of five—will amplify this demand for healthier foods and for nutraceutical ingredients that promote health and wellness. These trends signal exceptional opportunity for ADM as an established leader in vegetable proteins and fiber, and now as a global supplier of natural flavors as well.

## ***Strong earnings on contributions from all businesses***

Earnings were up nearly \$1 billion from the prior year, and adjusted segment operating profit was up 25 percent, to \$3.7 billion, from \$3.0 billion in 2013.

By the end of 2014, thanks to an ongoing companywide focus on investor returns, our trailing four-quarter-average adjusted ROIC stood at 9.0 percent—260 basis points above our annual weighted average cost of capital, or WACC, and 240 basis points above the level we attained in the prior year. Our target is to achieve ROIC of 200 basis points above the company's long-term WACC of 8 percent.

All of our business units contributed to the company's solid results. Corn Processing showed the value of managing the business for overall results, delivering their best operating profit ever, as our sweeteners and starches business optimized its product mix and our ethanol team executed very well in a positive margin environment. Oilseeds Processing continued its solid performance, demonstrating the strength and diversity of the portfolio, with several of the businesses setting profit and volume records. And Ag Services rebounded from the impacts of the historic North American drought, as the team capitalized on a record harvest and maximized the value of our storage, transportation and logistics networks.

Importantly, these accomplishments came during our safest year on record, in which we achieved all-time lows in both total recordable incident rate and lost workday incident rate.

Reflecting our continued strong performance, in the first quarter of 2014, ADM's board of directors raised our dividend rate by 26 percent, and in the first quarter of 2015, we announced an additional 17 percent increase. In total during 2014, we returned more than \$1.8 billion to shareholders through dividends and share repurchases.

We are proud of the work our teams have done to create shareholder value—driving returns while taking actions to dampen the volatility of our earnings. As we look to create additional shareholder value, we are maximizing the levers under our control: optimizing the core of our business, driving operational efficiencies and investing for strategic growth.

### ***1. Optimizing the core of our business***

A key effort in 2014, and an ongoing strategy for improving our returns, entails **managing our portfolio**—divesting or improving underperforming businesses—to ensure that capital and other resources are concentrated in businesses that satisfy our returns criteria.

In 2014, we reached agreements to sell our chocolate business to Cargill for \$440 million, and our cocoa business to Olam International Limited for \$1.3 billion. While our teams have done a good job of growing these businesses since ADM entered the cocoa and chocolate industry in 1997, after a thorough analysis, we concluded we could not achieve our financial objectives in these businesses given the sector's volatility and capital-intensive nature. The same rationale applies to our South American fertilizer business, which we sold to Mosaic for \$350 million in December.

We further strengthened our portfolio by taking action to improve our international merchandising business. In June, we acquired the remaining minority stake of Alfred C. Toepfer International, in which we had held an ownership interest since 1983. Coupled with improvement efforts that were already underway, the acquisition helped drive significant improvement in our international merchandising results. The combination of ADM's integrated supply chain, global origination network and risk-management expertise and Toepfer's strong global marketing and distribution capabilities is already enabling us to better serve our customers around the world, and to do so more profitably.

Optimizing the core of our business also involves **rejuvenating our product mix**—developing new, value-added products to help us diversify the products we make from corn and oilseeds. To that end, we made an equity investment in a privately held company that develops catalysts and processes that can speed the cost-effective development of renewable chemicals from corn. We also formed a strategic partnership to commercialize Omega-3 DHA—a long-chain fatty acid that has been studied for its role in brain, heart and eye health.

### ***2. Driving operational efficiencies***

The second pillar of our value-creation framework is to continue enhancing the efficiency of our operations. In the past two years, we achieved **more than \$400 million in run-rate cost savings** through improvements in maintenance, procurement, energy efficiency and process technology. **Now, we are targeting an additional \$550 million in incremental run-rate savings over the next five years.** We expect to achieve improvements through operational-excellence initiatives, purchasing efficiencies, margin enhancement, new products, and further technology and process improvements.

Some of these improvements will be advanced through 1ADM, a business-transformation project designed to enable better, faster decision-making by standardizing data, processes and technology throughout our global enterprise. By improving our teams' access to information and analytics, facilitating the integration of new businesses and systems, and increasing productivity companywide, we will be able to grow our business while preserving our lean organization and our agility.

### **3. Growing strategically**

The enduring trends we discussed—a growing and more prosperous global population with evolving preferences for healthier, more varied and more convenient foods—support the third component of our value-creation framework: **geographic expansion of our global origination and processing footprint as well as growth of our value-added ingredients business.**

Expanding origination and processing gives us a more diversified global footprint that can reduce the earnings impact of extreme weather events in any single region. And, this expansion allows us to serve growing demand for crops and finished products either by processing in-country or by exporting greater volumes to major demand markets. For example, in Brazil's northern frontier—which is outside protected forest areas—soybean production is growing at a nearly 20 percent annual compound rate. We have invested to expand our network of elevators and barges to better serve the country's growers and our customers. We have also formed a joint venture to quadruple the export capacity of our Barcarena port from 1.5 million to 6 million metric tons in the coming years. This added capacity will enable Brazil to continue serving high demand for soybean meal and oil from China and other markets. At the same time, to better serve our Asia-Pacific food and beverage customers' growing need for safe and high quality sweeteners, we opened a sweetener plant in Tianjin, China, our first wholly owned Corn Processing facility outside North America.

With ADM's global origination, transportation, processing and distribution network as our foundation, we significantly increased our capabilities and our existing portfolio of specialty-ingredients businesses—including specialty proteins, lecithin, edible beans and fiber—through the acquisition of WILD Flavors, one of the world's leading suppliers of natural ingredients to the food and beverage industry.

WILD's technical and product-development capabilities, along with its flavor and ingredient systems, enable ADM to offer our food customers a wide range of solutions that address taste, texture, nutrition and function. On Jan. 1, 2015, we launched a new business unit, WILD Flavors and Specialty Ingredients, which brings together WILD Flavors, many of ADM's specialty businesses, and the operations of the newly acquired Specialty Commodities Inc., a leading originator, processor and distributor of nuts, fruits, seeds, legumes and ancient grains such as chia, quinoa and amaranth.

Our combined product portfolios, stronger customer relationships, deeper R&D expertise and broader global footprint will help us move further downstream to become a leading supplier of higher-value specialty ingredients and a true innovation partner for customers. Already, our teams have made good progress toward our target of €100 million in combined revenue and cost synergies within three years.

Several organic growth projects now underway will help us expand our value-added ingredient business. In Campo Grande, Brazil, we are building a specialty proteins plant that will manufacture a range of functional protein concentrates and isolates to complement ADM's current North American production. These ingredients will give ADM's South American customers a variety of high-quality options for adding protein to various food and beverage products. At our Clinton, Iowa, corn-processing facility, we are increasing production capacity for Fibersol® soluble-fiber products to keep pace with growing customer demand; we are also adding a soluble fiber production facility to the complex that houses our new sweetener plant in China. And, we have two projects underway—one in Hamburg, Germany, and a second in Latur, India—to produce non-GMO lecithin. At this writing, all of these projects are projected to be complete by early 2016.

### **Room for further improvements and growth**

While we made considerable progress on our value-creation strategy this year, we are only at the start of this journey. With a focus on returns now deeply embedded in our company culture, we believe that—as we develop our talent base and capabilities, advance our portfolio-management efforts, and implement technologies such as our customer-relationship management platform and customer-profitability tools—there remains significant room for additional improvement in our existing businesses, and a great deal of potential for growth. That is why we have also introduced Economic Value Added, or EVA, as another important metric to help drive profitable growth.

We have outlined a **balanced capital allocation philosophy** that will see approximately 30 to 40 percent of our operating cash flows directed to value-generating capital projects, with the remainder dedicated to strategic growth initiatives and/or the return of capital to shareholders. With all of the recent actions we have taken, investor confidence in ADM is solid, with our three-year total shareholder return of 94.4 percent outperforming the S&P 500 Index, the S&P Industrials Index and the S&P Consumer Staples Index.

As part of our philosophy, we plan to increase our dividend payout ratio from the historic range of 20 to 25 percent of earnings to a medium-term range of 30 to 40 percent. In addition, in 2015, we are targeting \$1.5 to \$2.0 billion of share repurchases, subject to strategic capital requirements.

### **A bright future**

As we worked together to execute a seamless leadership transition during the final months of 2014, we were guided by our shared belief in ADM's extraordinary capabilities, pride in the company's recent accomplishments, and commitment to ensuring its continued success.

If 2014 was a year of changing while winning, 2015 is all about accelerating progress. The efforts of our 33,000 colleagues this past year demonstrated that we have the right talent, coupled with the right strategy, to take us forward. The goal now is to help them take their efforts—and ADM's performance—to the next level.



Juan R. Luciano  
Chief Executive Officer and President



Patricia A. Woertz  
Chairman, Board of Directors



Proxy  
**STATEMENT**

ARCHER DANIELS MIDLAND COMPANY

2014

**ARCHER-DANIELS-MIDLAND COMPANY**  
77 West Wacker Drive, Suite 4600, Chicago, Illinois 60601

**NOTICE OF ANNUAL MEETING**

To All Stockholders:

NOTICE IS HEREBY GIVEN that the Annual Meeting of Stockholders of Archer-Daniels-Midland Company, a Delaware corporation, will be held at the JAMES R. RANDALL RESEARCH CENTER located at 1001 Brush College Road, Decatur, Illinois, on Thursday, May 7, 2015, commencing at 10:00 A.M., for the following purposes:

- (1) To elect Directors to hold office until the next Annual Meeting of Stockholders and until their successors are duly elected and qualified;
- (2) To ratify the appointment by the Board of Directors of Ernst & Young LLP as independent auditors to audit the accounts of our company for the fiscal year ending December 31, 2015;
- (3) To consider an advisory vote on the compensation of our named executive officers;
- (4) To consider and act upon a proposal to reapprove the material terms of our Incentive Compensation Plan for purposes of Section 162(m) of the Internal Revenue Code;
- (5) To consider and act upon the stockholder's proposal set forth in the accompanying proxy statement, if such proposal is properly presented; and
- (6) To transact such other business as may properly come before the meeting.

By Order of the Board of Directors



D. C. FINDLAY, SECRETARY

March 27, 2015

**IMPORTANT NOTICE REGARDING THE AVAILABILITY OF PROXY MATERIALS FOR THE STOCKHOLDER MEETING TO BE HELD ON MAY 7, 2015: THE PROXY STATEMENT AND ANNUAL REPORT TO STOCKHOLDERS ARE AVAILABLE AT [www.adm.com/proxy](http://www.adm.com/proxy)**



**ARCHER-DANIELS-MIDLAND COMPANY**  
77 West Wacker Drive, Suite 4600, Chicago, Illinois 60601  
March 27, 2015

---

**PROXY STATEMENT**

---

**General Matters**

Our board of directors asks that you complete the accompanying proxy for the annual stockholders' meeting. The meeting will be held at the time, place, and location mentioned in the Notice of Annual Meeting included in this mailing. We are first mailing our stockholders this proxy statement and a proxy form (included in this mailing) around March 27, 2015.

We pay the costs of soliciting proxies from our stockholders. We have retained Georgeson Inc. to help us solicit proxies. We will pay Georgeson Inc. \$24,000 plus reasonable expenses for its services. Our employees or employees of Georgeson Inc. may also solicit proxies in person or by telephone, mail, or the internet at a cost we expect will be nominal. We will reimburse brokerage firms and other securities custodians for their reasonable expenses in forwarding proxy materials to their principals.

We have a policy of keeping confidential all proxies, ballots, and voting tabulations that identify individual stockholders. Such documents are available for examination only by the inspectors of election, our transfer agent and certain employees associated with processing proxy cards and tabulating the vote. We will not disclose any stockholder's vote except in a contested proxy solicitation or as may be necessary to meet legal requirements.

Our common stock stockholders of record at the close of business on March 12, 2015, are the only people entitled to notice of the annual meeting and to vote at the meeting. At the close of business on March 12, 2015, we had 628,935,942 outstanding shares of common stock, each share being entitled to one vote on each of the thirteen director nominees and on each of the other matters to be voted on at the meeting. Our stockholders are the only people entitled to attend the annual meeting. We reserve the right to direct stockholder representatives with the proper documentation to an alternative room to observe the meeting.

All stockholders will need a form of photo identification to attend the annual meeting. If you are a stockholder of record and plan to attend, please detach the admission ticket from the top of your proxy card and bring it with you to the meeting. The number of people we will admit to the meeting will be determined by how the shares are registered, as indicated on the admission ticket. If you are a stockholder whose shares are held by a broker, bank, or other nominee, please request an admission ticket by writing to our office at Archer-Daniels-Midland Company, Investor Relations, 4666 Faries Parkway, Decatur, Illinois 62526-5666. Your letter to our office must include evidence of your stock ownership. You can obtain evidence of ownership from your broker, bank, or nominee. The number of tickets sent will be determined by the manner in which shares are registered. If your request is received by April 23, 2015, an admission ticket will be mailed to you. Entities such as a corporation or limited liability company that are stockholders may send one representative to the annual meeting and the representative should have a pre-existing relationship with the entity represented. All other admission tickets can be obtained at the registration table located at the James R. Randall Research Center lobby beginning at 9:00 A.M. on the day of the meeting. Stockholders who do not pre-register will be admitted to the meeting only upon verification of stock ownership.

The use of cameras, video or audio recorders or other recording devices in the James R. Randall Research Center is prohibited. The display of posters, signs, banners or any other type of signage by any stockholder in the James R. Randall Research Center is also prohibited. Firearms are also prohibited in the James R. Randall Research Center.

Any request to deviate from the admittance guidelines described above must be in writing, addressed to our office at Archer-Daniels-Midland Company, Secretary, 77 West Wacker Drive, Suite 4600, Chicago, Illinois

60601 and received by us by April 23, 2015. We will also have personnel in the lobby of the James R. Randall Research Center beginning at 9:00 A.M. on the day of the meeting to consider special requests.

If you properly execute the enclosed proxy form, your shares will be voted at the meeting. You may revoke your proxy form at any time prior to voting by:

- (1) delivering written notice of revocation to our Secretary;
- (2) delivering to our Secretary a new proxy form bearing a date later than your previous proxy; or
- (3) attending the meeting and voting in person (attendance at the meeting will not, by itself, revoke a proxy).

Under our bylaws, directors are elected by a majority vote in an uncontested election (one in which the number of nominees is the same as the number of directors to be elected) and by a plurality vote in a contested election (one in which the number of nominees exceeds the number of directors to be elected). Because this year’s election is an uncontested election, each director nominee receiving a majority of votes cast will be elected (the number of shares voted “for” a director nominee must exceed the number of shares voted “against” that nominee). Approval of each other proposal presented in the proxy statement requires the affirmative vote of the holders of a majority of the outstanding shares of common stock present in person or by proxy at the meeting and entitled to vote on that matter. Shares not present at the meeting and shares voting “abstain” have no effect on the election of directors. For the other proposals to be voted on at the meeting, abstentions are treated as shares present or represented and voting, and therefore have the same effect as negative votes. Broker non-votes (shares held by brokers who do not have discretionary authority to vote on the matter and have not received voting instructions from their clients) are counted toward a quorum, but are not counted for any purpose in determining whether a matter has been approved.

**Principal Holders of Voting Securities**

Based upon filings with the Securities and Exchange Commission (“SEC”), we know that the following stockholders are beneficial owners of more than 5% of our outstanding common stock shares:

<u>Name and Address of Beneficial Owner</u>	<u>Amount</u>	<u>Percent of Class</u>
State Farm Mutual Automobile Insurance Company . . . . . and related entities One State Farm Plaza Bloomington, IL 61710	56,594,530(1)	8.88
The Vanguard Group . . . . . 100 Vanguard Blvd. Malvern, PA 19355	38,788,187(2)	6.02
BlackRock, Inc. . . . . 40 East 52 <sup>nd</sup> Street New York, NY 10022	36,218,168(3)	5.6
State Street Corporation . . . . . One Lincoln Street Boston, MA 02111	34,817,559(4)	5.4

- (1) Based on a Schedule 13G filed with the SEC on February 4, 2015, State Farm Mutual Automobile Insurance Company and related entities have shared voting and dispositive power with respect to 299,788 shares and sole voting and dispositive power with respect to 56,294,742 shares.
- (2) Based on a Schedule 13G/A filed with the SEC on February 10, 2015 The Vanguard Group has sole voting power with respect to 1,108,610 shares, sole dispositive power with respect to 37,739,479 shares, and shared dispositive power with respect to 1,048,708 shares.

- (3) Based on a Schedule 13G filed with the SEC on February 2, 2015, BlackRock, Inc. has sole voting power with respect to 30,382,250 shares and sole dispositive power with respect to 36,218,168 shares.
- (4) Based on a Schedule 13G filed with the SEC on February 11, 2015, State Street Corporation has shared voting and dispositive power with respect to 34,817,559 shares.

### **Proposal No. 1 — Election of Directors**

Our board of directors has fixed the size of the board at thirteen. Unless you provide different directions, we intend for board-solicited proxies (like this one) to be voted for the nominees named below.

Although all the nominees proposed for election to our board of directors are presently members of the board, Mr. Luciano has not previously been elected by our stockholders. Mr. Luciano was appointed to our board of directors in connection with his election as Chief Executive Officer of our company.

If elected, the nominees would hold office until the next annual stockholders' meeting and until their successors are elected and qualified. If any nominee for director becomes unable to serve as a director, the persons named in the proxy may vote for a substitute who will be designated by the board of directors. Alternatively, the board of directors could reduce the size of the board. The board has no reason to believe that any nominee will be unable to serve as a director.

Our bylaws require that each director be elected by a majority of votes cast with respect to that director in an uncontested election (where the number of nominees is the same as the number of directors to be elected). In a contested election (where the number of nominees exceeds the number of directors to be elected), the plurality voting standard governs the election of directors. Under the plurality standard, the number of nominees equal to the number of directors to be elected who receive more votes than the other nominees are elected to the board, regardless of whether they receive a majority of the votes cast. Whether an election is contested or not is determined as of the day before we first mail our meeting notice to stockholders. This year's election was determined to be an uncontested election, and the majority vote standard will apply. If a nominee who is serving as a director is not elected at the annual meeting, Delaware law provides that the director would continue to serve on the board as a "holdover director." However, under our Corporate Governance Guidelines, each director annually submits an advance, contingent, irrevocable resignation that the board may accept if the director fails to be elected through a majority vote in an uncontested election. In that situation, the Nominating/Corporate Governance Committee would make a recommendation to the board about whether to accept or reject the resignation. The board will act on the Nominating/Corporate Governance Committee's recommendation and publicly disclose its decision and the rationale behind it within 90 days after the date the election results are certified. The board will nominate for election or re-election as director, and will elect as directors to fill vacancies and new directorships, only candidates who agree to tender the form of resignation described above. If a nominee who was not already serving as a director fails to receive a majority of votes cast at the annual meeting, Delaware law provides that the nominee does not serve on the board as a "holdover director."

The table below lists the nominees, their ages, positions with our company, principal occupations, current directorships of other publicly-owned companies, directorships of other publicly-owned companies held within the past five years, the year in which each first was elected as a director, and the number of shares of common stock beneficially owned as of March 12, 2015, directly or indirectly. Unless otherwise indicated in the footnotes to the following table, and subject to community property laws where applicable, we believe that each nominee named in the table below has sole voting and investment power with respect to the shares indicated as beneficially owned. Unless otherwise indicated, all of the nominees have been executive officers of their respective companies or employed as otherwise specified below for at least the last five years.

<u>Name, Age, Principal Occupation or Position, Directorships of Other Publicly-Owned Companies</u>	<u>Year First Elected as Director</u>	<u>Common Stock Owned</u>	<u>Percent of Class</u>
Alan L. Boeckmann, 66 . . . . . Non-Executive Chairman of Fluor Corporation (an engineering and construction firm) from February, 2011 – February, 2012; Chairman and Chief Executive Officer of Fluor Corporation from February, 2002 – February, 2011; Director of Sempra Energy and BP p.l.c.; Director of BHP Billiton and Burlington Northern Santa Fe within the past five years.	2012	21,259(1)	*
Mollie Hale Carter, 52 . . . . . Chairman, Chief Executive Officer and President, Sunflower Bank and Vice President, Star A, Inc. (a farming and ranching operation); Director of Westar Energy, Inc.	1996	11,710,866(2)	1.86
Terrell K. Crews, 59 . . . . . Executive Vice President, Chief Financial Officer and Vegetable Business Chief Executive Officer of Monsanto Company (an agricultural company) from September, 2007 – November, 2009; Executive Vice President and Chief Financial Officer of Monsanto Company from 2000 – 2007; Director of Rock-Tenn Company and Hormel Foods Corporation; Director of Smurfit-Stone Container Corporation within the past five years.	2011	15,146(3)	*
Pierre Dufour, 59 . . . . . Senior Executive Vice President of Air Liquide Group (a leading provider of gases for industry, health and the environment) since November, 2007; Executive Vice President of Air Liquide Group since 2002; Director of Air Liquide S.A.	2010	24,486(4)	*
Donald E. Felsing, 67 . . . . . Executive Chairman of Sempra Energy (an energy services company) from June, 2011 – December, 2012; Chairman and Chief Executive Officer of Sempra Energy from February, 2006 – June, 2011; President and Chief Operating Officer of Sempra Energy beginning in January, 2005; Director of Northrup Grumman Corporation.	2009	44,402(1)	*
Juan R. Luciano, 53 . . . . . Chief Executive Officer and President since January 2015; President and Chief Operating Officer from February 2014 to December 2014; Executive Vice President and Chief Operating Officer from April 2011 to February 2014; Executive Vice President, Performance Division at Dow Chemical Company from August 2010 to April 2011; Senior Vice President of Hydrocarbons & Basic Plastics Division at Dow Chemical Company from December 2008 to August 2010.		522,298(5)	*
Antonio Maciel Neto, 57 . . . . . Chief Executive Officer of CAO Group (a Brazilian vehicle distributor and manufacturer) since March, 2013; Director of Suzano Papel e Celulose since April 2013; Chief Executive Officer of Suzano Papel e Celulose (a Brazilian paper and pulp company) from June, 2006 – January, 2013; President of Ford South America from October, 2003 – April, 2006; President of Ford Brazil from July, 1999 – October, 2003; Director of Marfrig Alimentos S.A.	2006	35,472(1)	*

Name, Age, Principal Occupation or Position, Directorships of Other Publicly-Owned Companies	Year First Elected as Director	Common Stock Owned	Percent of Class
Patrick J. Moore, 60 President and Chief Executive Officer of PJM Advisors, LLC (an investment and advisory firm) since June, 2011; Chief Executive Officer of Smurfit-Stone Container Corporation from June, 2010 – May, 2011; Chairman and Chief Executive Officer of Smurfit-Stone Container Corporation from 2002 – June, 2010; Director of Exelis, Inc.; Director of Smurfit-Stone Container Corporation and Ralcorp Holdings, Inc. within the past five years(6).	2003	64,868(1)	*
Thomas F. O’Neill, 68 Co-Chief Executive Officer of Kimberlite Advisors since October, 2013; Chairman of the holding company of First Allied (a broker dealer) and Chairman of Ranieri Partners Financial Services Group (a company which acquires and manages financial services companies) from November, 2010 – October, 2013; Principal, Sandler O’Neill & Partners, L.P. from 1988 – November, 2010; Director of The Nasdaq OMX Group, Inc., Misonix, Inc. and BankFinancial CORP.	2004	41,702(1)	*
Francisco Sanchez, 55 Senior Managing Director of Pt. Capital (a private equity firm) and Chairman of CNS Global Consulting (an international trade and investment consulting firm) since November, 2013; Under Secretary for International Trade, U.S. Department of Commerce from March, 2010 – November, 2013; Senior Advisor, U.S. Department of Commerce from May, 2009 – March, 2010	2014	2,041(1)	*
Daniel Shih, 63 Deputy Chairman, Executive Director and Chief Strategy Officer of Stella International Holdings Limited (a developer and manufacturer of footwear) from May, 2008 – August, 2013; Chairman of PepsiCo (China) Investment Ltd. and President, PepsiCo Beverages, China from October, 2006 – April, 2008.	2012	7,368(1)	*
Kelvin R. Westbrook, 59 President and Chief Executive Officer of KRW Advisors, LLC (a consulting and advisory firm) since October, 2007; Chairman and Chief Strategic Officer of Millennium Digital Media Systems, L.L.C. (a broadband services company) (“MDM”)(7) from approximately September, 2006 – October, 2007; President and Chief Executive Officer of Millennium Digital Media, L.L.C. from May 1997 – October, 2006; Director of Stifel Financial Corp. and T-Mobile USA, Inc. and Trust Manager of Camden Property Trust.	2003	61,800(1)	*
Patricia A. Woertz, 62 Chairman of the Board since January, 2015; Chairman of the Board and Chief Executive Officer from February, 2014 – January, 2015; Chairman of the Board, Chief Executive Officer and President from February, 2007 – February, 2014; Chief Executive Officer and President from May, 2006 – February, 2007; previously Executive Vice President of Chevron Corporation (a diversified energy company); Director of The Procter & Gamble Company and Royal Dutch Shell PLC.	2006	3,337,019(8)	*

\* Less than 1% of outstanding shares

- (1) Includes only stock units allocated under our Stock Unit Plan for Nonemployee Directors that are deemed to be the equivalent of outstanding shares of common stock for valuation purposes.
- (2) Includes 2,629,545 shares held in a family foundation or owned by or in trust for members of Ms. Carter’s family, 8,918,000 shares held in a limited partnership and 135,831 stock units allocated under our Stock Unit Plan for Nonemployee Directors.
- (3) Includes 760 shares owned individually and 14,298 stock units allocated under our Stock Unit Plan for Nonemployee Directors.
- (4) Includes 5,700 shares owned individually and 18,672 stock units allocated under our Stock Unit Plan for Nonemployee Directors.
- (5) Includes 251,685 shares owned individually or in trust and 270,613 shares that are unissued but are subject to stock options exercisable within 60 days.

- (6) Smurfit-Stone Container Corporation and its U.S. and Canadian subsidiaries filed voluntary petitions for reorganization under Chapter 11 of the U.S. Bankruptcy Code in January 2009.
- (7) Broadstripe, LLC (formerly MDM) and certain of its affiliates filed voluntary petitions for reorganization under Chapter 11 of the U.S. Bankruptcy Code in January, 2009, approximately fifteen months after Mr. Westbrook resigned from MDM.
- (8) Includes 1,080,209 shares owned individually or in trust, 2,256,118 shares that are unissued but are subject to stock options exercisable within 60 days and 692 shares allocated under our 401(k) and Employee Stock Ownership Plan.

**The Board of Directors recommends a vote FOR the election of the thirteen nominees named above as directors. Proxies solicited by the Board will be so voted unless stockholders specify a different choice.**

### **Director Experiences, Qualifications, Attributes and Skills, and Board Diversity**

In assessing an individual's qualifications to become a member of the board, the Nominating/Corporate Governance Committee may consider various factors including education, experience, judgment, independence, integrity, availability, and other factors that the Committee deems appropriate. The Nominating/Corporate Governance Committee strives to recommend candidates that complement the current board members and other proposed nominees so as to further the objective of having a board that reflects a diversity of background and experience with the necessary skills to effectively perform the functions of the board and its committees. In addition, the Committee considers personal characteristics of nominees and current board members, including race, gender and geographic origin, in an effort to obtain a diversity of perspectives on the board.

The specific experience, qualifications, attributes and skills that qualify each of our directors to serve on our board are listed below:

#### **Alan L. Boeckmann**

Prior to retiring in February, 2012, Mr. Boeckmann served in a variety of engineering and executive management positions during his 35-plus year career with Fluor Corporation, including non-executive Chairman of the Board from 2011-2012, Chairman of the Board and Chief Executive Officer from 2002-2011, and President and Chief Operating Officer from 2001-2002. His tenure with Fluor Corporation included responsibility for global operations and multiple international assignments. Mr. Boeckmann currently serves as a director of Sempra Energy and BP p.l.c. and as a trustee and director of Eisenhower Medical Center in Rancho Mirage, California. He has previously served on the boards of BHP Billiton and Burlington-Northern Santa Fe. Mr. Boeckmann has been an outspoken business leader in promoting international standards for business ethics. His extensive board and executive management experience, coupled with his commitment to ethical conduct in international business activities, makes him a valuable addition to our board of directors.

#### **Mollie Hale Carter**

Ms. Carter has twenty-seven years of business experience in the agricultural sector, including consulting, finance and operations. Ms. Carter also has served since 1995 as the Chairman and/or Chief Executive Officer of a regional financial institution based in Salina, Kansas. Ms. Carter's qualifications to serve as a director of the company include her substantial leadership experience as a chief executive officer, her financial expertise, her service as a director of Westar Energy, Inc., her previous service as a director of Premium Standard Farms, Inc., and her significant experience in the agricultural sector.

#### **Terrell K. Crews**

Mr. Crews retired from Monsanto Company in November 2009. He served as Executive Vice President, Chief Financial Officer and Vegetable Business CEO for Monsanto Company from September 2007 to November 2009, and Executive Vice President and Chief Financial Officer from 2000 to 2007. Mr. Crews brings to our board of directors extensive expertise in finance and related functions, as well as significant knowledge of corporate development, agri-business and international operations.

**Pierre Dufour**

Mr. Dufour is Senior Executive Vice President of Air Liquide Group, the world leader in gases for industry, health and the environment. Having joined Air Liquide in 1997, Mr. Dufour was named Senior Executive Vice President in November 2007. Since January 2010, he has supervised Air Liquide's operations in the Americas, Africa-Middle East and Asia-Pacific zones, while also overseeing, globally, Air Liquide's industrial World Business Lines, Engineering and Construction. Mr. Dufour was elected to the board of Air Liquide S.A. in May, 2012. Mr. Dufour's qualifications to serve as a director of our company include his substantial leadership, engineering, operations management and international business experience.

**Donald E. Felsing**

Mr. Felsing brings extensive experience as a board member, chair and CEO with Fortune 500 companies. Mr. Felsing retired as Executive Chairman of Sempra Energy in December 2012. His leadership roles at Sempra Energy and other energy companies have allowed him to provide our board of directors with his expertise in mergers and acquisitions, environmental matters, corporate governance, strategic planning, engineering, finance, human resources, compliance, risk management, international business and public affairs.

**Juan R. Luciano**

Mr. Luciano joined ADM in 2011 as executive vice president and chief operating officer, was named president in February 2014, and was named Chief Executive Officer effective January 1, 2015. Mr. Luciano has overseen the commercial and production activities of ADM's Corn, Oilseeds, and Agricultural Services businesses, as well as its research, project management, procurement and risk management functions. He has also overseen the company's operational excellence initiatives, which seek to improve productivity and efficiency companywide. He has led the company's efforts to improve its capital, cost and cash positions. Previously, Mr. Luciano was with The Dow Chemical Company, where he last served as executive vice president and president of the Performance division.

**Antonio Maciel Neto**

Mr. Maciel was named Chief Executive Officer of CAO Group, a large Brazilian vehicle distributor and manufacturer, in March 2013. Mr. Maciel served as Chief Executive Officer of Suzano Papel e Celulose S/A, one of Latin America's largest vertically integrated producers of paper and eucalyptus pulp, from June 2006 to January 2013. From 1999 to May 2006, Mr. Maciel held various executive positions with Ford Motor Company, including Chief Executive Officer of Ford South America Operations. Mr. Maciel's qualifications to serve on our board of directors include his substantial leadership, international business, environmental and sustainability, engineering, product development and innovations and operations management experience.

**Patrick J. Moore**

Mr. Moore retired as Chief Executive Officer of Smurfit-Stone Container Corporation in 2011, and held positions of increasing importance at Smurfit-Stone and related companies since 1987. Prior to 1987, Mr. Moore served 12 years at Continental Bank in various corporate lending, international banking and administrative positions. Mr. Moore brings to our board of directors his substantial experience in leadership, banking and finance, strategy development, sustainability and operations management.

**Thomas F. O'Neill**

Mr. O'Neill has worked on Wall Street since 1972 and, as a founding principal of a nationally-recognized investment bank, he has broad experience in the areas of finance, mergers and acquisitions and business development. Mr. O'Neill specializes in working with financial institutions and his substantial experience in the finance community contributes to his role as a director and member of the Compensation/Succession Committee.

### **Francisco Sanchez**

Mr. Sanchez is a Senior Managing Director at Pt. Capital, a private equity firm focused on responsible investments in the Pan Arctic. In addition, he is the founder and Chairman of the Board of CNS Global Consulting, a firm focused on international trade and investment. He is also a non-resident Fellow at the Brookings Institution. In 2009 President Obama nominated Mr. Sanchez to be the Under Secretary for International Trade at the U.S. Department of Commerce. He was later unanimously confirmed by the U.S. Senate. Mr. Sanchez served in that role until November of 2013. There he was responsible for strengthening the competitiveness of U.S. industry, promoting trade and investment, enforcing trade laws and agreements, and implementing the President's National Export Initiative. Mr. Sanchez brings to our board of directors substantial experience in public policy, international trade and international investment.

### **Daniel Shih**

Mr. Shih served as Deputy Chairman, Executive Director and Chief Strategy Officer of Stella International Holdings Limited, a company listed on the Main Board of the Hong Kong Stock Exchange, from May 2008 to August 2013. He previously held executive positions with PepsiCo (China) Investment Ltd. and Motorola (China) Electronic Ltd. Mr. Shih's qualifications to serve as a director of the company include his extensive business experience in Asia and his expertise in business strategy, leadership development, joint ventures and mergers and acquisitions.

### **Kelvin R. Westbrook**

Mr. Westbrook brings legal, media and marketing expertise to the board of directors. He is a former partner of a national law firm, was the President, Chief Executive Officer and co-founder of two large cable television and broadband companies and was or is a member of the board of numerous high-profile companies, including T-Mobile USA, Inc. and the National Cable Satellite Corporation, better known as C-SPAN. Mr. Westbrook currently serves on the boards of three other public companies and a multi-billion dollar not-for-profit healthcare services company.

### **Patricia A. Woertz**

Patricia A. Woertz joined ADM as CEO and president in April 2006, and was named chairman of the board in February 2007. She served as CEO until December 2014. Under her leadership, ADM strengthened its global network and grew its portfolio of higher-margin products. Before joining ADM, Ms. Woertz held positions of increasing importance at Chevron Corporation and its predecessor companies. Ms. Woertz chairs the U.S. section of the U.S.-Brazil CEO Forum and is a vice chair of The Business Council. In 2010, she was appointed to the President's Export Council by President Obama.

### **Board Leadership Structure**

Our company's board of directors does not have a current requirement that the roles of Chief Executive Officer and Chairman of the Board be either combined or separated, because the board believes it is in the best interests of our company to make this determination based on the position and direction of our company and the constitution of the board and management team. The board regularly evaluates whether the roles of Chief Executive Officer and Chairman of the Board should be combined or separated. The board's recent implementation of a careful and seamless succession plan demonstrates that the board takes seriously its responsibilities under the Corporate Governance Guidelines to determine who should serve as Chairman at any point in time in light of the specific circumstances facing our company. In November 2014, after careful consideration, the board determined that having Ms. Woertz serve as Chairman is in the best interest of the company and its stockholders at this time, for several reasons. Ms. Woertz, who served as the company's Chairman and Chief Executive Officer until January 1, 2015, currently continues to serve as our Chairman following Mr. Luciano's appointment as Chief Executive Officer effective as of that date. Ms. Woertz's



knowledge of our company's operations and strategy provide a valuable resource to both the board and Mr. Luciano, which has helped facilitate a smooth transition of the Chief Executive Officer role and effective dialogue between management and the board. Ms. Woertz also has significant knowledge of the people, information and resources necessary to facilitate board function, which contributes to an efficient and effective board.

The non-management directors elect a Lead Director at the board's annual meeting. Mr. Felsing is currently serving as Lead Director. The board believes that having an independent Lead Director more properly reflects the accountability and responsibilities that accompany a non-executive position. Our Lead Director provides the board with independent leadership and facilitates the independence of the board from management. In accordance with our Corporate Governance Guidelines, the Lead Director: (i) presides at all meetings of the board at which the Chairman is not present, including executive sessions of the independent directors; (ii) serves as liaison between the Chairman and the independent directors; (iii) consults with the Chairman and approves all meeting agendas, schedules and information provided to the board; (iv) has the authority to call meetings of the independent directors; and (v) if requested by major stockholders, ensures that he or she is available for consultation and direct communication.

In addition to electing a Lead Director, our non-management directors facilitate the board's independence by meeting frequently as a group and fostering a climate of transparent communication. The high level of contact between our Lead Director and our Chairman between board meetings and the specificity contained in the board's delegation of authority parameters also serve to foster effective board leadership.

### **Board Role in Risk Oversight**

Management is responsible for day-to-day risk assessment and mitigation activities, and our company's board of directors is responsible for risk oversight, focusing on our company's overall risk management strategy, our company's degree of tolerance for risk and the steps management is taking to manage our company's risks. While the board as a whole maintains the ultimate oversight responsibility for risk management, the committees of the board can be assigned responsibility for risk management oversight of specific areas. The Audit Committee currently maintains responsibility for overseeing our company's enterprise risk management process and regularly discusses our company's major risk exposures, the steps management has taken to monitor and control such exposures, and guidelines and policies to govern our company's risk assessment and risk management processes. The Audit Committee periodically reports to our board of directors regarding significant matters identified with respect to the foregoing. The Nominating/Corporate Governance Committee has the authority to assign oversight of risk areas to specific committees as the need arises.

Management has established an Integrated Risk Management Committee consisting of personnel representing multiple functional and regional areas within our company, with broad oversight of the risk management process. Such committee's responsibilities and objectives include:

- ensuring implementation and maintenance of a process to identify, evaluate and prioritize risks to achievement of our company's objectives;
- ensuring congruence of risk decisions with our company's values, policies, procedures, measurements, and incentives or disincentives;
- supporting the integration of risk assessment and controls into mainstream business processes and decision-making;
- clearly identifying roles and responsibilities across our company in regard to risk assessment and control functions;
- promoting consistency and standardization in risk identification and controls across our company;
- ensuring sufficient information capabilities and information flow to support risk identification and controls and alignment of technology assets;

- regularly evaluating the overall design and operation of the risk assessment and control process, including development of relevant metrics and indicators; and
- reporting regularly to senior management and our board regarding the above-described processes and the most significant risks to our company’s objectives.

**Board, Committee and Director Evaluations**

The Nominating/Corporate Governance Committee oversees an annual evaluation of the performance of the board of directors, each committee of the board, and each individual director. The Nominating/Corporate Governance Committee approves written evaluation questionnaires which are distributed to each director. The results of each written evaluation are provided to, and compiled by, an outside firm. Our Lead Director delivers and discusses individual evaluation results with each director and the chair of the Nominating/Corporate Governance Committee delivers and discusses the Lead Director’s individual evaluation with him. Results of the other evaluations are discussed at appropriate committee meetings and with the full board.

**Section 16(a) Beneficial Ownership Reporting Compliance**

Section 16(a) of the Securities Exchange Act of 1934 (the “Exchange Act”) requires our directors and executive officers to file reports of ownership and changes in ownership on Forms 3, 4 and 5 with the SEC. Based on our review of Forms 3, 4 and 5 we have received from, or have filed on behalf of, our directors and executive officers, and on written representations from those persons that they were not required to file a Form 5, we believe that, during the fiscal year ended December 31, 2014, our directors and executive officers complied with all Section 16(a) filing requirements.

**Executive Stock Ownership Policy**

The board of directors believes that it is important for each member of our senior management to acquire and maintain a significant ownership position in shares of our common stock to further align the interests of senior management with the stockholders’ interests. Accordingly, we have adopted a policy regarding ownership of shares of our common stock by senior management. The policy calls for members of senior management to own shares of common stock with a fair market value within a range of one to five times that individual’s base salary, depending on each individual’s level of responsibility with our company. The stock ownership guidelines applicable to the named executive officers (as defined herein) are set forth below.

<u>Executive</u>	<u>Ownership Guideline as a Multiple of Salary</u>
P. A. Woertz .....	5x
J. R. Luciano .....	3x
R. G. Young .....	3x
D. C. Findlay .....	3x
J.D. Taets .....	1.5x

## Executive Officer Stock Ownership

The following table shows the number of shares of our common stock beneficially owned as of March 12, 2015, directly or indirectly, by each of the individuals named in the Summary Compensation Table herein.

<u>Name</u>	<u>Common Stock Beneficially Owned(1)</u>	<u>Options Exercisable Within 60 Days</u>	<u>Percent of Class</u>
P. A. Woertz .....	3,337,015	2,256,118	*
J. R. Luciano .....	522,298	270,613	*
R. G. Young .....	346,626	147,258	*
D.C. Findlay .....	185,610	40,858	*
J.D. Taets .....	151,470	68,981	*

\* Less than 1% of outstanding shares

(1) Includes shares allocated to the accounts of the named individuals under our 401(k) and Employee Stock Ownership Plan and, pursuant to SEC rules, stock options exercisable within 60 days.

Common stock beneficially owned as of March 12, 2015 by all directors, director nominees and executive officers as a group, numbering 22 persons including those listed above, is 17,583,591 shares representing 2.80% of the outstanding shares, of which 475,405 shares represent stock units allocated under our Stock Unit Plan for Nonemployee Directors, 3,279,431 shares are unissued but are subject to stock options exercisable within 60 days and no shares are subject to pledge.

## Independence of Directors

### *NYSE Independence*

The listing standards of the New York Stock Exchange, or NYSE, require companies listed on the NYSE to have a majority of “independent” directors. Subject to certain exceptions and transition provisions, the NYSE standards generally provide that a director will qualify as “independent” if the board affirmatively determines that he or she has no material relationship with our company other than as a director, and will not be considered independent if:

(1) the director or a member of the director’s immediate family is, or in the past three years has been, one of our executive officers or, in the case of the director, one of our employees;

(2) the director or a member of the director’s immediate family has received during any 12-month period within the last three years more than \$120,000 per year in direct compensation from us other than for service as a director, provided that compensation received by an immediate family member for service as a non-executive officer employee is not considered in determining independence;

(3) the director or an immediate family member is a current partner of one of our independent auditors, the director is employed by one of our independent auditors, a member of the director’s immediate family is employed by one of our independent auditors and personally works on our audits, or the director or a member of the director’s immediate family was within the last three years an employee of one of our independent auditors and personally worked on one of our audits;

(4) the director or a member of the director’s immediate family is, or in the past three years has been, employed as an executive officer of a company where one of our executive officers at the same time serves or served on the compensation committee; or

(5) the director is a current employee of, or a member of the director’s immediate family is an executive officer of, a company that makes payments to, or receives payments from, us in an amount which, in any of the last three fiscal years, exceeds the greater of \$1 million or 2% of such other company’s consolidated gross revenues.

### ***Bylaw Independence***

Section 2.8 of our bylaws also provides that a majority of the board of directors be comprised of independent directors. Under our bylaws, an “independent director” means a director who:

- (1) is not a current employee or a former member of our senior management or the senior management of one of our affiliates;
- (2) is not employed by one of our professional services providers;
- (3) does not have any business relationship with us, either personally or through a company of which the director is an officer or a controlling shareholder, that is material to us or to the director;
- (4) does not have a close family relationship, by blood, marriage, or otherwise, with any member of our senior management or the senior management of one of our affiliates;
- (5) is not an officer of a company of which our Chairman or Chief Executive Officer is also a board member;
- (6) is not personally receiving compensation from us in any capacity other than as a director; and
- (7) does not personally receive or is not an employee of a foundation, university, or other institution that receives grants or endowments from us, that are material to us, the recipient, or the foundation/university/institution.

The board of directors has reviewed business and charitable relationships between us and each non-employee director and director nominee to determine compliance with the NYSE and bylaw standards described above and to evaluate whether there are any other facts or circumstances that might impair a director’s or nominee’s independence. Based on that review, the board has determined that eleven of its thirteen current members, Messrs. Boeckmann, Crews, Dufour, Felsing, Maciel, Moore, O’Neill, Sanchez, Shih and Westbrook, and Ms. Carter, are independent. Ms. Woertz and Mr. Luciano are not independent under the NYSE or bylaw standards because of their employment with us.

In determining that Mr. Boeckmann is independent, the board considered that, in the ordinary course of business, Sempra Energy, sold utility services to our company and BP p.l.c. sold natural gas and fuel to our company, all on an arms-length basis during the fiscal year ended December 31, 2014. Mr. Boeckmann is a director of Sempra Energy and BP. The board determined that Mr. Boeckmann does not have a direct or indirect material interest in such transactions and that such transactions do not impair Mr. Boeckmann’s independence.

In determining that Ms. Carter is independent, the board considered that, during the fiscal year ended December 31, 2014, the company purchased utility services from Westar Energy Inc. in the ordinary course of business and on an arms-length basis. Ms. Carter is a director of Westar Energy Inc. The board determined that Ms. Carter does not have a direct or indirect material interest in such utility transactions, and that such utility transactions do not impair Ms. Carter’s independence. The board further considered that, Norvell Company, of which Ms. Carter’s brother is majority owner, sold certain equipment having an aggregate purchase price less than \$1.0 million, to our company, in the ordinary course of business, and on an arms-length basis. The board determined that Ms. Carter does not have a direct or indirect material interest in such transactions and that such transactions do not otherwise impair Ms. Carter’s independence.

In determining that Mr. Crews is independent, the board considered that, in the ordinary course of business, Rock-Tenn Company, of which Mr. Crews is a director, purchased certain commodity products from our company and sold certain supplies to our company and that Hormel Foods Corporation, of which Mr. Crews is a director, purchased certain commodity products from our company, all on an arms-length basis during the fiscal year ended December 31, 2014. The board determined that Mr. Crews does not have a direct or indirect material interest in such transactions and that such transactions do not impair Mr. Crews’ independence.

In determining that Mr. Dufour is independent, the board considered that, in the ordinary course of business, Air Liquide Group, of which Mr. Dufour is Senior Executive Vice President and a director, sold certain supplies and commodity products to our company on an arms-length basis during the fiscal year ended December 31, 2014. The board determined that this arrangement did not exceed the NYSE's threshold of 2% of Air Liquide Group's consolidated gross revenues, that Mr. Dufour does not have a direct or indirect material interest in such transactions, and that such transactions do not impair Mr. Dufour's independence.

In determining that Mr. O'Neill is independent, the board considered that, in the ordinary course of business, Nasdaq OMX Group, of which Mr. O'Neill is a director, provided certain research services to our company in the ordinary course of business and on an arms-length basis. The board determined that Mr. O'Neill does not have a direct or indirect material interest in such transactions and that such transactions do not impair Mr. O'Neill's independence.

In determining that Mr. Westbrook is independent, the board considered that, in the ordinary course of business, T-Mobile USA, Inc., of which Mr. Westbrook is a director, provided certain telecommunications services to our company, all on an arms-length basis during the fiscal year ended December 31, 2014. The board determined that Mr. Westbrook does not have a direct or indirect material interest in such transactions and that such transactions do not impair Mr. Westbrook's independence.

### **Corporate Governance Guidelines**

The board has adopted corporate governance guidelines that govern the structure and functioning of the board and set-out the board's policies on governance issues. The guidelines, along with the written charters of each of the committees of the board and our bylaws, are posted on our website, [www.adm.com](http://www.adm.com), and are available free of charge on written request to the Secretary, Archer-Daniels-Midland Company 77 West Wacker Drive, Suite 4600, Chicago, Illinois 60601.

### **Independent Executive Sessions**

In accordance with our corporate governance guidelines, the non-management directors meet in independent executive session at least quarterly. If the non-management directors include any directors who are not independent pursuant to the board's determination of independence, at least one executive session includes only independent directors. The Lead Director, or in his or her absence, the chairman of the Nominating/Corporate Governance Committee, presides at such meetings. The non-management directors met in independent executive session six times during Fiscal Year 2014.

### **Board Meetings and Attendance at Annual Meetings of Stockholders**

During the last fiscal year, our board of directors held seven meetings. All incumbent directors attended 75% or more of the combined total meetings of the board and the committees on which they served during such period. Our Corporate Governance Guidelines provide that all directors standing for election are expected to attend the annual meeting of stockholders. All director nominees standing for election at our last annual stockholders' meeting held on May 1, 2014, attended that meeting.

### **Information Concerning Committees and Meetings**

The board's standing committees are the Audit, Compensation/Succession, Nominating/Corporate Governance, and Executive Committees. Each committee operates pursuant to a written charter adopted by the board, available on our website, [www.adm.com](http://www.adm.com).

### ***Audit Committee***

The Audit Committee consists of Mr. Crews, Chairman, Mr. Dufour, Mr. Maciel, Mr. Moore and Mr. Sanchez. The Audit Committee met nine times during the most recent fiscal year. All of the members of the Audit Committee were determined by the board to be independent directors, as that term is defined in our bylaws, in the NYSE listing standards and in Section 10A of the Exchange Act. No director may serve as a member of the Audit Committee if such director serves on the audit committees of more than two other public companies unless the board determines that such service would not impair such director's ability to serve effectively on the Audit Committee. The Audit Committee reviews:

- (1) the overall plan of the annual independent audit;
- (2) financial statements;
- (3) the scope of audit procedures;
- (4) the performance of our independent auditors and internal auditors;
- (5) the auditors' evaluation of internal controls;
- (6) matters of legal and regulatory compliance;
- (7) the performance of our company's compliance function; and
- (8) certain relationships and related transactions.

### ***Compensation/Succession Committee***

The Compensation/Succession Committee consists of Mr. Westbrook, Chairman, Mr. Boeckmann, Ms. Carter, Mr. O'Neill and Mr. Shih. The Compensation/Succession Committee met four times during the most recent fiscal year. All of the members of the Compensation/Succession Committee were determined by the board to be independent directors, as that term is defined in our bylaws and in the NYSE listing standards, including the NYSE listing standards specifically applicable to compensation committee members.

The Compensation/Succession Committee:

- (1) establishes and administers a compensation policy for senior management;
- (2) reviews and approves the compensation policy for all of our employees and our subsidiaries other than senior management;
- (3) approves all compensation elements with respect to our executive officers and all employees with a base salary of \$500,000 or more;
- (4) reviews and monitors our financial performance as it affects our compensation policies or the administration of those policies;
- (5) establishes and reviews a compensation policy for non-employee directors;
- (6) reviews and monitors our succession plans;
- (7) approves awards to employees pursuant to our incentive compensation plans; and
- (8) approves major modifications in the employee benefit plans with respect to the benefits salaried employees receive under such plans.

The Compensation/Succession Committee provides reports to the board of directors and, where appropriate, submits actions to the board of directors for ratification. Members of management attend meetings of the committee and make recommendations to the committee regarding compensation for officers other than the Chief Executive Officer. In determining the Chief Executive Officer's compensation, the committee considers the evaluation prepared by the non-management directors.

In accordance with the General Corporation Law of Delaware, the committee may delegate to one or more officers the authority to grant stock options to other officers and employees who are not directors or executive officers, provided that the resolution authorizing this delegation specifies the total number of options that the officer or officers can award. The charter for the Compensation/Succession Committee also provides that the committee may form subcommittees and delegate tasks to them.

For additional information on the responsibilities and activities of the Compensation/Succession Committee, including the committee's processes for determining executive compensation, see the section of this proxy statement entitled "Compensation Discussion and Analysis".

#### *Nominating/Corporate Governance Committee*

The Nominating/Corporate Governance Committee consists of Mr. Maciel, Chairman, and Mr. Boeckmann, Ms. Carter, Mr. Shih, and Mr. Westbrook. The Nominating/Corporate Governance Committee met four times during the most recent fiscal year. All of the members of the Nominating/Corporate Governance Committee were determined by the board to be independent directors, as that term is defined in our bylaws and in the NYSE listing standards. The Nominating/Corporate Governance Committee:

- (1) identifies individuals qualified to become members of the board, including evaluating individuals appropriately suggested by stockholders in accordance with our bylaws;
- (2) recommends individuals to the board for nomination as members of the board and board committees;
- (3) develops and recommends to the board a set of corporate governance principles applicable to the company; and
- (4) leads the evaluation of the directors, the board and board committees.

The Nominating/Corporate Governance Committee will consider nominees recommended by a stockholder, provided that the stockholder submits the nominee's name in a written notice delivered to our Secretary at our principal executive offices not less than 60 nor more than 90 days prior to the anniversary date of the immediately preceding annual stockholders' meeting. However, if the annual meeting is called for a date that is not within 30 days before or after such anniversary date, the notice must be received at our principal executive offices not later than the close of business on the tenth day following the day on which such notice of the date of the annual meeting was mailed or public disclosure of the date of the annual meeting was made (whichever first occurs). Different notice delivery requirements may apply if the number of directors to be elected at an annual meeting is being increased, and we do not make a public announcement naming all of the nominees or specifying the size of the increased board at least 100 days prior to the first anniversary of the preceding year's annual meeting. Any notice of a stockholder nomination must set forth the information required by Section 1.4(c) of our bylaws, and must be accompanied by a written consent from the proposed nominee to being named as a nominee and to serve as a director if elected, and a written statement from the proposed nominee as to whether he or she intends, if elected, to tender the contingent, irrevocable resignation that would become effective should the individual fail to receive the required vote for re-election at the next meeting of stockholders. All candidates, regardless of the source of their recommendation, are evaluated using the same criteria.

#### *Executive Committee*

The Executive Committee consists of Ms. Woertz, Chairman, Mr. Crews, Mr. Felsinger, Mr. Luciano, Mr. Maciel, and Mr. Westbrook. The Executive Committee did not meet during the most recent fiscal year. The Executive Committee acts on behalf of the board to determine matters which, in the judgment of the Chairman of the Board, do not warrant convening a special board meeting but should not be postponed until the next scheduled board meeting. The Executive Committee exercises all the power and authority of the board in the management and direction of our business and affairs except for matters which are expressly delegated to another board committee and matters that cannot be delegated by the board under applicable law, our certificate of incorporation, or our bylaws.

## Stockholder Outreach and Engagement

As part of our commitment to effective corporate governance practices, in 2014 we reached out to many of our largest institutional stockholders to hold formal discussions with them to help us better understand the views of our investors on key topics. Senior management participated in these meetings to discuss and obtain feedback on corporate governance, executive compensation and other related issues important to our stockholders. Management updated our board regarding these engagement efforts. We value our dialogue with our stockholders and believe our outreach efforts, which are in addition to our other communication channels available to our stockholders and interested parties, help ensure our corporate governance, compensation and other related practices continue to evolve and reflect the insights and perspectives of our many stakeholders. We welcome suggestions from our stockholders on how the board and management can enhance this dialogue in the future.

## Communications with Directors

We have approved procedures for stockholders and other interested parties to send communications to individual directors or the non-employee directors as a group. You should send any such communications in writing addressed to the applicable director or directors in care of the Secretary, Archer-Daniels-Midland Company, 77 West Wacker Drive, Suite 4600, Chicago, Illinois 60601. All correspondence will be forwarded to the intended recipient(s).

## Code of Conduct

The board has adopted a Code of Conduct that sets forth standards regarding matters such as honest and ethical conduct, compliance with law, and full, fair, accurate, and timely disclosure in reports and documents that we file with the SEC and in other public communications. The Code of Conduct applies to all of our employees, officers, and directors, including our principal executive officer, principal financial officer, and principal accounting officer. The Code of Conduct is available at our website, [www.adm.com](http://www.adm.com), and is available free of charge on written request to the Secretary, Archer-Daniels-Midland Company, 77 West Wacker Drive, Suite 4600, Chicago, Illinois 60601. Any amendments to certain provisions of the Code of Conduct or waivers of such provisions granted to certain executive officers will be promptly disclosed on our website.

## Compensation Discussion and Analysis

### *Introduction and Executive Summary*

This Compensation Discussion and Analysis explains the process the Compensation/Succession Committee uses to determine compensation and benefits for the company's named executive officers ("NEOs") and provides a detailed description of those programs.

This discussion focuses on the compensation provided to the company's NEOs during 2014, who were:

<u>Name</u>	<u>Title</u>
P.A. Woertz	Chairman and Chief Executive Officer ("CEO")
J.R. Luciano	President and Chief Operating Officer ("COO")
R.G. Young	Senior Vice President and Chief Financial Officer ("CFO")
D.C. Findlay	Senior Vice President, General Counsel & Secretary
J.D. Taets	Senior Vice President and President Ag Services, Europe and Africa

The titles in the table above for the NEOs reflect positions held during 2014 rather than current positions.



## Key Leadership Changes

On January 1, 2015, Ms. Patricia Woertz stepped down as CEO and will continue to serve as chairman of the board until her expected retirement in May 2016. Ms. Woertz joined ADM in April 2006 as CEO and president and was named chairman of the board in February 2007. Since joining ADM, Ms. Woertz has driven efforts to improve shareholder returns while growing the business through acquisitions, capital investments and partnerships. Under her leadership, ADM has strengthened its global network and grown its portfolio of higher-margin products.

Mr. Juan Luciano, who was president and chief operating officer, was elected by the Board of Directors to succeed Ms. Woertz and became the company's President and CEO effective January 1, 2015. Mr. Luciano joined ADM in 2011 as executive vice president and chief operating officer, and was named president in February 2014. In his role as president and chief operating officer, Mr. Luciano oversaw the commercial and production activities of the company's Corn, Oilseeds, and Agricultural Services businesses, as well as its research, project management, procurement and risk management functions. He also had oversight of the company's operational excellence initiatives and has led the efforts to improve capital, cost and cash positions.

## Table of Contents

<u>Section</u>	<u>Page</u>
1. Executive Summary	17
2. Compensation Objectives	21
3. Components of Executive Compensation	21
4. Executive Compensation Best Practices	23
5. Oversight of Executive Compensation	24
6. 2014 Executive Compensation	26
7. Employment Agreements, Severance, and Change-in-Control Benefits	36
8. Additional Executive Compensation Policies and Practices	37

### Section 1 — Executive Summary

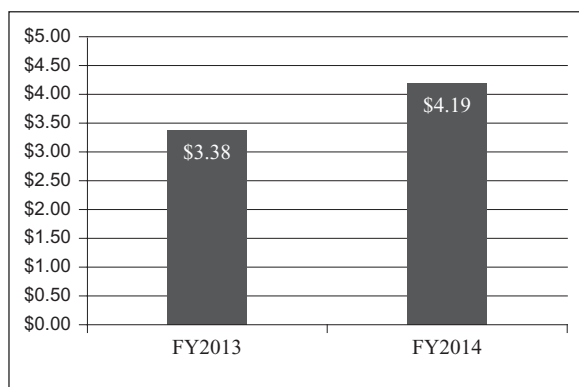
**Philosophy.** The company's business strategy and objectives are the foundation for our compensation programs. We believe, and our compensation programs support, that as an employee's level in the organization or level of responsibility increases, so should the proportion of performance-based compensation. As such, the executive compensation programs closely tie pay to performance and will only deliver competitive levels of compensation if we achieve our goals and enhance shareholder value.

Our compensation philosophy is founded on the principle of creating value for our shareholders by rewarding our executives for value-creating performance by linking a significant portion of pay to multiple performance metrics, as described in Section 6, that are intended to create value for our shareholders. We implement our compensation practices within the framework of pay-for-performance and in a manner that we believe helps us attract the highest quality talent to our executive ranks and retain these individuals by rewarding excellence in leadership and success in the implementation of our business strategy.

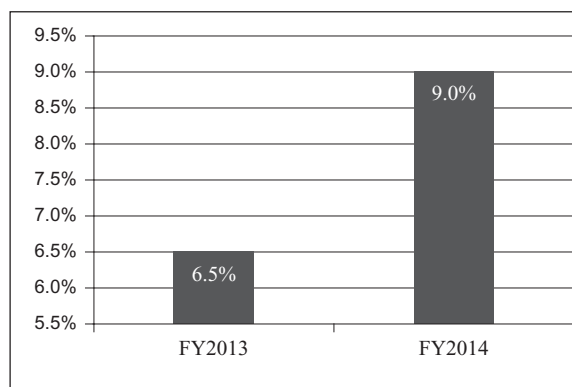
In 2014, the three key elements of our pay program continued to be base salary, annual cash incentive awards and long-term incentive awards. We refer to these three elements as "total direct compensation". This summary discusses compensation highlights for 2014. We also note in this summary certain decisions we have made that affect the 2015 compensation of our named executive officers and that are relevant to an understanding of 2014 pay.

## 2014 Financial and Operating Performance

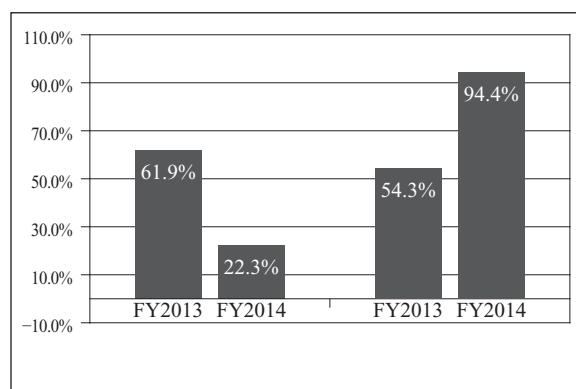
**Adjusted EBITDA (\$ Billion)<sup>1</sup>**



**Adjusted ROIC<sup>1</sup>**



**1-Year TSR      3-Year TSR**



1 — Adjusted EBITDA and Adjusted ROIC are both “non-GAAP” financial measures that are defined and reconciled to the most directly comparable amounts reported under GAAP in Annex A, “Definition and Reconciliation of Non-GAAP Measures.”

As illustrated in these charts, the company continued to demonstrate strong performance in terms of the key metrics of Adjusted EBITDA, Adjusted ROIC and total shareholder return (“TSR”), which we believe correlate with and are reflective of long-term stockholder value.

Additionally, during 2014, the company took significant action to improve returns, while at the same time delivering improved results. For each quarter during 2014, our underlying segment operating profit improved sequentially and year-over-year.

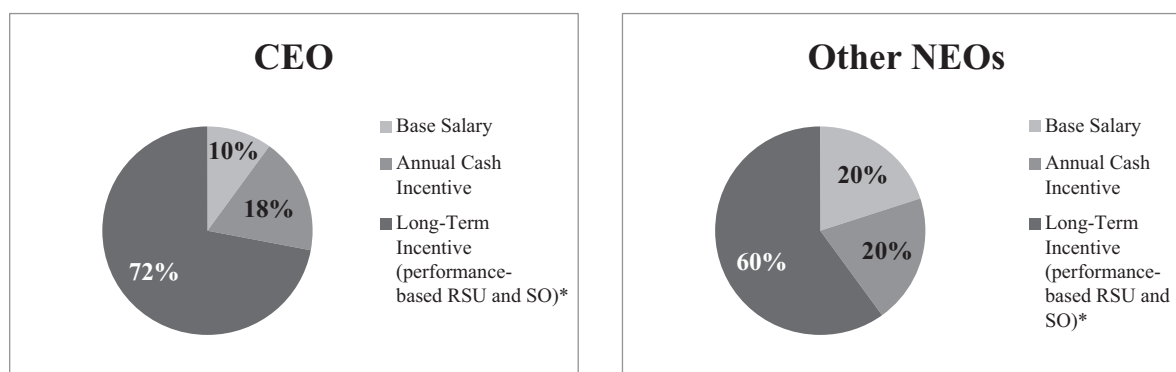
For the year, the Oilseeds Processing business delivered a strong performance, demonstrating the strength and diversity of the portfolio in delivering consistent results. The Corn Processing business showed the value of managing the business for overall results, delivering the business’s best operating profit ever. Agricultural Services demonstrated a strong recovery from the prior year, aided by a turnaround of international merchandising results and good execution by the team to fully capitalize on a more favorable environment.

In the area of strengthening the business, we exceeded our target of \$400 million in run-rate cost savings by the end of 2014. During our December 2014 Investor Day, we outlined our target for \$350 million in further cost savings related to Operational Excellence and Process Improvements. We also highlighted \$200 million in incremental Purchasing savings. As a result, we are targeting a total of \$550 million in additional run-rate cost savings over the next five years.

During 2014, we made a number of portfolio changes intended to improve returns and dampen the volatility of our earnings. We completed the largest acquisition in ADM's history, buying WILD Flavors GmbH, and adding colors and flavors to ADM's specialty ingredients portfolio. With the acquisition of Specialty Commodities, Inc., we added nuts, fruits, seeds, legumes, ancient grains and other healthy ingredients. Our Golden Peanut business acquired pecan operations in South Africa and the U.S., and changed its name to Golden Peanut and Tree Nuts. We also acquired the remaining stake in global grain merchandiser Alfred C. Toepfer International, the integration of which helped drive a significant improvement in our international merchandising results. We reached agreements to sell our global cocoa business and our global chocolate business, and we expect to complete both sales in the first half of 2015. In addition, we completed the sale of our South American fertilizer business in December.

### Total Compensation Program Supports Attainment of Operating and Strategic Imperatives

The attainment of operating and strategic goals is supported by our total compensation program for executives, which is based predominantly on variable performance-based vehicles. As indicated below, during 2014, 90% of our CEO's, Ms. Woertz, target total compensation<sup>1</sup> and an average of 80% of our other NEOs target total compensation<sup>1</sup> is delivered through variable performance-based compensation.



\*RSU = Restricted Stock Units; SO = Stock Options

1 — Target total compensation is defined as base salary plus target annual incentives earned in the year but paid in the following year and long-term equity incentives earned in the year but granted the following year.

### Balanced Total Compensation Delivery

ADM executive total direct compensation is delivered through a balanced portfolio of cash and equity awards that emphasize multiple performance factors tied to shareholder value creation over near-, mid- and longer-term time horizons.

In 2014, we achieved Adjusted EBITDA of \$4.185 billion and Adjusted ROIC of 9.0%. These results were both significantly above the prior fiscal year's results of \$3.379B and 6.5% respectively. Under the company's incentive award formula, this performance led to a cash incentive award of 111% of target for the NEOs, before application of individual multipliers. The Compensation/Succession Committee subsequently can make adjustments to this award within a range of -20% to +20% based on its assessment of individual and group performance (the "individual multiplier"). For 2014 performance, the Compensation/Succession Committee elected to award the CEO, COO and CFO the same individual multiplier (1.2) in recognition of their collective efforts as a senior executive management team and their contribution to the company's success. The Compensation/Succession Committee incorporated its and the full board's assessment of the CEO's performance and full company performance when approving Ms. Woertz's individual multiplier. Mr. Findlay and Mr. Taets received individual multipliers of 1.0 and 1.15 respectively in recognition of their performance against individual and company goals. Details on individual performance are discussed in Section 6.

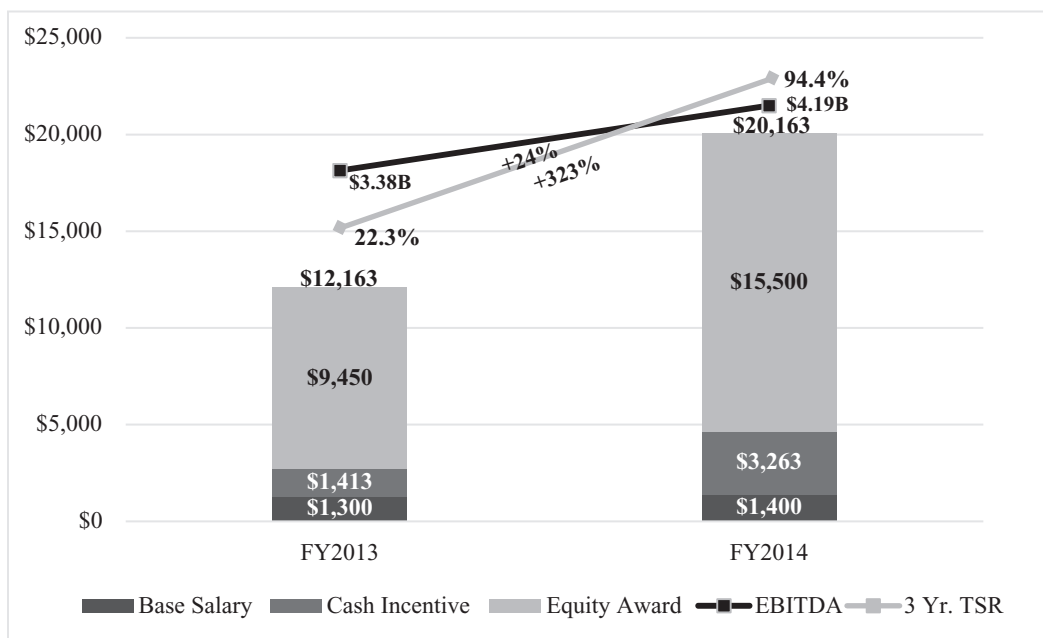
In February 2015, the Compensation/Succession Committee granted long-term incentive (“LTI”) awards for 2014 between the challenge and premium level. In determining the February 2015 award level, the Committee reviewed the company’s strong three-year TSR performance of 94.4%, which was at the 61st percentile versus the S&P 100 Industrials, ROIC performance, portfolio management and strategic plan accomplishments. These awards will appear in next year’s Summary Compensation Table. The LTI awards granted in February 2014 and included in the “Stock Awards” and “Option Awards” columns of the Summary Compensation Table for 2014 were awarded based on performance for the three-year period ended December 31, 2013.

### 2013 and 2014 Business Performance Impact on CEO Compensation

The following chart presents the total direct compensation for the company’s Chairman and former Chief Executive Officer, Ms. Patricia Woertz, in FY2013 and FY2014, and reflects the company’s strong performance in terms of the key metrics of Adjusted EBITDA, Adjusted ROIC and total shareholder return (“TSR”). The Board assessed Ms. Woertz’s performance in furtherance of our strategic plan by driving excellent financial results, ensuring CEO succession, and executing successful acquisitions and integrations as described in the 2014 Financial and Operating Performance in Section 1. The increase in the total direct compensation from FY2013 to FY2014 is a result of an increased equity award value based on the company’s TSR performance of 94.4% during the three-year period ended in 2014, and other performance factors as referenced above. For these purposes, “total direct compensation” for a particular year is defined as the base salary paid during the year, the annual cash incentive earned during the year but paid in the following year, and the award value of long-term equity incentive awards earned over the three-year period ending that year but granted in the following year.

The award value of an equity incentive award represents the dollar amount of such an award as approved by the Compensation/Succession Committee. This amount differs from the grant date fair value of the award as reflected in the Summary Compensation Table and Grants of Plan-Based Awards Table because the valuation methodology used to convert the dollar amount into the number of shares subject to the award differs from that used to calculate the grant date fair value.

**Patricia Woertz**  
**FY 2013 and FY 2014 Actual Total Direct Compensation (Thousands)<sup>1</sup>**  
**vs. Adjusted EBITDA and 3 Year TSR**



## **Results of 2014 Advisory Vote On Executive Compensation**

At the 2014 Annual Meeting of Stockholders, we held the company's fourth advisory vote on executive compensation. Approximately 92% of the votes cast were in favor of this advisory proposal. The Compensation/Succession Committee believes that this strong level of support, and the similarly strong levels of support manifested in prior periods, affirm broad stockholder agreement with the existing executive compensation programs and the Compensation/Succession Committee's decisions. The Committee considered this outcome in determining that no substantive changes in executive compensation programs would occur for 2014. At the Annual Meeting of Stockholders to be held in May 2015, we will again hold an advisory vote on executive compensation. The Compensation/Succession Committee will continue to consider shareholder feedback, and the results from this year's and future advisory votes on executive compensation.

### ***Section 2 — Compensation Objectives***

The objectives of the company's executive compensation program are to:

- Attract and retain a strong executive team and motivate them to develop leadership and successors;
- Align the interests of the NEOs with those of the company's stockholders;
- Encourage a culture of pay-for-performance by requiring sufficient financial performance before awards may be earned and directly tying awards to quantifiable performance;
- Encourage and reward current business results through cash salaries and performance-based annual cash incentives;
- Reward sustained performance by granting equity and maintaining ownership guidelines; and
- In aggregate, provide total compensation opportunities that are competitive with comparator companies and other companies with which we compete for executive talent.

### ***Section 3 — Components of Executive Compensation***

The company's executive compensation program is built on a structure that balances short and long term performance:

- Salaries generally target the median of companies of similar scope, complexity and business environment; salaries are reviewed annually and set based on competitiveness versus the external market, individual performance and internal equity;
- The company's annual cash incentive program is primarily based on two key measures of financial performance which are Adjusted EBITDA and Adjusted ROIC, with final awards based on company, group/business unit, and individual performance and achievements related to the company's strategic and business objectives; and
- The size of the long-term incentive program awards is primarily based on the company's ability to drive stockholder value over a three-year period. The awards have generally been granted using a mix of stock options (50%) and RSUs (50%) to continue the alignment of the interests of the company's NEOs and stockholders

The following chart summarizes the components and associated objectives of our executive compensation program:

	PAY ELEMENT		OBJECTIVE	PERFORMANCE REWARDED
<b>FIXED</b>	Annual	Base Salary	Fixed pay to recognize an individual's role and responsibilities	Reviewed annually and set based on competitiveness versus the external market, individual performance and internal equity
<b>PERFORMANCE-BASED</b>	Annual	Annual Cash Incentive	Achieve annual goals measured in terms of financial and individual performance linked to the creation of shareholder value	EBITDA, ROIC and individual performance
	Long-Term	Restricted Stock Units	Align NEOs' interests with shareholders; retain executive talent	Reward for the achievement of key drivers of shareholder value as evidenced in our share price
		Stock Options	Increase stock price and align NEOs' interests with shareholders	Reward for the achievement of key drivers of shareholder value as evidenced in our share price

We pay an annual cash incentive only if the company's overall performance warrants. The company's annual cash incentive program emphasizes company-wide performance objectives to encourage the executives to focus on overall company success and leadership to generate the most value across the entire company. Our assessment of company performance is directly tied to stockholder expectations by ensuring the delivery of threshold levels of Adjusted EBITDA and Adjusted ROIC before awards may be earned. EBITDA for 2014 was adjusted by subtracting any LIFO gains, and adding non-cash pension charges. This results in minor differences between reported EBITDA and the Adjusted EBITDA number used for the annual cash incentive program. Individual performance and the Compensation/Succession Committee's informed judgment are incorporated to ensure actual awards appropriately reflect the company's operating environment and individual executive contributions.

The company's LTI program is designed to reward sustained performance and to retain talented executives and employees. The Compensation/Succession Committee conducts a thorough assessment of multi-year, typically three-year, performance incorporating perspective on company and market factors, including relative and absolute stockholder return and strategic, operating, and financial milestones, when determining the portion of an executive's target award that should be granted, but focuses largely on the company's TSR performance compared to the S&P 100 Industrials.

In addition to these direct elements of pay, the company provides benefits to our NEOs to provide for basic health, welfare and income security needs and support the attraction, retention and motivation of these employees. With few exceptions, such as supplemental benefits provided to employees whose benefits under broad-based plans are limited under applicable tax laws, the company's philosophy is to offer the same benefits to all U.S. salaried employees as are offered to the company's NEOs.

#### Section 4 — Executive Compensation Best Practices

We annually review all elements of NEO pay and, where appropriate for our business and talent objectives and our stockholders, may make changes to incorporate and maintain current best practices. The following table provides a summary of “what we do” and “what we don’t do”.

<b>What We Do</b>	<b>What We Don’t Do</b>
<p>✓ <b>Pay-for-Performance:</b> Tie compensation to performance by setting clear and challenging company financial goals and individual goals and having a majority of total direct target compensation consist of performance-based components</p>	<p><b>X No Employment Contracts/Agreements:</b> Effective February 11, 2015 the company no longer has any employment contract with any executive officer</p>
<p>✓ <b>Multiple Performance Metrics:</b> Use different performance measures (<i>e.g.</i>, for annual cash incentives and long-term incentives) and multi-year vesting or measurement periods</p>	<p><b>X No Dividends Paid on Unvested Performance Awards:</b> No dividends paid on unvested performance-based awards</p>
<p>✓ <b>Share Ownership and Retention Requirements:</b> NEOs must comply with share ownership and stock retention requirements</p>	<p><b>X No Hedging:</b> NEOs are prohibited from engaging in hedging transactions with company Common Stock</p>
<p>✓ <b>Annual Compensation-Related Risk Review:</b> The Compensation/Succession Committee regularly reviews compensation-related risks, with the assistance of independent consultants, to confirm that any such risks are not reasonably likely to have a material adverse effect on the company</p>	<p><b>X No Repricing or Buyouts of Stock Options:</b> The company’s only active equity plan prohibits repricing or buyouts of underwater stock options</p>
<p>✓ <b>Clawback Policy:</b> The company has a policy on the recovery of previously paid executive incentive compensation</p>	<p><b>X No Gross Up of Excise Tax Payments:</b> The company has not allowed gross up of excise tax payments in recent years, and formally adopted a policy in 2014 to officially prohibit this activity</p>
<p>✓ <b>Use of Independent Compensation Consultant:</b> The Compensation/Succession Committee has retained an independent compensation consulting firm that performs no other consulting services for the company and has no conflicts of interest</p>	<p><b>X Executive Perks:</b> Executive perquisites are limited to executive physicals, limited personal use of the company aircraft, and personal security for the Chairman and CEO only</p>
<p>✓ <b>Pledging Policy.</b> Executives and directors are required to review any pledging of company securities with the company’s General Counsel prior to engaging in such activity, and are prohibited from pledging if they have not met stock ownership guidelines</p>	
<p>✓ <b>Regular review of proxy advisor policies and corporate governance best practices.</b> The Compensation/Succession Committee regularly considers proxy advisor and corporate governance best practices as they relate to our executive compensation programs</p>	

## ***Section 5 — Oversight of Executive Compensation***

### ***What is the Role of the Compensation/Succession Committee?***

The Compensation/Succession Committee is composed solely of independent directors and is responsible to the board of directors and the company's stockholders for establishing the company's compensation philosophy and establishing and administering the company's compensation policies and programs consistent with this philosophy. The Compensation/Succession Committee's responsibilities are set forth in the Compensation/Succession Committee's charter, which is available on the investor relations section of the company's website. Additional information regarding the Compensation/Succession Committee's authority to determine compensation can be found herein under the caption "Compensation/Succession Committee."

### ***What is the Role of the Board?***

The board approves the company's business plan, which is one of the factors used to set financial business objectives for the annual cash incentive plan. The non-management directors establish and approve all performance criteria for evaluating the CEO and annually evaluate the performance of the CEO based on these criteria. The non-management directors also ratify the CEO's compensation. When asked by the Compensation/Succession Committee, the board can also provide input and ratification on any additional compensation-related issues. The board also conducts an annual review of the company's performance.

### ***What is the Role of the Compensation/Succession Committee Consultant?***

The Compensation/Succession Committee retained Pay Governance LLC as its independent executive compensation consultant. Pay Governance provides no other services to the company. The independent compensation consultant reports directly to the Compensation/Succession Committee, and provides the Compensation/Succession Committee with objective and expert analyses and independent advice on executive and director compensation, and other matters in support of the Compensation/Succession Committee's responsibilities under its charter. Each Compensation/Succession Committee meeting includes an executive session where the Compensation/Succession Committee meets exclusively with the independent consultant; company management is not included in these sessions. Outside of these sessions, the independent consultant interacts with the company's management team solely on behalf of the Compensation/Succession Committee to assist the Compensation/Succession Committee in fulfilling its duties and responsibilities. The Compensation/Succession Committee will only retain consultants that it believes will provide independent advice. The Compensation/Succession Committee has assessed the independence of Pay Governance pursuant to the SEC's and NYSE's rules and concluded that the work Pay Governance has performed does not raise any conflict of interest.

### ***What are the Roles of Executives?***

To assist the Compensation/Succession Committee in determining compensation for the other NEOs, the company's CEO participates in discussions with the Compensation/Succession Committee regarding the officers' performance and compensation. The CEO provides the Compensation/Succession Committee with an assessment of the NEOs' performance, both as individuals and with respect to the functions or business units they oversee. The CEO also recommends to the Compensation/Succession Committee, but does not vote on, annual base salary adjustments, individual and group performance factors, or short and long-term incentive award target levels that should be paid to the other NEOs.

The company's Senior Vice President of Human Resources oversees all employee compensation and the administration of benefits programs, under the oversight and direction of the Compensation/Succession Committee. He prepares the majority of the materials for the Compensation/Succession Committee meetings and provides analyses that assist the Compensation/Succession Committee with its decisions, such as summaries of competitive market practices, summaries of the company's succession planning actions, and reports regarding the company's performance. In addition, throughout the year, he facilitates meetings with management to help the Compensation/Succession Committee gain a better understanding of company performance. He ensures that the Compensation/Succession Committee is provided a rigorous assessment of year-to-date performance at each



Compensation/Succession Committee meeting. At the direction of the Chairman of the Compensation/Succession Committee, the company's Senior Vice President of Human Resources involves other members of management in portions of the Compensation/Succession Committee meetings to participate in discussions related to company and individual performance and the company's compensation and benefit programs. The company's executives leave meetings during discussions of individual compensation actions affecting them personally and during all executive sessions, unless requested to attend by the Compensation/Succession Committee.

#### ***How Do the Committee's Decisions Incorporate The Company's Executive Compensation Objectives?***

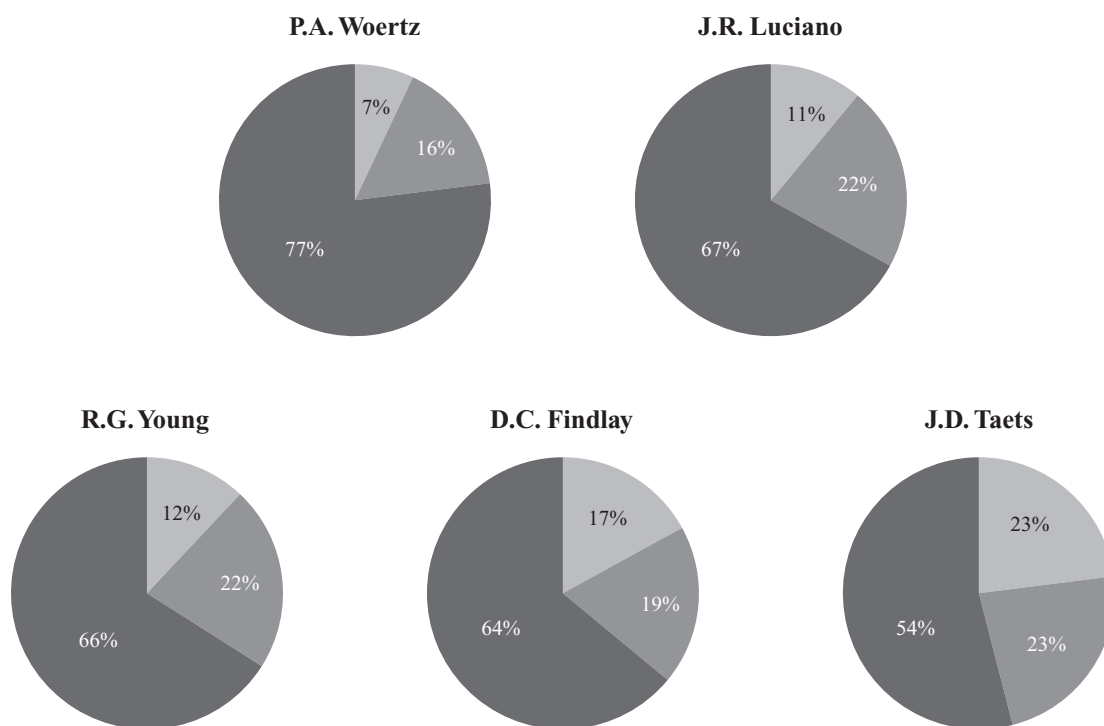
1. *Alignment of Executive and Stockholder Interests.* We believe that a substantial portion of total compensation should be delivered in the form of equity in order to align the interests of the company's NEOs with the interests of the company's stockholders. For 2014, on average for the company's NEOs, 66% of actual total direct compensation was in the form of equity. These awards were determined primarily based on the company's three-year TSR, compared to the S&P 100 Industrials. RSU awards typically vest three years from the date of grant, stock options typically vest over five years, and performance share units are generally subject to a three-year performance period. We also include a clawback provision in agreements for long-term incentive awards that not only enables us to recover awards if the recipient engages in prohibited conduct, but also makes awards subject to any clawback policy involving the restatement of the company's earnings.
2. *Enable Us to Attract and Retain Top Executive Talent.* Stockholders are best served when we can attract, retain and motivate talented executives with compensation packages that are competitive and fair. The company's compensation program for NEOs delivers salary, annual cash incentive and long-term incentive targeted to be market competitive as described below. The Compensation/Succession Committee used input from management and from its independent compensation consultant to select comparator groups of companies. The use of multiple comparator groups allows the Compensation/Succession Committee to understand compensation levels for talent across a broad marketplace. We utilize three comparator groups ranging from a broad general industry group based on revenue scope to a custom industry group. When selecting these groups, we considered industry, business complexity and size. We believe that these comparator groups, used together, provide a composite view of the competitive market in which the company competes for executive talent. In addition to the market data points gathered through this analysis, the Compensation/Succession Committee considers individual and corporate performance, roles and responsibilities, growth potential and other qualitative factors when establishing executive pay levels. Each year, management and the Compensation/Succession Committee evaluate the comparator groups to ensure each group remains applicable. Any changes are carefully assessed in an effort to maintain continuity from year to year. The comparator groups were:
  - The company's primary comparator group is comprised of the constituents of the S&P 100 Industrials Index. As a large, global company engaged in multiple lines of business, the company's competition for talent, business and investment is broad. The S&P 100 Industrials companies provide a defined, broad sample of large companies facing business dynamics similar to the company.
  - We also utilize a custom industry group comprised of 17 companies that operate in one or more of the same industries, adjacencies or lines of business as our company. We believe these comparisons provide industry-specific insight into pay levels and practices differences within the company's industries. These 17 companies are: Altria Group Inc., Bunge Ltd., Caterpillar Inc., ConAgra Foods, Inc., Deere & Co., Dow Chemical, DuPont (E.I.) De Nemours, General Mills, Hess Corp., International Paper Company, Marathon Oil Corp., Mondelez International, PepsiCo, Tesoro Corp., Tyson Foods Inc., Valero Energy Corp., and Weyerhaeuser.
  - Finally, to provide a broad market context across all industries, we utilize data from all nonfinancial companies participating in the Towers Watson Executive Compensation Database with revenue of \$20 billion or greater.
3. *NEO Compensation Should Reflect the Company's Results.* The company's executive compensation program emphasizes variable, performance-based pay and is targeted and assessed in the aggregate,

although the Compensation/Succession Committee reviews each component independently as well. Base salary is reviewed annually and adjusted based on a variety of factors including, in addition to an evaluation relative to competitive market practices as described above, a subjective evaluation of each NEO's overall performance, tenure and changes in responsibilities if applicable. The CEO provides the Compensation/Succession Committee with a recommendation of annual base salary adjustments, individual and group performance factors and short and long-term incentive award target levels for all officers, other than the CEO. The Compensation/Succession Committee takes the CEO's recommendations, along with information provided by the compensation consultant and management into consideration when making annual base salary adjustments, individual and group performance factor adjustments and any adjustments to annual cash incentive award opportunity levels. The annual cash incentive plan for FY2014 targeted awards at 77% to 175% of each NEO's base salary, but actual payouts may range from zero to 240% of the target level depending on performance against the specific goals. Annual cash incentives are paid if, and to the extent that, corporate goals approved by the Compensation/Succession Committee are attained. Equity compensation is also assessed in a similar manner and is designed to reward measurable results.

### Section 6 — 2014 Executive Compensation

The company's NEOs received, on average, 86% of *actual* total direct compensation<sup>1</sup> in variable pay and 66% of *actual* total direct compensation in equity awards for FY2014. Although the Compensation/Succession Committee has not adopted a policy for allocating the various elements of total direct compensation, we do place greater emphasis on variable pay for executives with more significant responsibilities, reflecting their greater capacity to affect the company's performance and results. The charts below present the mix of *actual* total direct compensation received for FY2014.

■ Base Salary      ■ FY2014 Actual Cash Incentive      ■ FY2014 Actual Equity Award



1. Actual total direct compensation is defined as FY2014 base salary plus cash incentive earned for FY2014 performance (paid in 2015) and LTI awards for the three-year period ending in FY2014 (granted in 2015).

## Individual Compensation Decisions

The Compensation/Succession Committee reviews the total compensation of our NEO's annually. Any changes to base salary, short-term incentives and long-term incentives are based on competitiveness versus the external market, individual performance, internal equity and the Committee's informed judgment as described in the Oversight of Executive Compensation in Section 5.

The following tables summarize compensation decisions made by the Compensation/Succession Committee with respect to each of the NEO's. Details regarding our compensation programs and related decisions may be found following the summaries for the executives.

### Ms. Woertz

<u>Component</u>	<u>Pay Decisions</u>
Base Salary	<ul style="list-style-type: none"><li>In 2014, Ms. Woertz received a base salary increase of 7.7% based on individual performance for FY2013 and market competitiveness. Her base salary remained unchanged in 2015 for FY2014.</li></ul>
Annual Cash Incentive	<ul style="list-style-type: none"><li>Ms. Woertz's target annual cash incentive opportunity for FY2014 was \$2,450,000, or 175% of her base salary.</li><li>For FY2014, the Compensation/Succession Committee elected to award Ms. Woertz an individual multiplier of 1.2 in recognition of her efforts and contribution to achieving significant financial results for FY2014 and planning for, and implementation of, strategic initiatives to grow stockholder value.</li><li>The Compensation/Succession Committee incorporated its and the full Board's assessment of the company's CEO's performance and full company performance when approving Ms. Woertz's individual multiplier.</li><li>Ms. Woertz's actual FY2014 cash award was \$3,263,400, paid in 2015.</li><li>Key accomplishments included:<ul style="list-style-type: none"><li>Leadership development and succession planning, resulting in the seamless transition of CEO duties to Juan Luciano.</li><li>A decade-long commitment to excellence in safety performance, resulting in ADM's safest year on record.</li><li>Successful acquisition and integration of WILD Flavors and Specialty Commodities, Inc. and signed agreements to divest Chocolate, Cocoa and Fertilizer businesses.</li></ul></li></ul>
Long-Term Incentives <sup>1</sup>	<ul style="list-style-type: none"><li>Ms. Woertz's LTI award for FY2013 was granted at the "challenge" level based primarily on the company's relative TSR performance from January 1, 2011 — December 31, 2013 and was awarded in February 2014.</li><li>The award value of Ms. Woertz's FY2013 LTI, awarded in February 2014, was \$9,450,000.</li><li>Ms. Woertz's base level LTI award target for FY2014 was increased from \$8,000,000 to \$10,000,000 based on market competitiveness.</li><li>Ms. Woertz's LTI award for FY2014 was granted between the "challenge" and "premium" levels based primarily on the company's relative TSR performance from January 1, 2012 — December 31, 2014 and overall financial performance in the same period.</li><li>The award value of Ms. Woertz's FY2014 LTI, awarded in February 2015 was \$15,500,000, which included an additional \$2,900,000 in recognition of her exceptional leadership efforts with CEO succession, implementation of strategic initiatives and outstanding performance over the three year period ending in FY2014.</li><li>Beginning in 2015, Ms. Woertz will no longer be eligible to receive long-term incentive awards as part of her compensation as Chairman.</li></ul>

## Mr. Luciano

### Component    Pay Decisions

- |                                   |   |
|-----------------------------------|---|
| Base Salary                       | <ul style="list-style-type: none"><li>• In 2014, Mr. Luciano received a base salary increase of 5.8% based on individual performance for FY2013 and market competitiveness. In conjunction with his promotion to President and CEO, Mr. Luciano received a 20% base salary increase in 2015.</li></ul>  |
| Annual Cash Incentive             | <ul style="list-style-type: none"><li>• Mr. Luciano’s target annual cash incentive opportunity for FY2014 was \$1,587,000, or 159% of his base salary.</li><li>• For FY2014, the Compensation/Succession Committee elected to award Mr. Luciano an individual multiplier of 1.2 primarily in recognition of his efforts and contribution to achieving significant financial results for FY2014 and planning for future strategic initiatives to grow stockholder value.</li><li>• Mr. Luciano’s actual FY2014 cash award was \$2,113,884, paid in 2015.</li><li>• Key accomplishments included:<ul style="list-style-type: none"><li>• Delivered on growing returns and economic value added (EVA).</li><li>• Developed and implemented an organizational wide cost savings initiative program.</li><li>• Significant progress on portfolio management; through both acquisition and divestitures positioned the company for further improved returns and reduced earnings volatility.</li><li>• Increased leadership capacity; redesigned the company’s executive leadership programs to provide our leaders exposure to the latest thinking in strategy development and hired key international colleagues to help accelerate growth in global markets.</li></ul></li></ul> |
| Long-Term Incentives <sup>1</sup> | <ul style="list-style-type: none"><li>• Mr. Luciano’s LTI award for FY2013 was granted at the “challenge” level based on the company’s relative TSR performance from January 1, 2011 – December 31, 2013 and was awarded in February 2014.</li><li>• The award value of Mr. Luciano’s FY2013 LTI, awarded in February 2014, was \$4,700,000.</li><li>• Mr. Luciano’s base level LTI award for FY2014 was increased from \$4,500,000 to \$4,762,000 based on market competitiveness.</li><li>• Mr. Luciano’s LTI award for FY2014 was granted between the “challenge” and “premium” levels based primarily on the company’s relative TSR performance from January 1, 2012 — December 31, 2014 and overall financial performance in the same period.</li><li>• The award value of Mr. Luciano’s FY2014 LTI, awarded in February 2015, was \$6,347,000, which included an additional \$1,000,000 associated with his new role as CEO effective January 1, 2015.</li></ul>  |

## Mr. Young

<u>Component</u>	<u>Pay Decisions</u>
Base Salary	<ul style="list-style-type: none"><li>In 2014, Mr. Young received a base salary increase of 3.2% based on individual performance for FY2013 and market competitiveness, and an increase of 3.1% in 2015 for FY2014 performance.</li></ul>
Annual Cash Incentive	<ul style="list-style-type: none"><li>Mr. Young's target annual cash incentive opportunity for FY2014 was \$1,032,240, or 129% of his base salary.</li><li>For FY2014, the Compensation/Succession Committee elected to award Mr. Young an individual multiplier of 1.2 in recognition of his efforts and contribution to achieving significant financial results for FY2014 and planning for future strategic initiatives to grow stockholder value.</li><li>Mr. Young's actual FY2014 cash award was \$1,374,943, paid in 2015.</li><li>Key accomplishments included:<ul style="list-style-type: none"><li>Robust capital allocation framework established and communicated to investors.</li><li>Strong selling, general and administrative (SGA) cost control.</li><li>Major progress in systems development and key business intelligence projects.</li></ul></li></ul>
Long-Term Incentives <sup>1</sup>	<ul style="list-style-type: none"><li>Mr. Young's LTI award for FY2013 was granted at the "challenge" level based on the company's relative TSR performance from January 1, 2011 – December 31, 2013 and was awarded in February 2014.</li><li>The award value of Mr. Young's FY2013 LTI, awarded in February 2014, was \$3,700,000.</li><li>Mr. Young's base level LTI award for FY2014 was increased from \$3,500,000 to \$3,612,880 based on market competitiveness.</li><li>Mr. Young's LTI award for FY2014 was granted between the "challenge" and "premium" levels primarily based on the company's relative TSR performance from January 1, 2012 — December 31, 2014 and overall financial performance in the same period.</li><li>The award value of Mr. Young's FY2014 LTI, awarded in February 2015, was \$4,197,880.</li></ul>

## Mr. Findlay

<u>Component</u>	<u>Pay Decisions</u>
Base Salary	<ul style="list-style-type: none"><li>In 2014 and 2015, Mr. Findlay's salary remained unchanged.</li></ul>
Annual Cash Incentive	<ul style="list-style-type: none"><li>Mr. Findlay's target annual cash incentive opportunity for FY2014 was \$700,000, or 100% of his base salary.</li><li>For FY2014, the Compensation/Succession Committee elected to award Mr. Findlay an individual multiplier of 1.0.</li><li>Mr. Findlay's actual FY2014 cash award was \$777,000, paid in 2015.</li><li>Key accomplishments included:<ul style="list-style-type: none"><li>Successfully handled complex cross-border mergers and acquisitions, and resolved large litigation and investigation matters.</li><li>Reduced outside legal costs.</li><li>Further integrated compliance into the business units.</li></ul></li></ul>
Long-Term Incentives <sup>1</sup>	<ul style="list-style-type: none"><li>Mr. Findlay's LTI award for FY2013 was granted at the "base" level reflecting his partial year of service as agreed at the time of his hire in July, 2013.</li><li>The award value of Mr. Findlay's FY2013 LTI, awarded in February 2014, was \$2,100,000.</li><li>Mr. Findlay's LTI targets for FY2014 remained unchanged.</li><li>Mr. Findlay's LTI award for FY2014 was granted between the "challenge" and "premium" levels primarily based on the company's relative TSR performance from January 1, 2012 — December 31, 2014 and overall financial performance in the same period.</li><li>The award value of Mr. Findlay's FY2014 LTI, awarded in February 2015, was \$2,685,000.</li></ul>

## Mr. Taets

<u>Component</u>	<u>Pay Decisions</u>
------------------	----------------------

Base Salary	<ul style="list-style-type: none"><li>In 2014, Mr. Taets's salary remained unchanged. In 2015, Mr. Taets received a 3.0% increase based on individual performance for FY2014 and market competitiveness.</li></ul>
Annual Cash Incentive	<ul style="list-style-type: none"><li>Mr. Taets's target annual cash incentive opportunity for FY2014 was \$500,000, or 77% of his base salary.</li><li>For FY2014, the Compensation/Succession Committee elected to award Mr. Taets an individual multiplier of 1.15.</li><li>Mr. Taets's actual FY2014 cash award was \$638,250, paid in 2015.</li><li>Key accomplishments included:<ul style="list-style-type: none"><li>Effective Alfred C. Toepfer International integration and a successful turnaround of financial results; realized gains through volume reductions and increased focus on margins, SGA reductions, working capital reductions and overall restructuring.</li><li>Record performance by our logistics group; set records in load counts, gross revenue, gross profit and net profit.</li><li>Ag Services exceptional financial performance.</li></ul></li></ul>
Long-Term Incentives <sup>1</sup>	<ul style="list-style-type: none"><li>Mr. Taets's LTI award for FY2013 was granted at the "challenge" level based on the company's relative TSR performance from January 1, 2011 — December 31, 2013 and was awarded in February 2014.</li><li>The award value of Mr. Taets's FY2013 LTI, awarded in February 2014, was \$1,408,500.</li><li>Mr. Taets's LTI targets for FY2014 remained unchanged.</li><li>Mr. Taets's LTI award for FY2014 was granted between the "challenge" and "premium" levels primarily based on the company's relative TSR performance from January 1, 2012 — December 31, 2014 and overall financial performance in the same period.</li><li>The award value of Mr. Taets's FY2014 LTI, awarded in February 2015, was \$1,480,001.</li></ul>

1 – The FY2013 LTI awards granted in February 2014 appear in the Grants of Plan-Based Awards Table (GPBAT) and are reflected in the Summary Compensation Table (SCT) information for FY2014 because the SEC requires companies to report equity-based LTI awards for the fiscal year during which they were granted, even if they are based on performance during earlier fiscal years. As discussed earlier, the award value of an LTI award, which is the dollar value of the award as approved by the Compensation/Succession Committee, differs from the grant date fair value of the award as reflected in the SCT and GPBAT.

## Base Salary

### *How are Base Salaries Determined?*

Base salaries are established based on an NEO's position, skills, performance, experience, tenure and responsibilities. Competitiveness of base salary levels is assessed annually relative to salaries within the marketplace for similar executive positions. Increases may be considered for various factors such as individual performance, changes in responsibilities, and/or changes in competitive marketplace levels.

## Annual Cash Incentives

### *How Do We Calculate Annual Cash Incentives?*

Our annual incentive plan design remained unchanged for FY2014. Under this program design, no awards can be earned if we do not achieve a threshold level of Adjusted EBITDA, at least equal to the amount of the company's dividend payments and after-tax interest expenses for the year. Under our annual cash incentive program, once the threshold level of Adjusted EBITDA was earned, 1.3% of Adjusted EBITDA *above that level* was allocated to fund the annual incentive pool. This value was then subject to adjustment based on Adjusted ROIC performance; if the company's Adjusted ROIC was more than 2% below the company's weighted average cost of capital, the pool was to be reduced by 10%, and if it was more than 2% above the company's weighted

average cost of capital, the pool was to be increased by 10%. Board of directors' discretion is no longer imbedded in the formula. The individual performance factor for NEOs continues to be 0.80 to 1.20, and is assessed by the Compensation/Succession Committee incorporating elements such as safety, compliance with The ADM Way, and other individual and group factors, including company financial performance, and performance towards the company's business strategy and objectives.

Annual cash incentives are determined by the degree to which company financial performance expectations are achieved and the Compensation/Succession Committee's independent assessment of the company's performance. This outcome may then be adjusted within a range of -20% to +20% based on the Compensation/Succession Committee's assessment of individual and group performance. The formula used to calculate an annual cash incentive payout for NEOs can be expressed as follows:

$$\begin{array}{|c|} \hline 1.3\% \text{ of Adjusted} \\ \text{EBITDA above} \\ \$1.2\text{B} \\ \$38.8\text{M} \\ \hline \end{array} \times \begin{array}{|c|} \hline \text{Adjusted ROIC} \\ \text{Factor} \\ 1.1 \\ \hline \end{array} = \begin{array}{|c|} \hline \text{Total Bonus} \\ \text{Pool} \\ \$42.7\text{M} \\ \hline \end{array} \div \begin{array}{|c|} \hline \text{Total Challenge} \\ \text{Award Level}^1 \\ \$38.3\text{M} \\ \hline \end{array} = 111\% \times \begin{array}{|c|} \hline \text{Individual} \\ \text{Multiplier}^2 \\ 1.2 \\ \hline \end{array} = 133\%$$

1 — Total Challenge Award Level is defined as full bonus payments at target.

2 — For illustrative purposes, a 1.2 individual multiplier is used. Individual multipliers vary by NEO by +/- 20% based on the Compensation/Succession Committee's assessment of individual performance and contribution to the company's success.

### *How is the Individual Performance Multiplier Determined?*

For FY2014, the Compensation/Succession Committee elected to award the CEO, COO and CFO the same individual multiplier of 1.2 in recognition of their collective efforts as a senior executive management team and their contribution to achieving significant financial results for FY2014 and planning for future strategic initiatives to grow stockholder value. Specific achievements that were considered included the company's excellent TSR performance, successful acquisitions and integrations of WILD Flavors GmbH, which was the largest acquisition in ADM's history, and Specialty Commodities, Inc., and our acquisition of the remaining stake in Alfred C. Toepfer International. The Compensation/Succession Committee incorporated its and the full Board's assessment of the company's CEO's performance and full company performance when approving Ms. Woertz's individual multiplier. Mr. Findlay and Mr. Taets received individual multipliers of 1.0 and 1.15, respectively, in recognition of their performance against individual and company goals.

### *What is the Resulting Annual Cash Incentive for Each NEO?*

The purpose of the annual cash incentive program is to reward performance based on the achievement of company, business and individual objectives. At the start of each fiscal year, the Compensation/Succession Committee approves minimum, target, and maximum annual cash incentive levels for each NEO. Target annual cash incentive levels are expressed as a percentage of salary. Based on company and individual performance, annual cash incentive payouts can range between 0% and 240% of the target annual cash incentive. Based on the determination of the company and individual performance factors as described above, each NEO received an annual cash incentive for FY2014, payable in 2015, equal to 111% of his or her target annual cash incentive, which was then adjusted by each NEO's individual multiplier.

<u>Executive</u>	<u>Target Cash Incentive Opportunity (% of Salary)</u>	<u>Minimum Cash Incentive Opportunity</u>	<u>Target Cash Incentive Opportunity</u>	<u>Maximum Cash Incentive Opportunity</u>	<u>Actual FY2014 Cash Award</u>
P.A. Woertz	175%	\$0	\$2,450,000	\$5,880,000	\$3,263,400
J.R. Luciano	159%	\$0	\$1,587,000	\$3,808,800	\$2,113,884
R.G. Young	129%	\$0	\$1,032,240	\$2,477,376	\$1,374,943
D.C. Findlay	100%	\$0	\$ 700,000	\$1,680,000	\$ 777,000
J.D. Taets	77%	\$0	\$ 500,000	\$1,200,000	\$ 638,250

## Equity-Based Long-Term Incentives

The company's long-term incentive program ("LTI Program") aligns the interests of executives with those of stockholders by rewarding the achievement of long-term stockholder value, supporting stock ownership, and encouraging long-term service with the company. In the following sections, we discuss the process for determining equity grants delivered under the company's LTI Program.

In terms of grant size and grant form, the company's LTI awards are determined based upon the Compensation/Succession Committee's assessment of performance during the prior three fiscal years. For example, equity grants made in February 2014 reflected the Compensation/Succession Committee's assessment of performance from January 1, 2011 through December 31, 2013. This concept of making grants based on the assessment of prior performance is similar in approach to the company's annual cash incentive plan. As such, the company's equity-based long-term incentive grants are performance based. The Compensation/Succession Committee's assessment of performance considers the company's TSR performance relative to the S&P 100 Industrials as well as multiple other performance factors and economic conditions, and is not strictly formulaic. The February 2014 grants appear in the Grants of Plan-Based Awards table and are reflected in the Summary Compensation Table information for FY2014 because the SEC requires companies to report equity-based LTI awards for the fiscal year during which they were granted, even if they are based on performance during earlier fiscal years.

At the start of the fiscal year, base, challenge and premium LTI grant values were established for each NEO. Under this structure, competitive grants are only provided if the company's TSR is at or above median of the applicable market comparisons reviewed by the Compensation/Succession Committee. The Compensation/Succession Committee may grant "base" awards to maintain the appropriate alignment between management and stockholders through the opportunity to realize future equity value and to provide for necessary retention of the company's key executive talent.

Challenge awards are intended to result in competitive total direct compensation levels when combined with base salaries and annual target cash incentives. The Compensation/Succession Committee also considers the company's one-year, three-year and five-year relative TSR compared to the S&P 100 Industrials, the company's custom comparator group and the peer group identified by Institutional Shareholder Services Inc.

### *How Did We Determine LTI Awards Granted in February 2014?*

LTI awards for FY2013 were granted at the "challenge" level and awarded in February 2014. The Compensation/Succession Committee made this award in consideration of the company's relative TSR performance from January 1, 2011 — December 31, 2013, which approximated the median of the S&P 100 Industrials, and the company's exceptional 2013 TSR of 61.9%. The total value of the awards were delivered 50% in stock options and 50% in restricted stock units to support our objectives of aligning with shareholders while providing a strong retention device for our executives.

Executive	FY2013 Long-Term Incentive				February 2014 Award Value <sup>1</sup>
	Minimum Award	Base Award	Challenge Award	Premium Award	
P.A. Woertz	\$0	\$8,000,000	\$9,450,000	\$11,450,000	\$9,450,000
J.R. Luciano	\$0	\$4,500,000	\$4,700,000	\$ 5,400,000	\$4,700,000
R.G. Young	\$0	\$3,500,000	\$3,700,000	\$ 4,400,000	\$3,700,000
D.C. Findlay <sup>2</sup>	\$0	\$2,100,000	\$2,300,000	\$ 3,000,000	\$2,100,000
J.D. Taets	\$0	\$1,350,000	\$1,408,500	\$ 1,538,501	\$1,408,500

1- These amounts represent the dollar value of the awards as approved by the Compensation/Succession Committee and differ from the grant date fair values of these awards as reflected in the SCT and the GPBAT as discussed earlier.

2- Mr. Findlay joined ADM in July, 2013. At the time of his hire, the company agreed to a \$2,100,000 base award to reflect his partial year of service in 2013.



## Equity Grants Made in February 2015 (Reflecting 2012-2014 Performance)

Actual awards for FY2014 were granted between the challenge and premium level and awarded in February 2015. In determining the award level, the Compensation/Succession Committee reviewed the company's strong three-year TSR performance of 94.4%, which was at the 61<sup>st</sup> percentile versus the S&P 100 Industrials, ROIC performance as compared to the prior year, portfolio management and strategic plan accomplishments as described in Section 1, 2014 Financial and Operating Performance. Based on its review the Compensation/Succession Committee exercised negative discretion and approved awards under the company's 2009 LTI plan at a level below the premium award equal to 45% of the difference between the challenge and premium award amounts to align payouts with our TSR performance. The total value of the awards were delivered 50% in stock options and 50% in restricted shares to support our objectives of aligning with shareholders while providing a strong retention device for our executives.

Executive	FY2014 Long-Term Incentive				February 2015 Award Value <sup>1</sup>
	Minimum Award	Base Award	Challenge Award	Premium Award	
P.A. Woertz . . . . .	\$0	\$10,000,000	\$11,500,000	\$13,500,000	\$15,500,000 <sup>2</sup>
J.R. Luciano . . . . .	\$0	\$ 4,762,000	\$ 4,962,000	\$ 5,662,000	\$ 6,347,000 <sup>3</sup>
R.G. Young . . . . .	\$0	\$ 3,612,880	\$ 3,812,880	\$ 4,512,880	\$ 4,197,880
D.C. Findlay . . . . .	\$0	\$ 2,100,000	\$ 2,300,000	\$ 3,000,000	\$ 2,685,000
J.D. Taets . . . . .	\$0	\$ 1,350,000	\$ 1,408,500	\$ 1,538,501	\$ 1,480,001

1- Dollar value of the awards as approved by the Compensation/Succession Committee.

2- Includes additional equity grant of \$2,900,000 for Ms. Woertz in recognition of her exceptional leadership efforts with CEO succession, and outstanding performance over the three year period ending in FY2014. Beginning in 2015, Ms. Woertz will no longer be eligible to receive long-term incentive awards as part of her compensation as Chairman.

3- Includes an additional \$1,000,000 for Mr. Luciano associated with his promotion to President and CEO.

Vesting conditions of the company's equity awards granted in February 2014 and February 2015 generally are as follows:

- Stock options are granted at an exercise price equal to fair market value of the company's common stock at the grant date in accordance with the 2009 Incentive Compensation Plan. The options typically vest incrementally over five years and can be exercised during a ten-year period following the date of grant.
- RSUs typically vest three years after the date of grant.
- Equity awards granted under the LTI Program vest immediately if control of the company changes or upon the death of the executive. Awards continue to vest if the executive leaves the company because of disability or retirement (age 55 or greater with 10 or more years of service). The Compensation/Succession Committee believes that these provisions are appropriate to assure NEOs stay focused on the long-term success of the company during a sale of the company or amidst certain personal circumstances. These provisions also increase the value of the awards to the NEOs, which in turn, enhances retention. For grants with respect to FY2012 and beyond, a non-compete provision was added allowing the ability to cancel any unvested awards to retirees in the event they work for a competitor.

## 2011 New Hire Grant Vested in October 2014

At the time of his hire in April 2011, the company awarded Mr. Luciano 124,468 performance share units that were eligible to vest in full in October 2014 depending on performance per our annual performance incentive cash plan, or upon a change in control of the company. This award was provided to align Mr. Luciano with shareholders of the company and to replace unvested, in-the-money value of equity that he forfeited at his former employer when he joined the company. When Mr. Luciano received his award, the performance period was three years and coincided with the company's fiscal year. However, with the change in the fiscal year timing and the

half year of transition in FY2012.5, the performance period was divided in to four periods to review performance over a full three year (36 month) period as originally intended. The following describes the vesting of the awards: one-third of the award was subject to the corporate performance factor for the period 7/1/11 — 6/30/12 (i.e., FY2012); one-sixth of the award was subject to the corporate performance factor for the period 7/1/12 — 12/31/12 (i.e., FY 2012.5); one-third of the award was subject to the corporate performance factor for the period 1/1/13 — 12/31/13 (i.e., FY 2013); and the final one-sixth of the award was subject to the corporate performance factor for the period 1/1/14 — 6/30/14. Performance factors for each of these periods and numbers of shares earned are presented below:

<u>Performance Period</u>	<u>Number of Shares</u>	<u>Corporate Performance Factor</u>	<u>Number of Shares Earned</u>
FY 2012 (12 months) . . . . .	41,489	32.74%	13,584
FY 2012.5 (6 months) . . . . .	20,745	75.00%	15,559
FY 2013 (12 months) . . . . .	41,489	69.00%	28,628
1Q and 2Q 2014 (6 months) . . . . .	20,745	80.30%	16,659
Total Shares Vested on October 1, 2014 . . . . .			74,430

Based on the corporate performance factor for these periods, the final number of shares issued to Mr. Luciano on October 1, 2014 was 74,430. The grant date fair value of this award was included in the company’s previously filed proxy statements for FY2011, the year in which the award was granted.

***Does the Company Have a Policy for When Grants are Made?***

The Compensation/Succession Committee grants all equity awards to NEOs, and no attempt is made to time the granting of these awards in relation to the release of material, non-public information. The exercise price of all stock options is set at fair market value (as determined in accordance with the applicable incentive compensation plan) on the grant date. Under the 2009 Incentive Compensation Plan, fair market value is the closing market price of the company’s common stock on the last trading day prior to the date of grant. The Compensation/Succession Committee meets during the first fiscal quarter of each fiscal year and determines the annual equity awards granted to NEOs. These awards are issued promptly following the date of the Compensation/Succession Committee’s meeting and approval. In addition to annual awards, the NEOs may receive awards when they join the company or change their status, including promotions.

**Benefits**

***What Retirement Benefits are Provided?***

The company provides the following programs to NEOs to support the attraction, retention and motivation of these employees. With few exceptions, the company’s philosophy is to offer the same benefits to all U.S. salaried employees as is offered to the company’s NEOs.

<u>Retirement Program</u>	<u>Eligibility</u>	<u>Description</u>
401(k) Plan/ Employee Stock Ownership Plan	All salaried employees	Qualified defined contribution plan where employees may defer up to 75% of eligible pay, up to \$17,500 for 2014. Employees who are 50 years of age or older can elect to make additional contributions of up to \$5,500 for 2014. The company provides a 1% non-elective employer contribution and a match of 4% on the first 6% contributed by an employee. The employee contribution can be made pre-tax (401(k)) or after-tax (Roth 401(k)).

ADM Retirement Plan	All salaried employees	Those with 5 or more years of service as of January 1, 2009, participate in a qualified defined benefit plan where the benefit is based on number of years of service and base salary during the later stages of employment. Those with less than 5 years of service as of January 1, 2009 participate in a qualified cash balance pension plan where the benefit is based on an accrual of benefit based on each year's base compensation.
Deferred Compensation Plan	Employees with salaries above \$175,000	Eligible participants may defer up to 75% of their annual base salary and up to 100% of their annual cash incentive until elected future dates. Earning credits are added to the deferred compensation account balances based upon hypothetical investment elections available under these plans and chosen by the participant. These hypothetical investment options correspond with the investment options (other than company common stock) available under the 401(k) Plan/ Employee Stock Ownership Plan.
Supplemental Retirement Plan	Employees whose retirement benefit is limited by applicable IRS limits	Non-qualified deferred compensation plan that ensures participants in the Retirement Plan receive an aggregate retirement benefit that would have been received if not for certain limitations under applicable tax law.

***What Other Benefits are Provided to NEOs?***

We provide a benefits package for employees (including NEOs) and their dependents, portions of which may be paid for by the employee. Benefits include: life, accidental death and dismemberment, health (including prescription drug), dental, vision, and disability insurance; dependent and healthcare reimbursement accounts; tuition reimbursement; paid time-off; holidays; and a matching gifts program for charitable contributions. NEOs have the same benefits package as other employees.

### ***What relocation benefits were provided to NEOs as a result of the Global Headquarter Move?***

In 2014, the company relocated its Global Headquarters from Decatur, Illinois to Chicago, Illinois. The move was made to allow for more efficient access to global markets. As a result, all NEO's, with the exception of Mr. Taets who is based in Switzerland, were relocated to Chicago and received the same policy and benefits that all employees who were relocated to Chicago received as a part of the move.

### ***What Perquisites are Provided to NEOs?***

Perquisites are an additional form of income to the executives, as shown in the Summary Compensation Table and the executives are individually responsible for any taxes related to this income. We provide our CEO and the other NEOs, as approved by the company's CEO, with limited personal use of company-owned aircraft. The Compensation/Succession Committee requires that our CEO have access to the aircraft for personal use for security and efficiency reasons. The NEOs are responsible for any taxes on imputed income related to the provision of this perquisite. See the notes to the Summary Compensation Table for a description of other perquisites provided to the NEOs.

## ***Section 7 — Employment Agreements, Severance, and Change-in-Control Benefits***

### ***What Employment Agreements are in Place?***

In connection with the election of Ms. Woertz as our President and Chief Executive Officer, we and Ms. Woertz entered into Terms of Employment dated as of April 27, 2006. In recognition of the January 1, 2015 change in her position with our company, and in keeping with our practice of having no employment contracts for senior executives, on February 11, 2015, Ms. Woertz and the company terminated the Terms of Employment. Ms. Woertz is therefore an "at will" employee, subject to the benefits and policies afforded to other senior executives of our company. In addition, Ms. Woertz will no longer receive long-term incentive awards as part of her compensation as Chairman.

### ***What Other Agreements are in Place for NEOs?***

While Mr. Findlay does not have an employment agreement, we did commit to certain initial compensation terms at hire. At the time of his hire, we awarded Mr. Findlay equity awards to compensate him for his forfeiture of equity awards at his previous employer, designed to retain his services into the future, and to align his compensation with shareholders. These equity awards are subject to accelerated vesting in the event of death or termination of employment for reasons other than 'gross misconduct' or for 'good reason' as those terms are defined in the offer letter.

### ***What Other Severance Benefits are Provided to NEOs?***

In 2014, the Compensation/Succession Committee revised the company's severance program to align with market practices and eliminate accelerated vesting of equity or payout of unvested equity at termination. This program serves as a guideline for the severance benefits that may be provided to various levels of employees upon termination of their employment without cause or their resignation with good reason, but the program does not create a contractual right to receive any severance benefits on the part of the employee. The guidelines contained in the program for executive officers include the following termination benefits, subject, in all cases, to the discretion of the Compensation/Succession Committee to increase or decrease these benefits:

- cash severance equal to two times then-current base salary and target cash incentive; and
- extension of healthcare coverage for up to two years following termination.

In addition, the Compensation/Succession Committee generally requires each executive to enter into a non-competition and non-solicitation agreement in exchange for receiving severance under the program.

### ***What Change-in-Control Benefits are Provided?***

If a change-in-control occurs with respect to the company, the equity grants other than certain performance stock unit awards granted prior to 2013 held by the company's executive officers generally will vest immediately pursuant to the terms of these awards. The Compensation/Succession Committee believes that this accelerated vesting is an appropriate provision to provide the executives with some assurance that they will not be disadvantaged with respect to their equity awards in the event of a change-in-control of the company. This assurance increases the value of these awards to the executives, which in turn enhances retention.

### ***Section 8 — Additional Executive Compensation Policies and Practices***

#### ***Does the Company Have a Clawback Policy?***

We have included clawback provisions in the company's long-term incentive award agreements that provide us with the ability to recover long-term incentive compensation for a broad range of reasons. This aggressive approach to recoupment of long-term incentive compensation reflects the company's commitment to protecting stockholder value.

For awards granted in August 2012 and beyond, we have implemented an additional clawback policy for all cash and equity-based long-term incentive awards. Specifically, this policy provides for the recoupment of any cash or equity incentive awards for a period of three years from the date of award. We have the right to clawback incentive payments made to NEOs and certain other members of senior management in the event of a financial restatement or ethical misconduct. As regulatory requirements regarding recoupment of executive compensation continue to evolve, we will review and update the company's policies to, at the very least, be compliant with all current requirements.

#### ***Are There Policies in Place That Restrict Transactions Involving the Company's Stock?***

Pursuant to the company's Insider Trading Policy, employees and directors may not engage in short selling, speculative trading, or hedging transactions involving the company's stock, including writing or trading in options, warrants, puts and calls, prepaid variable forward contracts, equity swaps or collars, or entering into other transactions that are designed to hedge or offset decreases in the price of the company's securities. In addition, employees and directors are required to review any pledging of company securities with the company's General Counsel prior to engaging in such activity.

The company's Insider Trading Policy also provides that all transactions in our company's securities by the company's directors, the NEOs and certain other officers and employees must be pre-cleared by the company's law department.

#### ***What Role Does Section 162(m) of the Internal Revenue Code Have in the Design of Executive Compensation Programs?***

Section 162(m) of the Internal Revenue Code generally disallows a tax deduction to public corporations for compensation paid in excess of \$1 million annually to the CEO and the three other most highly-compensated executive officers, other than the Chief Financial Officer, unless the compensation in excess of \$1 million qualifies as "performance-based" compensation. Performance-based compensation for these purposes generally does not include salaries, incentive compensation for which the company's stockholders have not approved the business criteria upon which applicable performance goals are based, and incentive compensation (other than stock options and stock appreciation rights) the payment of which is not based on the satisfaction of objective pre-established performance goals or as to which a compensation committee has discretion to increase the amount of the payout. The Compensation/Succession Committee retains the discretion to provide compensation that may not be tax deductible if it feels these actions are in the best interests of the company and its stockholders. The Compensation/Succession Committee believes that the amount of any expected loss of a tax deduction under Section 162(m) will be insignificant to the company's overall tax position.

### ***Has the Company Evaluated Its Compensation Programs as They Relate to Risk?***

On an ongoing basis, the Compensation/Succession Committee, with input from management, assesses potential risks associated with compensation decisions and discusses them with the Compensation/Succession Committee if warranted. To date, we have not identified any incentive compensation programs that encourage inappropriate risk taking. We have established a policy under which we engage an outside consultant every other year to review the company's programs and independently assess the risk in them.

During FY2013, ADM engaged an outside consultant, The Hay Group ("Hay"), to assist the Compensation/Succession Committee in evaluating the risk in the company's compensation programs. In conducting an independent assessment, Hay reviewed all of the company's incentive compensation programs and determined there were no compensation programs that encourage inappropriate risk-taking or the manipulation of earnings. The detailed findings of this review were discussed with management and presented to the Compensation/Succession Committee in November 2013. Another independent review of the company's incentive programs will be conducting during FY2015 and reported to the Compensation/Succession Committee.

### ***How Does the Company Address Liabilities Associated With Retirement Programs?***

The Compensation/Succession Committee is mindful that the non-qualified deferred compensation and supplemental retirement plans create financial statement liabilities. We do not set amounts aside in a "rabbi" trust for the benefit of participants in the deferred compensation or supplemental retirement plans. However, the deferred compensation plans have "rabbi" trust funding triggers in the event of a potential change in control of the company. This trigger provides some measure of assurance to employees that amounts they have chosen to defer from their current compensation will be held for their benefit, although still subject to creditor claims as required under the applicable tax law. In maintaining the non-qualified plans, the Compensation/Succession Committee has duly considered that the federal income tax deduction available to the company occurs at the same time that participants are paid benefits from the applicable plan.

The company is required to fund its qualified pension plans in a manner consistent with the minimum funding requirements of the Internal Revenue Code and the Employee Retirement Income Security Act. Historically, the company has made contributions in excess of the minimum to maintain its plans at or near a full funding level relative to the accrued benefit obligation.

### ***Compensation/Succession Committee Report***

The Compensation/Succession Committee has reviewed and discussed the Compensation Discussion and Analysis with management. Based upon this review and discussion, the Compensation/Succession Committee recommended to the Board of Directors that the Compensation Discussion and Analysis be included in this proxy statement.

K. R. Westbrook, Chairman  
A.L. Boeckmann  
M.H. Carter  
T.F. O'Neill  
D. Shih

### ***Compensation/Succession Committee Interlocks and Insider Participation***

None of the members of the Compensation/Succession Committee is or has been an employee of the company or any of the company's subsidiaries. There are no interlocking relationships between the company and other entities that might affect the determination of the compensation of the company's executive officers.

## Summary Compensation Table

The following table summarizes the compensation for the fiscal years noted in the table of our principal executive officer, principal financial officer, and our three other most highly-compensated executive officers who were serving as executive officers on December 31, 2014 (collectively, the “named executive officers”).

Name and Principal Position	Year	Salary (\$)	Bonus (\$)	Stock Awards (\$)(1)	Option Awards (\$)(1)	Non-Equity Incentive Plan Compensation (\$)(2)	Change in Pension Value and Nonqualified Deferred Compensation	All Other Compensation (\$)	Total (\$)
							Earnings (\$)		
P. A. Woertz Chairman	2014	1,383,459		5,020,194	6,035,930	3,263,400	711,420(3)	608,538(4)	17,022,941
	2013	1,300,000		3,124,908	957,687	1,412,775	22,734	63,657	6,881,761
	2012.5	650,000		4,010,291	2,751,826	840,938	121,554	54,322	8,428,931
	2012	1,300,000		4,011,050	2,921,235	638,469	476,947	85,223	9,432,924
J. R. Luciano CEO and President	2014	990,840		2,496,804	3,001,997	2,113,884	48,527(3)	529,326(5)	9,181,648
	2013	945,000		1,601,535	490,818	1,086,750	21,471	233,599	4,379,173
	2012.5	465,000		1,859,078	1,275,686	431,250	13,157	66,383	4,110,554
	2012	900,000		1,859,431	1,354,218	294,678	25,977	172,481	4,606,785
R. G. Young Senior Vice President and CFO	2014	795,837		1,965,590	2,363,277	1,374,943	41,708(3)	360,993(6)	6,902,348
	2013	775,000		976,560	299,285	724,500	17,027	18,055	2,810,427
	2012.5	383,333		1,062,338	728,964	323,438	10,955	5,200	2,514,228
	2012	750,000		770,340	561,031	163,710	23,538	306,431	2,575,050
D. C. Findlay Senior Vice President, General Counsel and Secretary	2014	700,000		1,115,599	1,341,325	777,000	21,116(3)	78,547(7)	4,033,587
	2013	350,000	1,200,000	3,187,749	1,098,792	—	8,493	436,339	6,281,373
J. D. Taets Senior Vice President	2014	650,004		748,245	899,648	638,250	744,215(3)	1,066,697(8)	4,747,059

- (1) The amounts shown for stock and option awards represent the aggregate grant date fair value of the awards for fiscal years 2014, 2013, 2012.5, and 2012, respectively. We calculated these amounts in accordance with the provisions of FASB ASC Topic 718 utilizing the assumptions discussed in Note 11 to our financial statements for the fiscal year ended December 31, 2014, and in Note 12 to our financial statements for the fiscal year ended December 31, 2013, the six-month period ended December 31, 2012, and the fiscal year ended June 30, 2012, respectively.
- (2) Represents amounts earned under our annual incentive plan during each of the respective fiscal periods shown. In each case, the amounts were paid shortly after the close of the applicable fiscal period.
- (3) Each amount shown represents the aggregate change in actuarial present value of the named executive officer’s accumulated benefit under all defined benefit and actuarial pension plans from December 31, 2013 to December 31, 2014, using the same assumptions used for financial reporting purposes except that retirement age is assumed to be the normal retirement age (65) specified in the plans. No named executive officer received above market or preferential earnings on deferred compensation. To derive the change in pension value for financial reporting purposes, the assumptions used to value pension liabilities on December 31, 2013 were interest rate of 4.80% for the ADM Retirement Plan for Salaried Employees, interest rate of 4.45% for the ADM Supplemental Retirement Plan and mortality determined under RP2000CH projected to 2021 using Scale AA and the assumptions used to value pension liabilities on December 31, 2014 were interest rate of 3.90% for the ADM Retirement Plan for salaried employees, interest rate of 3.70% for the ADM Supplemental Retirement Plan and mortality determined using the RP2014 mortality table, with a white collar adjustment, projected generationally using Scale MP-2014.
- (4) Includes \$501,560 related to relocation expenses in connection with our company’s relocation of our global headquarters to Chicago, IL; \$91,988 related to personal use of company-owned aircraft; and amounts related to company contributions under our 401(k) and Employee Stock Ownership Plan, executive healthcare services and home security system.
- (5) Includes \$452,227 relative to relocation expenses in connection with our company’s relocation of our global headquarters to Chicago, IL; \$59,004 related to personal use of company-owned aircraft; and amounts related to company contributions under our 401(k) and Employee Stock Ownership Plan, and executive healthcare services.
- (6) Includes \$340,953 related to relocation expenses in connection with our company’s relocation of our global headquarters to Chicago, IL; and amounts related to personal use of company-owned aircraft, company contributions under our 401(k) and Employee Stock Ownership Plan, and executive healthcare services.
- (7) Includes \$60,552 related to relocation expenses; and amounts related to company contributions under our 401(k) and Employee Stock Ownership Plan and executive healthcare services.
- (8) Includes \$455,272 for payment of certain foreign taxes; \$391,425 related to certain tax gross ups; amounts payable pursuant to our expatriate policy which totaled \$524,412 and included cost of living allowance, tax preparation, education assistance, home leave,

company-owned vehicle, and housing assistance; and amounts related to relocation expenses, company contributions under our 401(k) and Employee Stock Ownership Plan, and executive healthcare services. Certain deductions related to housing and hypothetical state and federal taxes are reflected in the total.

Aggregate incremental cost to our company of perquisites and personal benefits is determined as follows. In the case of payment of expenses related to tax preparation services, education assistance, home leave, housing assistance, home security systems, executive healthcare services and relocation expenses, incremental cost is determined by the amounts paid to third-party providers. Relocation expenses may also include a one-time lump sum payment related to differences in cost of living and loss on sale of a former residence. In the case of personal use of company-owned aircraft, incremental cost is based solely on the cost per hour to the company to operate the aircraft, and does not include fixed costs that do not change based on usage, such as purchase costs of the aircraft and non-trip-related hangar expenses. Our direct operating cost per hour of an aircraft is based on the actual costs of fuel, on-board catering, aircraft maintenance, landing fees, trip-related hangar and parking costs, and smaller variable costs, divided by the number of hours the aircraft was operated during the year. In the case of personal use of company-owned automobiles, incremental cost is based on the direct costs to operate the vehicle, such as maintenance, fuel, registration and parking fees, and does not include fixed costs to acquire or lease the vehicle.

### Employment Agreements

In connection with the election of Ms. Woertz as our President and Chief Executive Officer, we and Ms. Woertz entered into Terms of Employment dated as of April 27, 2006. In recognition of the January 1, 2015 change in her position with our company, and in keeping with our practice of having no employment contracts for senior executives, on February 11, 2015, Ms. Woertz and the company terminated the Terms of Employment. Ms. Woertz is therefore an “at will” employee, subject to the benefits and policies afforded to other senior executives of our company.

### **Grants of Plan-Based Awards During Fiscal Year 2014**

The following table summarizes the grants of plan-based awards made to our named executive officers during the fiscal year ended December 31, 2014.

Name	Grant Date	Estimated Future Payment Under Non-Equity Incentive Plan Awards			All Other Stock Awards: Number of Shares of Stock or Units(#)	All Other Option Awards: Number of Securities Underlying Options(#)	Exercise or Base Price of Option Awards (\$/Sh) (1)	Closing Market Price on the Date of Grant (\$)	Grant Date Fair Value of Stock and Option Awards (\$) (2)
		Threshold (\$)	Target (\$)	Maximum (\$)					
P. A. Woertz	2/13/14	0	2,450,000	5,880,000	123,498		40.65	40.67	5,020,194
	2/13/14								6,035,930
J. Luciano	2/13/14	0	1,587,000	3,808,800	61,422		40.65	40.67	2,496,804
	2/13/14								3,001,997
R. G. Young	2/13/14	0	1,032,240	2,477,376	48,354		40.65	40.67	1,965,590
	2/13/14								2,363,277
D. C. Findlay	2/13/14	0	700,000	1,680,000	27,444		40.65	40.67	1,115,599
	2/13/14								1,341,325
J. D. Taets	2/13/14	0	500,000	1,200,000	18,407		40.65	40.67	748,245
	2/13/14								899,648

(1) Exercise price was determined by using the closing market price of a share of our common stock on the New York Stock Exchange on the trading day immediately prior to the grant date.

(2) The grant date fair value is generally the amount the company would expense in its financial statements over the award’s service period under FASB ASC Topic 718.



All of the awards in the table above were granted under our 2009 Incentive Compensation Plan. The awards shown in the columns designated “Estimated Future Payouts Under Non-Equity Incentive Plan Awards” were made pursuant to our annual cash incentive plan. The amounts actually paid with respect to these awards are reflected in the Summary Compensation Table in the “Non-Equity Incentive Plan Compensation” column. See “Compensation Discussion and Analysis” for more information about our annual cash incentive plan.

All of the awards shown in the “All Other Stock Awards” column in the table above are restricted stock unit awards and vest in full three years after the date of the grant. Under the terms of the restricted stock unit award agreement pertaining to each of these awards, the recipient of the award may receive cash dividend equivalents on restricted stock units prior to their vesting date, but may not transfer or pledge the units in any manner prior to vesting. Dividend equivalents on restricted stock units are paid at the same rate as dividends to our stockholders generally. Vesting accelerates in full upon the death of the award recipient or a change-in-control of our company, and continues in accordance with the original vesting schedule if employment ends as a result of disability or retirement. If employment ends for other reasons, unvested shares are forfeited (except as otherwise described below in “Termination of Employment and Change-in-Control Arrangements”).

With respect to each of the restricted stock unit awards described above, if an award recipient’s employment is terminated for cause, or if the recipient breaches a non-competition or confidentiality restriction or participates in an activity deemed by us to be detrimental to our company, the recipient’s unvested units will be forfeited, and any shares issued in settlement of units that have already vested must be returned to us or the recipient must pay us the amount of the shares’ fair market value as of the date they were issued.

All of the awards shown in the “All Other Option Awards” column in the table above are non-qualified stock option awards, vest and become exercisable in five equal annual installments commencing on the first anniversary of the grant date, and must be exercised within ten years after the grant date. The exercise price may be paid in cash or by delivering shares of our common stock that are already owned by the award recipient. Under the terms of the stock option agreement pertaining to each of these awards, vesting and exercisability accelerate in full upon the death of the recipient or change-in-control of our company, and continue in accordance with the original vesting schedule if employment ends as a result of disability or retirement. If employment ends for other reasons, a recipient forfeits any interest in the unvested portion of any option (except as otherwise described below in “Termination of Employment and Change-in-Control Arrangements”), but retains the right to exercise the previously vested portion of any option for a period of three months. In addition, if an award recipient’s employment is terminated for cause, or if the recipient breaches a non-competition or confidentiality restriction or participates in an activity deemed by us to be detrimental to our company, the recipient’s right to exercise any unexercised options will terminate, the recipient’s right to receive option shares will terminate, and any shares already issued upon exercise of the option must be returned to us in exchange for the lesser of the shares’ then-current fair market value or the price paid for the shares, or the recipient must pay us cash in the amount of the gain realized by the recipient from the exercise of the option.

The impact of a termination of employment or change-in-control of our company on restricted stock unit, performance share unit and stock option awards held by our named executive officers is quantified in the “Termination of Employment and Change-in-Control Arrangements” section below.

## Outstanding Equity Awards at Fiscal Year 2014 Year-End

The following table summarizes information regarding unexercised stock options, unvested restricted stock awards and unearned performance share units for the named executive officers as of December 31, 2014.

Name	Option Awards				Stock Awards			
	Number of Securities Underlying Unexercised Options (#) Exercisable	Number of Securities Underlying Unexercised Options (#) Unexercisable	Option Exercise Price (\$)	Option Expiration Date	Number of Shares or Units of Stock that have not Vested (#)	Market Value of Shares or Units of Stock that have not Vested (\$)(1)	Equity Incentive Plan Awards: Number of Unearned Shares, Units or Rights that have not Vested (#)	Equity Incentive Plan Awards: Market or Payout Value of Unearned Shares, Units or Other Rights that have not Vested (\$)(1)
P. A. Woertz . . . .	—	471,557(2)	40.65	2-13-2024				
	20,161	80,646(3)	32.50	2-21-2023				
	186,881	280,322(4)	26.25	8-16-2022				
	251,109	167,406(5)	26.17	8-11-2021				
	278,598	69,650(6)	30.71	8-19-2020				
	337,657	—	28.70	9-10-2019				
	824,801	—	26.03	8-8-2018				
	103,669	—	34.37	8-3-2017				
	138,770	—	36.34	5-1-2016	341,652(8)	17,765,904	30,770(13)	1,600,040
J. R. Luciano . . . .	—	234,531(2)	40.65	2-13-2024				
	10,332	41,332(3)	32.50	2-21-2023				
	86,634	129,951(4)	26.25	8-16-2022				
	116,408	77,606(5)	26.17	8-11-2021	165,752(9)	8,619,104	15,770(13)	820,040
R. G. Young . . . .	—	184,631(2)	40.65	2-13-2024				
	6,300	25,203(3)	32.50	2-21-2023				
	49,505	74,258(4)	26.25	8-16-2022				
	48,226	32,151(5)	26.17	8-11-2021	109,256(10)	5,681,312	9,616(13)	500,032
D. C. Findlay . . . .	—	104,791(2)	40.65	2-13-2024				
	19,900	79,603(7)	36.68	7-22-2023	114,351(11)	5,946,252		
J. D. Taets . . . . .	—	70,285(2)	40.65	2-13-2024				
	2,772	11,089(3)	32.50	2-21-2023				
	21,163	31,746(4)	26.25	8-16-2022				
	7,983	5,322(5)	26.17	8-11-2021				
	5,424	1,357(6)	30.71	8-19-2020				
	5,624	—	28.70	9-10-2019				
	5,319	—	34.37	8-3-2017				
	3,867	—	41.81	8-10-2016	44,698(12)	2,324,296	23,007(14)	1,196,364

- (1) Calculated by multiplying the closing market price of a share of our common stock on the New York Stock Exchange on December 31, 2014, which was \$52.00, by the number of shares or units that have not vested.
- (2) Stock options vest at the rate of 20% of the initial grant per year, with remaining vesting dates on February 13 of 2015, 2016, 2017, 2018 and 2019.
- (3) Stock options vest at the rate of 20% of the initial grant per year, with remaining vesting dates on February 21 of 2015, 2016, 2017 and 2018.
- (4) Stock options vest at the rate of 20% of the initial grant per year, with remaining vesting dates on August 16 of 2015, 2016 and 2017.
- (5) Stock options vest at the rate of 20% of the initial grant per year, with remaining vesting dates on August 11 of 2015 and 2016.
- (6) Stock options vest at the rate of 20% of the initial grant per year, with remaining vesting date on August 19, 2015.
- (7) Stock options vest at the rate of 20% of the initial grant per year, with remaining vesting dates on July 22 of 2015, 2016, 2017 and 2018.
- (8) Restricted stock unit awards vest as to 152,773 shares on August 16, 2015, 65,381 shares on February 21, 2016 and 123,498 shares on February 13, 2017.
- (9) Restricted stock unit awards vest as to 70,822 shares on August 16, 2015, 33,508 shares on February 21, 2016 and 61,422 shares on February 13, 2017.
- (10) Restricted stock unit awards vest as to 40,470 shares on August 16, 2015, 20,432 shares on February 21, 2016 and 48,354 shares on February 13, 2017.
- (11) Restricted stock unit awards vest as to 86,907 shares on July 22, 2016 and 27,444 shares on February 13, 2017.
- (12) Restricted stock unit awards vest as to 17,301 shares on August 16, 2015, 8,990 shares on February 21, 2016 and 18,407 shares on February 13, 2017.
- (13) Amount shown represents the number of unvested performance share units granted on February 21, 2013. Performance share unit award is eligible to vest on March 31, 2016, depending on the extent to which performance conditions have been satisfied. Disclosure of this award is based on an assumed maximum payout under the award.
- (14) Amount shown represents 18,776 unvested performance share units granted on September 6, 2012 which are eligible to vest on March 31, 2016, and 4,231 unvested performance share units granted on February 21, 2013 which are eligible to vest on March 31, 2016, depending on the extent to which performance conditions have been satisfied. Disclosure of this award is based on an assumed maximum payout under the award.

## Option Exercises and Stock Vested During Fiscal Year 2014

The following table summarizes information regarding stock options exercised by the named executive officers during the fiscal year ended December 31, 2014, and restricted stock and restricted stock unit awards to the named executive officers that vested during that same period. No performance share unit awards vested during the fiscal year ended December 31, 2014.

Name	Option Awards		Stock Awards	
	Number of Shares Acquired on Exercise (#)	Value Realized on Exercise \$(1)	Number of Shares Acquired Upon Vesting (#)	Value Realized on Vesting \$(2)
P. A. Woertz	0	0	153,269	7,602,142
J. R. Luciano	0	0	277,758	13,206,842
R. G. Young	0	0	29,436	1,460,026
D. C. Findlay	0	0	0	0
J. D. Taets	14,690	373,979	4,873	241,701

- (1) Represents the difference between the market value of the shares acquired upon exercise (calculated using the average of the high and low sale prices reported on the New York Stock Exchange on the exercise date) and the aggregate exercise price of the shares acquired.
- (2) Represents the market value of the shares that vested, calculated using the average of the high and low sale prices reported on the New York Stock Exchange on the vesting date.

## Pension Benefits

The following table summarizes information regarding the participation of each of the named executive officers in our defined benefit retirement plans as of the pension plan measurement date for the fiscal year ended December 31, 2014.

Name	Plan Name	Number of Years Credited Service (#)(1)	Present Value of Accumulated Benefit \$(2)	Payments During Last Fiscal Period (\$)
P. A. Woertz	ADM Retirement Plan	9	207,588	0
	ADM Supplemental Retirement Plan	9	2,532,068	0
J. R. Luciano	ADM Retirement Plan	4	31,418	0
	ADM Supplemental Retirement Plan	4	80,593	0
R. G. Young	ADM Retirement Plan	4	35,080	0
	ADM Supplemental Retirement Plan	4	66,959	0
D. C. Findlay	ADM Retirement Plan	2	15,810	0
	ADM Supplemental Retirement Plan	2	13,798	0
J. D. Taets	ADM Retirement Plan	27	767,332	0
	ADM Supplemental Retirement Plan	27	990,138	0

- (1) The number of years of credited service was calculated as of the pension plan measurement date used for financial statement reporting purposes, which was December 31, 2014.
- (2) The assumptions used to value pension liabilities as of December 31, 2014 were interest of 3.90% for the ADM Retirement Plan and 3.70% for the ADM Supplemental Retirement Plan and mortality determined under the RP2014 mortality table, with a white collar adjustment, projected generationally using scale MP-2014. The amounts reported for Ms. Woertz, Mr. Luciano, Mr. Young, and Mr. Findlay are the present value of their respective projected normal retirement benefit under the Retirement and Supplemental Plans at December 31, 2014. The amounts reported are calculated by projecting the balance in the accounts forward to age 65 by applying a 3.04% interest rate and then discounting back to December 31, 2014 using the assumptions specified above. The total account balance for Ms. Woertz at December 31, 2014 under the Retirement and Supplemental Plans was \$1,943,494, the total account balance for Mr. Luciano at December 31, 2014 under the Retirement and Supplemental Plans was \$91,681, the total account balance for Mr. Young at December 31, 2014 under the Retirement and Supplemental Plans was \$84,054, and the total account balance for Mr. Findlay at December 31, 2014 under the Retirement and Supplemental Plans was \$24,110, which are the amounts that would have been distributable if such individuals had terminated employment on that date.

### Qualified Retirement Plan

We sponsor the ADM Retirement Plan (the “Retirement Plan”), which is a qualified defined benefit plan under Section 401(a) of the Internal Revenue Code. The Retirement Plan covers eligible salaried employees of our company and its participating affiliates.

Effective January 1, 2009, the Retirement Plan was amended to provide benefits determined under a cash-balance formula. The cash-balance formula applies to any participant entering or re-entering the plan on or after January 1, 2009 and to any participant who had less than five years of service prior to January 1, 2009. For a participant with an accrued benefit but less than five years of service prior to January 1, 2009, an account was established on January 1, 2009 with an opening balance equal to the present value of his or her accrued benefit determined under the final average pay formula. The accrued benefits of all other participants to whom the cash-balance formula does not apply continue to be determined under the traditional final average pay formula. Ms. Woertz, Mr. Luciano, Mr. Young and Mr. Findlay participate in the cash-balance formula, while Mr. Taets participates in the final average pay formula.

A participant whose accrued benefit is determined under the cash-balance formula has an individual hypothetical account established under the Retirement Plan. Pay and interest credits are made on an annual basis to the participant’s account. Pay credits are equal to a percentage of the participant’s earnings for the year based on the sum of the participant’s age and years of service at the end of the year under the following schedule.

<u>Age + Service</u>	<u>Pay</u>
Less than 40 . . . . .	2.00%
at least 40 but less than 50 . . . . .	2.25%
at least 50 but less than 60 . . . . .	2.50%
at least 60 but less than 70 . . . . .	3.00%
at least 70 but less than 80 . . . . .	3.50%
80 or more . . . . .	4.00%

Interest credits are made at the end of the year and are calculated on the balance of the participant’s account as of the first day of the plan year, using an interest rate based upon the yield on 30-year Treasury bonds, subject to a minimum annual interest rate of 1.95%. The participant’s pension benefit will be the amount of the balance in the participant’s account at the time that the pension becomes payable under the Retirement Plan. The pension payable to a participant whose accrued benefit under the final average pay formula was converted to the cash-balance formula at January 1, 2009, if paid in annuity form, will be increased to reflect any additional benefit which the participant would have received in that form under the traditional formula, but only with respect to the benefit accrued by the participant prior to January 1, 2009. A participant under the cash-balance formula becomes vested in a benefit under the Retirement Plan after three years of service. There are no special early retirement benefits under the cash-balance formula.

For a participant whose accrued benefit is determined under the final average pay formula, the formula calculates a life annuity payable at a normal retirement age of 65 based upon a participant’s highest average earnings over five consecutive of the last 15 years of employment. The final average pay formula provides a benefit of 36% of a participant’s final average earnings, plus 16.5% of the participant’s final average earnings in excess of Social Security “covered compensation.” This benefit accrues ratably over 30 years of service. A participant accrues an additional benefit of 1/2% of final average earnings for years of service in excess of 30. Early retirement is available at age 55 with 10 years of service. The life annuity payable at early retirement is subsidized relative to the normal retirement benefit. The payment amount in life annuity form is 97% of the full benefit amount at age 64, and 50% at age 55, with adjustments between those two ages. A participant under the final average pay formula becomes vested in a benefit under the Retirement Plan after five years of service.

Earnings for purposes of the cash-balance and the final average pay formulas generally include amounts reflected as pay on Form W-2, increased by 401(k) Plan deferrals and elective “cafeteria plan” contributions, and

decreased by bonuses, expense allowances/reimbursements, severance pay, income from stock option and restricted stock awards or cash payments in lieu thereof, merchandise or service discounts, amounts paid in a form other than cash, and other fringe benefits. Annual earnings are limited as required under Section 401(a)(17) of the Internal Revenue Code.

When a participant is eligible for a pension, the participant has a choice of a life annuity, a joint and 50% survivor annuity, a joint and 75% survivor annuity, or a joint and 100% survivor annuity. Each joint and survivor annuity form is the actuarial equivalent of the life annuity payable at the same age, with actuarial equivalence determined using the IRS prescribed mortality table under Section 417(e) of the Internal Revenue Code and an interest rate assumption of 6%. Cash-balance participants may also elect a lump-sum payment option.

**Supplemental Retirement Plan**

We also sponsor the ADM Supplemental Retirement Plan (the “Supplemental Plan”), which is a non-qualified deferred compensation plan under Section 409A of the Internal Revenue Code. The Supplemental Plan covers participants in the Retirement Plan whose benefit under such plan is limited by the benefit limits of Section 415 or the compensation limit of Section 401(a)(17) of the Internal Revenue Code. The Supplemental Plan also covers any employee whose Retirement Plan benefit is reduced by participation in the ADM Deferred Compensation Plan. Participation by those employees who otherwise qualify for coverage is at the discretion of the board, Compensation/Succession Committee or, in the case of employees other than executive officers, the Chief Executive Officer. The Supplemental Plan provides the additional benefit that would have been provided under the Retirement Plan but for the limits of Section 415 or 401(a)(17) of the Internal Revenue Code, and but for the fact that elective contributions made by the participant under the ADM Deferred Compensation Plan are not included in the compensation base for the Retirement Plan. A participant is not vested in a benefit under the Supplemental Plan unless and until the participant is vested in a benefit under the Retirement Plan, which requires three years of service for a cash-balance formula participant and five years of service for a final average pay formula participant, for vesting. A separate payment form election is required with respect to the Supplemental Plan benefit from among the same options available under the Retirement Plan, subject to the limitations of Section 409A of the Internal Revenue Code.

**Nonqualified Deferred Compensation**

The following table summarizes information with respect to the participation of the named executive officers in the ADM Deferred Compensation Plan for Selected Management Employees I and II, which are non-qualified deferred compensation plans, for the fiscal year ended December 31, 2014.

<u>Name</u>	<u>Executive Contributions in FY 2014 (\$)(1)</u>	<u>Aggregate Earnings in FY 2014 (\$)(2)</u>	<u>Aggregate Withdrawals/Distributions in FY 2014 (\$)</u>	<u>Aggregate Balance at 12/31/14 (\$)(3)</u>
P. A. Woertz .....	0	17,290	0	339,499
J. R. Luciano .....	0	0	0	0
R. G. Young .....	0	0	0	0
D. C. Findlay .....	0	0	0	0
J. D. Taets .....	272,626	18,322	81,132	434,673

- (1) The amount reported in this column is reported as “Salary” in the Summary Compensation Table for the fiscal year ended December 31, 2014.
- (2) The amounts reported in this column were not reported in the Summary Compensation Table as part of each individual’s compensation for the fiscal year ended December 31, 2014 because none of the earnings is considered to be “above market.”
- (3) Of the amounts shown in this column, the following amounts were previously reported as compensation to the respective individuals in the Summary Compensation Table in previous years:

<u>Name</u>	<u>Amount Reported as Compensation in Previous Years (\$)</u>
P. A. Woertz .....	190,563
J. D. Taets .....	0

We sponsor two nonqualified deferred compensation plans — the ADM Deferred Compensation Plan for Selected Management Employees I and II (referred to as “Deferred Comp Plan I” and “Deferred Comp Plan II”). Deferred Comp Plan I was frozen as to new participants and new deferrals effective January 1, 2005, and is maintained as a separate “grandfathered” plan under Section 409A of the Internal Revenue Code. Deferred Comp Plan II is structured to comply with Section 409A. Deferred Comp Plan II covers salaried employees of our company and its affiliates whose annualized base salary is \$175,000 or more. Participation by those employees who otherwise qualify for coverage is at the discretion of the board, Compensation/Succession Committee or, in the case of employees other than executive officers, the Chief Executive Officer.

A participant in Deferred Comp Plan II can defer up to 75% of his or her base salary and up to 100% of his or her bonus. Earnings credits are added based upon hypothetical investment elections made by participants. A participant can elect each year when to be paid the base salary or bonus amounts deferred for that year, by electing to be paid upon a specified future date prior to separation from service or following retirement, in the form of a lump sum or in installments over a period of two to twenty years. If a participant separates from service prior to the elected payment date (or prior to qualifying for retirement), the payment will be made in a lump sum after separation from service, subject to the six month “specified employee” payment delay required by Section 409A. Withdrawals are allowed upon a showing of “hardship” by the participant in accordance with Section 409A. Small account balances of \$10,000 or less are paid in a lump sum only. Deferred Comp Plan II provides for “make-whole” company credits to the extent that a participant’s election to defer under the Deferred Comp Plan II causes a loss of company contributions under the 401(k) and Employee Stock Ownership Plan. No “make-whole” company credits were made on behalf of the named executive officers for Fiscal Year 2014.

A participant with an account balance remaining under Deferred Comp Plan I continues to receive earnings credits on such account based upon hypothetical investment elections made by the participant. A participant can establish up to two “scheduled distribution accounts” that are payable upon dates specified by the participant in either a lump sum or installments over a period of two to four years. A participant also can take unscheduled withdrawals of up to 25% of the balance of his or her accounts, subject to a withdrawal penalty of 10% of the withdrawn amount. Only one such unscheduled withdrawal is allowed in any year. Withdrawals also are allowed upon a showing of “hardship” by the participant. A participant’s account under Deferred Comp Plan I is paid following termination of employment. Payment following termination of employment is in a lump sum, except that a participant can elect to have installments paid over a period of two to twenty years if termination of employment occurs after retirement eligibility or due to disability.

Deferred Comp Plan I balances are fully-vested. A participant becomes vested in his or her company credits to Deferred Comp Plan II after two years of service. Unpaid amounts at death are paid to designated beneficiaries.

The hypothetical investment options available under Deferred Comp Plans I and II are determined by us and correspond with the investment options (other than our company’s common stock) that are made available to participants in the qualified 401(k) and Employee Stock Ownership Plan. These investment options are listed below, and the plan earnings credited to each participant’s account in these plans correspond to the earnings performance of the investment selected. Participants in the Deferred Comp Plans I and II may reallocate the amount of new deferrals and existing account balances among these investment options at any time. We do not set assets aside for the benefit of plan participants, but the Deferred Comp Plans I and II provide for full funding of all benefits upon a change-in-control or potential change-in-control, as defined in the plans.

In Fiscal Year 2014, the investment options available under Deferred Comp Plans I and II and their respective notional rates of return were as follows:

<u>Deemed Investment Option</u>	<u>Fiscal Year 2014 Cumulative Return (1/1/14 to 12/31/14 except as noted)</u>
ADM Galliard Stable Value Fund . . . . .	1.48%
Dodge & Cox Stock . . . . .	10.40%
Ironbridge Small Cap . . . . .	6.16%
PIMCO Total Return — Instl Class . . . . .	4.69%
Vanguard Institutional Index — Instl Plus Shares . . . . .	13.68%
Vanguard Morgan Growth — Admiral Shares . . . . .	11.13%
Vanguard Wellington — Admiral Shares . . . . .	9.90%
Vanguard International Growth — Admiral Shares . . . . .	-5.51%
T. Rowe Price Institutional Mid-Cap Equity Growth . . . . .	13.79%
Vanguard Target Retirement 2010 Trust II . . . . .	5.97%
Vanguard Target Retirement 2015 Trust II . . . . .	6.63%
Vanguard Target Retirement 2020 Trust II . . . . .	7.20%
Vanguard Target Retirement 2025 Trust II . . . . .	7.22%
Vanguard Target Retirement 2030 Trust II . . . . .	7.22%
Vanguard Target Retirement 2035 Trust II . . . . .	7.22%
Vanguard Target Retirement 2040 Trust II . . . . .	7.26%
Vanguard Target Retirement 2045 Trust II . . . . .	7.22%
Vanguard Target Retirement 2050 Trust II . . . . .	7.23%
Vanguard Target Retirement 2055 Trust II . . . . .	7.26%
Vanguard Target Retirement 2060 Trust II . . . . .	7.22%
Vanguard Target Retirement Income Trust II . . . . .	5.68%

### **Termination of Employment and Change-in-Control Arrangements**

We have entered into certain agreements and maintain certain plans that will require us to provide compensation to named executive officers of our company in the event of a termination of employment or a change-in-control of our company. See the tabular disclosure and narrative description under the Pension Benefits and Nonqualified Deferred Compensation sections above for detail regarding payments that would result from a termination of employment or change-in-control of our company under our pension and nonqualified deferred compensation plans.

Under the terms of our time-vested restricted stock unit award agreements governing awards held by our named executive officers, vesting accelerates upon the death of the award recipient or a change-in-control of our company, and continues in accordance with the original vesting schedule if employment ends as a result of disability or retirement. If employment ends for other reasons, unvested shares are forfeited. In addition, if an award recipient's employment is terminated for cause, or if the recipient breaches a non-competition or confidentiality restriction or participates in an activity deemed by us to be detrimental to our company, the recipient's unvested shares will be forfeited, and any shares that have already vested must be returned to us or the recipient must pay us the amount of the shares' fair market value as of the date they vested.

Under the terms of the stock option agreements governing awards held by our named executive officers, vesting and exercisability accelerate upon the death of the recipient or change-in-control of our company, and continue in accordance with the original vesting schedule if employment ends as a result of disability or retirement. If employment ends for reasons other than death, disability, retirement or cause, a recipient forfeits any interest in the unvested portion of any option, but retains the right to exercise the previously vested portion of any option for a period of three months. In addition, if an award recipient's employment is terminated for cause, or if the recipient breaches a non-competition or confidentiality restriction or participates in an activity deemed

by us to be detrimental to our company, the recipient's right to exercise any unexercised options will terminate, the recipient's right to receive option shares will terminate, and any shares already issued upon exercise of the option must be returned to us in exchange for the lesser of the shares' then-current fair market value or the price paid for the shares, or the recipient must pay us cash in the amount of the gain realized by the recipient from the exercise of the option.

At the time Mr. Findlay was hired in July 2013, he was awarded a time-vested RSU award and a non-qualified stock option award. In addition to the terms and conditions summarized in the preceding two paragraphs, these awards are also subject to a commitment we made in connection with his hiring that these awards would immediately vest in full if his employment were terminated by us for any reason other than gross misconduct or by Mr. Findlay for good reason. For these purposes, "gross misconduct" is generally defined as the conviction of a crime that is a felony or involves fraud or moral turpitude, or the violation of any law, contract, legal obligation or ADM policy that is materially and demonstrably injurious to our operations or reputation. "Good reason" is generally defined as a material reduction in base salary, a material adverse reduction in the scope or nature of duties and responsibilities, our failure to perform any material commitment made in connection with his hiring or a relocation of more than 25 miles in his primary work location.

Under the terms of performance share unit award agreements governing awards made in 2013 to Ms. Woertz, Mr. Luciano, Mr. Young and Mr. Taets, vesting accelerates in full upon the death of the award recipient or a change-in-control of our company and continues in accordance with the original vesting schedule (subject to satisfaction of the applicable performance conditions) if employment ends as a result of disability or retirement. If employment ends for other reasons, unvested units are forfeited. In addition, if an award recipient participates in certain conduct that is unlawful or detrimental to our company as specified in the performance share unit award agreement or there is a material negative revision of a financial or operating measure on the basis of which incentive compensation was awarded or paid, the recipient's right to receive shares in settlement of units immediately terminates, outstanding units will be forfeited, and if shares have been issued or the cash value paid in settlement of vested units, then such cash value or any shares that have been issued must be returned to us or the recipient must pay us the amount of the shares' fair market value as of the date the units vested.

The amount of compensation payable to each named executive officer in various termination and change-in-control scenarios is listed in the tables below. Unless otherwise indicated, the amounts listed are calculated based on the assumption that the named executive officer's employment was terminated or that a change-in-control occurred on December 31, 2014.

**P. A. Woertz**

We entered into Terms of Employment with Ms. Woertz, our Chairman, when she joined our company. In recognition of the January 1, 2015 change in her position with our company, and in keeping with our practice of having no employment contracts for senior executives, on February 11, 2015, Ms. Woertz and the company terminated the Terms of Employment. Ms. Woertz is, therefore, an "at will" employee, subject to the benefits and policies afforded to other senior executives of our company. In accordance with SEC proxy disclosure rules, which require disclosures as if a termination of employment or a change-in-control occurred as of the last day of the most recent fiscal year, the following table and accompanying narrative lists and describes the potential payments and benefits that would have been payable to Ms. Woertz assuming a termination of employment or change-in-control occurred on December 31, 2014, when her Terms of Employment would have been in full force and effect.



<b>Benefits and Payments upon Termination</b>	<b>Involuntary Termination without Cause or Voluntary Termination for Good Reason (\$)</b>	<b>Voluntary Termination without Good Reason or Involuntary Termination with Cause (\$)</b>	<b>Change in Control (\$)</b>	<b>Involuntary Termination without Cause Or Voluntary Termination for Good Reason Related to a Change in Control (\$)</b>	<b>Retirement or Disability (\$)</b>	<b>Death (\$)</b>
Salary . . . . .	2,800,000(1)	0	0	4,200,000(7)	0	0
Bonus . . . . .	4,900,000(2)	0	0	7,350,000(8)	0	0
Health benefits . . . . .	24,293(3)	0	0	37,784(9)	0	0
Vesting of nonvested stock options . . . . .	13,546,289(4)	0	19,950,006(6)	19,950,006(10)	(13)	19,950,006(6)
Vesting of nonvested restricted stock awards . . . . .	11,344,008(4)	0	17,765,904(6)	17,765,904(10)	(13)	17,765,904(6)
Vesting of nonvested performance stock awards . . . . .	0(4)	0	1,600,040(6)	1,600,040(10)	(13)	1,600,040(6)
Severance . . . . .	255,248(5)	0	0	376,083(11)	0	0
Gross-up for excise tax . . .	0	0	0	0(12)	0	0

- (1) Represents two years' base salary granted pursuant to Ms. Woertz's former Terms of Employment.
- (2) Represents two years' target annual bonus amount granted pursuant to Ms. Woertz's former Terms of Employment.
- (3) Represents the discounted present value of two years of extended health coverage granted pursuant to Ms. Woertz's former Terms of Employment, using a discount rate of 3.65%.
- (4) Represents the value of two years of accelerated vesting of stock options, restricted stock units and performance share units pursuant to Ms. Woertz's former Terms of Employment. The amount shown with respect to stock options was calculated by multiplying the number of shares as to which accelerated vesting occurs with respect to options that were "in the money" as of December 31, 2014 by the difference between \$52.00, the closing sale price of a share of our common stock on the New York Stock Exchange ("NYSE") on December 31, 2014, and the exercise price of the applicable stock option. The amount shown with respect to restricted stock units was calculated by multiplying the number of shares as to which accelerated vesting occurs by \$52.00, the closing sale price of a share of our common stock on the NYSE on December 31, 2014. The amount shown with respect to performance share unit awards was calculated by multiplying the number of units that are considered to have been "earned" and as to which accelerated vesting would occur by \$52.00, the closing sale price of a share of our common stock on the NYSE on December 31, 2014. There were no performance share unit awards that were considered to have been earned as of December 31, 2014.
- (5) Severance payment granted pursuant to Ms. Woertz's former Terms of Employment. Represents two years' of pay credits under the cash balance formula for both the Retirement and Supplemental Plans, with pay credits determined considering both base pay and target bonus. The Supplemental Plan calculates a benefit payable six months following separation from service and, accordingly, this balance is discounted to a present value using a discount rate of 3.70%.
- (6) Pursuant to the terms of the stock option, restricted stock units and performance share unit award agreements under the 2002 Incentive Compensation Plan and the 2009 Incentive Compensation Plan, vesting and exercisability of these equity awards are accelerated in full upon a change in control or death. The amount shown with respect to stock options was calculated with respect to options that were "in the money" as of December 31, 2014 and was determined by multiplying the number of shares subject to each option as to which accelerated vesting occurs by the difference between \$52.00, the closing sale price of a share of our common stock on the NYSE on December 31, 2014, and the exercise price of the applicable stock option. The amount shown with respect to restricted stock units and performance share units was calculated by multiplying the number of shares as to which accelerated vesting occurs by \$52.00, the closing sale price of a share of our common stock on the NYSE on December 31, 2014. All performance share unit awards are assumed to have been earned in full for purposes of this column.
- (7) Represents three years' base salary granted pursuant to Ms. Woertz's former Terms of Employment.
- (8) Represents three years' target annual bonus amount granted pursuant to Ms. Woertz's former Terms of Employment.
- (9) Represents discounted present value of three years of extended health coverage granted pursuant to Ms. Woertz's former Terms of Employment, using a discount rate of 3.65%.
- (10) See note (6) to this table for effect of change in control on equity awards pursuant to the terms of the award agreements. In addition, Ms. Woertz's former Terms of Employment provide that vesting and exercisability of all equity awards are accelerated in full upon an involuntary termination of employment without cause or a voluntary termination of employment for good reason which, in either case, occurs prior to and in connection with a change in control of within two years after a change in control.
- (11) Severance payments granted pursuant to Ms. Woertz's former Terms of Employment. Represents three years' of pay credits under the cash balance formula calculated in the same manner as described in note (5) to this table.

(12) No payment would be treated as an excess parachute if termination had occurred on December 31, 2014.

(13) Pursuant to the terms of the stock option, restricted stock unit and performance share unit award agreements under the 2002 incentive Compensation Plan and the 2009 incentive Compensation Plan, vesting of these equity awards continues after termination of employment due to disability or retirement.

Upon an involuntary termination of Ms. Woertz's employment by the board without cause or the voluntary termination by Ms. Woertz of her employment for good reason in circumstances that are unrelated to a change-in-control of our company, the Terms of Employment provided for Ms. Woertz to receive payments equal to two years' base salary plus target annual bonus paid in equal installments on the regular payroll schedule, two years of continuation coverage under the company's benefit plans, two years of accelerated vesting of equity awards, and two years' credit with respect to age, service and covered compensation for purposes of calculating pension benefits. Upon an involuntary termination of Ms. Woertz's employment by the board of directors without cause or the voluntary termination by Ms. Woertz of her employment for good reason that occurs prior to and in connection with, or within two years following, a change-in-control of our company, the Terms of Employment provided for Ms. Woertz to receive a lump-sum payment equal to three years' base salary plus target annual bonus, accelerated vesting of all outstanding equity awards, three years of continuation coverage under our benefit plans, three years' credit with respect to age, service and covered compensation for purposes of calculating pension benefits, gross-up for any excise tax payable under Internal Revenue Code Section 280G, and other terms and provisions to be developed with the board.

**J. R. Luciano, R. G. Young, D. C. Findlay and J. D. Taets**

The following table lists the potential payments and benefits upon termination of employment or change in control of our company for our named executive officers (other than P. A. Woertz). These payments and benefits are provided under the terms of agreements involving equity compensation awards.

<b>Name</b>	<b>Benefits and Payments upon Termination</b>	<b>Voluntary Termination (\$)</b>	<b>Involuntary Termination without Cause (\$)</b>	<b>Termination for Cause (\$)</b>	<b>Change in Control (\$)</b>	<b>Disability (\$)</b>	<b>Death (\$)</b>	<b>Retirement (\$)</b>
J. R. Luciano . . .	Vesting of nonvested stock options	0	0	0	8,818,702(1)	(4)	8,818,702(1)	(6)
	Vesting of nonvested restricted stock unit awards	0	0	0	8,619,104(1)	(4)	8,619,104(1)	(6)
	Vesting of nonvested performance share unit awards	0	0	0	820,040(2)	(5)	820,040(2)	(6)
R. G. Young . . .	Vesting of nonvested stock options	0	0	0	5,329,624(1)	(4)	5,329,624(1)	(6)
	Vesting of nonvested restricted stock unit awards	0	0	0	5,681,312(1)	(4)	5,681,312(1)	(6)
	Vesting of nonvested performance share unit awards	0	0	0	500,032(2)	(5)	500,032(2)	(6)
D.C. Findlay . . .	Vesting of nonvested stock options	0	1,219,518(7)	0	2,408,896(1)	(4)	2,408,896(1)	(6)
	Vesting of nonvested restricted stock unit awards	0	4,519,164(7)	0	5,946,252(1)	(4)	5,946,252(1)	(6)
	Vesting of nonvested performance share unit awards	0	0	0	0	0	0	0
J. D. Taets . . . .	Vesting of nonvested stock options	0		0	1,997,788(1)	(4)	1,997,788(1)	(6)
	Vesting of nonvested restricted stock unit awards	0		0	2,324,296(1)	(4)	2,324,296(1)	(6)
	Vesting of nonvested performance share awards	0		0	220,012(2)(3)	(5)	220,012(2)(3)	(6)

(1) Pursuant to the terms of the stock option and restricted stock unit award agreements under the 2002 Incentive Compensation Plan and 2009 Incentive Compensation Plan, vesting and exercisability of these equity awards are accelerated in full upon a change-in-control or

death. The amount shown with respect to stock options was calculated with respect to options that were “in the money” as of December 31, 2014 and was determined by multiplying the number of shares subject to each option as to which accelerated vesting occurs by the difference between \$52.00, the closing sale price of a share of our common stock on the NYSE on December 31, 2014, and the exercise price of the applicable stock option. The amount shown with respect to restricted stock units was calculated by multiplying the number of shares as to which accelerated vesting occurs by \$52.00, the closing sale price of a share of our common stock on the NYSE on December 31, 2014.

- (2) Pursuant to the terms of a 2013 performance share unit award agreement under the 2009 Incentive Compensation Plan, vesting of these performance share units is accelerated in full upon a change in control or death. The value of these 2013 performance share units was calculated by multiplying the number of shares by \$52.00, the closing sale price of a share of our common stock on the NYSE on December 31, 2014.
- (3) This named executive officer also is party to a 2012 performance share unit award agreement under the 2009 Incentive Compensation Plan which provides that the performance share units are forfeited upon a termination for any reason or a change in control prior to the vesting date. As such, no value has been calculated for the 2012 performance share unit award.
- (4) Pursuant to the terms of the stock option and restricted stock unit award agreements under the 2002 Incentive Compensation Plan and 2009 Incentive Compensation Plan, vesting of these equity awards generally continues on the same schedule after retirement or termination of employment due to disability.
- (5) Pursuant to the terms of a 2013 performance unit award agreement under the 2009 Incentive Compensation Plan, vesting of such awards generally continues on the same schedule after retirement or termination of employment due to disability, and the number of shares issuable in settlement of the vested units will be a function of the company’s performance for the relevant performance periods. Pursuant to the terms of a 2012 performance share unit award agreement under the 2009 Incentive Compensation Plan to Mr. Taets, the performance share units are forfeited upon a termination for any reason prior to the vesting date.
- (6) Because this named executive officer is not yet eligible for retirement under the terms of the ADM Retirement Plan, no current termination of employment would be considered “retirement” under any of the applicable equity-based compensation plans.
- (7) In accordance with commitments made at the time of Mr. Findlay’s hiring, his 2013 stock option and restrictive stock unit awards are accelerated in full if his employment is terminated by us for reasons other than gross misconduct or by him for good reason. The amounts shown were calculated in the manner described in note (1) above.

#### **Director Compensation for Fiscal Year 2014**

Our standard compensation for non-employee directors consists of an annual retainer which was increased from \$250,000 to \$275,000 during 2014. With respect to the current \$275,000 annual retainer, \$150,000 must be paid in stock units pursuant to our Stock Unit Plan for Non-Employee Directors. The remaining portion of the annual retainer may be paid in cash, stock units, or a combination of both, at the election of each non-employee director. Each stock unit is deemed for valuation and bookkeeping purposes to be the equivalent of a share of our common stock. In addition to the annual retainer, our Lead Director receives a stipend in the amount of \$25,000, the chairman of the Audit Committee receives a stipend in the amount of \$20,000, the chairman of the Compensation/Succession Committee receives a stipend in the amount of \$20,000, and the chairman of the Nominating/Corporate Governance Committee receives a stipend in the amount of \$15,000. All such stipends are paid in cash. We do not pay fees for attendance at board and committee meetings. Directors are reimbursed for out-of-pocket traveling expenses incurred in attending board and committee meetings. Directors may also be provided with certain prerequisites from time-to-time.

Stock units are credited to the account of each non-employee director on a quarterly basis in an amount determined by dividing the quarterly amount of the retainer to be paid in stock units by the fair market value of a share of our common stock on the last business day of that quarter, and are fully-vested at all times. As of any date on which cash dividends are paid on our common stock, each director’s stock unit account is also credited with stock units in an amount determined by dividing the dollar value of the dividends that would have been paid on the stock units in that director’s account had those units been actual shares by the fair market value of a share of our stock on the dividend payment date. For purposes of this plan, the “fair market value” of a share of our common stock on any date is the average of the high and low reported sales prices for our stock on the New York Stock Exchange on that date. Each stock unit is paid out in cash on the first business day following the earlier of (i) five years after the end of the calendar year that includes the quarter for which that stock unit was credited to the director’s account, and (ii) when the director ceases to be a member of our board. The amount to be paid will equal the number of stock units credited to a director’s account multiplied by the fair market value of a share of our stock on the payout date. A director may elect to defer the receipt of these payments in accordance with the plan.

The following table summarizes compensation provided to each non-employee director for services provided during Fiscal Year 2014.

<u>Name</u>	<u>Fees Earned or Paid in Cash (\$)(1)</u>	<u>Stock Awards (\$)(2)</u>	<u>All Other Compensation (\$)</u>	<u>Total (\$)</u>
A. Boeckmann	0	266,667	95,000(3)	361,667
M. H. Carter	12,500	266,667	0	279,167
T. K. Crews	145,000	141,667	0	286,667
P. Dufour	125,000	141,667	0	266,667
D. E. Felsing	18,750	266,667	0	285,417
A. Maciel	140,000	141,667	0	281,667
P. J. Moore	125,000	141,667	0	266,667
T. F. O'Neill	125,000	141,667	0	266,667
F. Sanchez	62,500	100,000	0	162,500
D. Shih	125,000	141,667	0	266,667
K. R. Westbrook	145,000	141,667	19,650(3)	306,317

- (1) As described above, \$150,000 of the current annual retainer of \$275,000 is paid in stock units, which are reported in the "Stock Awards" column. In addition, our directors may elect to receive the remaining portion of the annual retainer in the form of cash, stock units or a combination of both. For Fiscal Year 2014, Mr. Boeckmann, Ms. Carter and Mr. Felsing each elected to receive his or her entire annual retainer in the form of stock units.
- (2) The amounts set forth in this column represent the grant date fair value of stock unit grants to each of the listed directors computed in accordance with the provisions of FASB ASC Topic 718. Each of the listed directors is a nonemployee director and the fair value of services provided by each director has been used to calculate the number of stock units credited to each director by dividing the quarterly fair value of the services provided by the fair market value of a share of our company's common stock on the last business day of the quarter. For purposes of this plan, the "fair market value" of a share of our common stock on any date is the average of the high and low reported sales prices for our stock on the New York Stock Exchange on that date. The fair value of services provided by each of the directors has been determined to be \$68,750 per quarter. The aggregate number of stock units credited to the account of each non-employee director as of December 31, 2014 (including mandatory stock unit grants, voluntary elections to receive stock units and the deemed reinvestment of dividends) was as follows:

<u>Name</u>	<u>Number of Stock Units at 12/31/14</u>
A. Boeckmann	19,810
M. H. Carter	134,511
T. Crews	13,579
P. Dufour	17,952
D. E. Felsing	42,821
A. Maciel	31,405
P. J. Moore	53,493
T. F. O'Neill	37,508
F. Sanchez	1,309
D. Shih	6,603
K. R. Westbrook	50,685

- (3) Consists solely of charitable gifts pursuant to the company's matching charitable gift program which is available to substantially all employees.

### Director Stock Ownership Guidelines

Our company has guidelines regarding ownership of shares of our common stock by our non-employee directors. These guidelines call for non-employee directors to own shares of common stock (including stock units issued pursuant to the Stock Unit Plan for Non-Employee Directors) over time with a fair market value of not less than three times the amount of the maximum cash portion of the annual retainer. Application of these guidelines will consider the time each director has served on our board of directors, as well as stock price fluctuations that may impact the achievement of the three times cash retainer ownership guidelines.

## Equity Compensation Plan Information

<u>Plan Category</u>	<u>Number of Securities to be Issued Upon Exercise of Outstanding Options, Warrants and Rights(a)</u>	<u>Weighted-Average Exercise Price of Outstanding Options, Warrants and Rights(b)</u>	<u>Number of Securities Remaining Available for Future Issuance Under Equity Compensation Plans (Excluding Securities Reflected in Column (a))(c)</u>
Equity Compensation Plans Approved by Security Holders . . .	14,831,588(1)	\$30.72(2)	17,317,595(3)
Equity Compensation Plans Not Approved by Security Holders . . . . .	0	0	0
Total . . . . .	14,831,588(1)	\$30.72(2)	17,317,595(3)

- (1) Consists of 4,174,525 shares to be issued upon exercise of outstanding options pursuant to the company's 2002 Incentive Compensation Plan; 3,253,895 shares to be issued upon vesting of outstanding restricted stock units, 296,812 shares to be issued upon vesting of outstanding performance share units and 6,939,216 shares to be issued upon exercise of outstanding options pursuant to the company's 2009 Incentive Compensation Plan; and 167,140 shares to be issued upon exercise of outstanding options pursuant to the ADM International Limited Savings-Related Share Options Scheme, all as of December 31, 2014. The ADM International Limited Savings-Related Share Option Scheme is a program whereby employees in the United Kingdom can save through payroll deductions and have the option to purchase shares at a predetermined, discounted price at a point in time in the future. The number of shares to be issued with respect to performance share unit awards is dependent on the degree to which applicable performance conditions are satisfied.
- (2) Weighted-average exercise price for outstanding stock options. There is no exercise price associated with outstanding restricted stock units and performance share units.
- (3) Consists of 17,317,595 shares available for issuance pursuant to our 2009 Incentive Compensation Plan as of December 31, 2014. Benefits which may be granted under the 2009 Incentive Compensation Plan are options, stock appreciation rights, restricted stock, restricted stock units, performance shares, performance units and cash-based awards.

Our company does not have any equity compensation plans that have not been approved by our stockholders.

## Report of the Audit Committee

The Audit Committee provides assistance to the Board of Directors in fulfilling its oversight responsibility to the stockholders relating to the Company's (i) financial statements and the financial reporting process, (ii) preparation of the financial reports and other financial information provided by the Company to any governmental or regulatory body, (iii) systems of internal accounting and financial controls, (iv) internal audit functions, (v) annual independent audit of the Company's financial statements, (vi) major risk exposures, (vii) legal compliance and ethics programs as established by management and the Board, (viii) related-party transactions, and (ix) performance of the compliance function.

The Audit Committee assures that the corporate information gathering, analysis and reporting systems developed by management represent a good faith attempt to provide senior management and the Board of Directors with information regarding material acts, events, and conditions within the Company. In addition, the Audit Committee is directly responsible for the appointment, compensation, retention and oversight of the independent auditor. The Audit Committee ensures that the Company establishes, resources, and maintains a professional internal auditing function and that there are no unjustified restrictions or limitations imposed on such function. The Audit Committee reviews the effectiveness of the internal audit function and reviews and approves the actions relating to the General Auditor, including performance appraisals and related base and incentive compensation. The Audit Committee is comprised of five independent directors, all of whom are financially literate and one of whom (T. K. Crews, the Chairman) has been determined by the Board of Directors to be an "audit committee financial expert" as defined by the Securities and Exchange Commission ("SEC").

Management has the primary responsibility for the financial statements and the reporting process, including the systems of internal controls. In fulfilling its oversight responsibilities, the Audit Committee reviewed and discussed the audited financial statements in the annual report with management, including a discussion of the quality — not just the acceptability — of the accounting principles, the reasonableness of significant judgments, the development and selection of the critical accounting estimates, and the clarity of disclosures in the financial statements. Also, the Audit Committee discussed with management education regarding compliance with the policies and procedures of the Company as well as federal and state laws.

The Audit Committee reviewed and discussed with the independent auditor, who is responsible for expressing an opinion on the conformity of those audited financial statements with generally accepted accounting principles, the effectiveness of the Company's internal control over financial reporting, and the matters required to be discussed by Auditing Standard No. 16, *Communications with Audit Committees*, as adopted by the PCAOB, including their judgment as to the quality — not just acceptability — of the Company's accounting principles, the reasonableness of significant judgments and the clarity of disclosures in the financial statements. In addition, the Audit Committee received the written disclosures and the letter from the independent auditor required by applicable requirements of the PCAOB regarding the independent auditor's communications with the Audit Committee concerning independence and has discussed with the independent auditor the auditor's independence from management and the Company. The Audit Committee has adopted an Audit and Non-audit Services Pre-Approval Policy and considered the compatibility of non-audit services with the independent auditor's independence. The Audit Committee recommended to the Board of Directors (and the Board of Directors approved) a hiring policy related to current and former employees of the independent auditor.

The Committee discussed the Company's major risk exposures, the steps management has taken to monitor and control such exposures, and guidelines and policies to govern the Company's risk assessment and risk management processes.

The meetings of the Audit Committee are designed to facilitate and encourage communication among the Audit Committee, the Company, the Company's internal audit function and the Company's independent auditor. The Audit Committee discussed with the internal and independent auditors the overall scope and plans for their respective audits. The Audit Committee met with the internal and independent auditors, with and without management present, to discuss the results of their examinations, their evaluations of the accounting and financial controls, and the overall quality of the Company's financial reporting. The Audit Committee met individually with members of management in executive session. The Audit Committee held nine meetings during fiscal year 2014.

The Audit Committee recognizes the importance of maintaining the independence of the Company's independent auditor, both in fact and appearance. Each year, the Audit Committee evaluates the qualifications, performance and independence of the Company's independent auditor and determines whether to re-engage the current independent auditor. In doing so, the Audit Committee considers the quality and efficiency of the services provided by the auditor, the auditor's global capabilities and the auditor's technical expertise and knowledge of the Company's operations and industry. Based on this evaluation, the Audit Committee has appointed Ernst & Young LLP as independent auditor for the fiscal year ending December 31, 2015. The members of the Audit Committee and the Board believe that, due to Ernst & Young LLP's knowledge of the Company and of the industries in which the Company operates, it is in the best interests of the Company and its stockholders to continue retention of Ernst & Young LLP to serve as the Company's independent auditor. Although the Audit Committee has the sole authority to appoint the independent auditors, the Board is submitting the selection of Ernst & Young LLP to our stockholders for ratification as a matter of good corporate practice.

In reliance on the reviews and discussions referred to above, the Audit Committee recommended to the Board of Directors (and the Board of Directors approved) that the audited financial statements be included in the Annual Report on Form 10-K for the year ended December 31, 2014 for filing with the SEC.

T. K. Crews, Chairman  
P. Dufour  
A. Maciel  
P. J. Moore  
F. Sanchez

### **Review and Approval of Certain Relationships and Related Transactions**

Various policies and procedures of our company, including our Code of Conduct, our bylaws, the charter of the Nominating/Corporate Governance Committee and annual questionnaires completed by all of our directors and executive officers, require disclosure of and otherwise identify to the company transactions or relationships that may constitute conflicts of interest or otherwise require disclosure under applicable SEC rules as “related person transactions” between our company or its subsidiaries and related persons. For these purposes, a related person is a director, executive officer, nominee for director, or 5% stockholder of the company since the beginning of the last fiscal year and their immediate family members.

Although the company’s processes vary with the particular transaction or relationship, in accordance with our Code of Conduct, directors, executive officers and other company employees are directed to inform appropriate supervisory personnel as to the existence or potential existence of such a transaction or relationship. To the extent a related person is involved in the relationship or has a material interest in the transaction, the company’s practice, although not part of a written policy, is to refer consideration of the matter to the board or the Audit Committee. The transaction or relationship will be evaluated by the board or the committee, which will approve or ratify it if it is determined that the transaction or relationship is fair and in the best interests of the company. Generally, transactions and series of related transactions of less than \$120,000 are approved or ratified by appropriate company supervisory personnel and are not approved or ratified by the board or a committee thereof.

### **Certain Relationships and Related Transactions**

During the fiscal year ended 2014, none of our directors or executive officers was a participant in or had a relationship regarded as a related person transaction, as considered under applicable regulations of the SEC.

### **Proposal No. 2 — Ratification of Appointment of Independent Registered Public Accounting Firm**

The Audit Committee is directly responsible for the appointment, compensation, retention and oversight of the independent registered public accounting firm retained to audit the company’s financial statements. The Audit Committee has appointed Ernst & Young LLP as our company’s independent registered public accounting firm for the fiscal year ending December 31, 2015. Ernst & Young LLP, or its predecessor firms, has served as our independent registered public accounting firm for more than 50 years.

The Audit Committee is responsible for the audit fee negotiations associated with our company’s retention of Ernst & Young LLP. In order to assure continuing auditor independence, the Audit Committee periodically considers whether there should be regular rotation of the independent registered public accounting firm. In conjunction with the required rotation of Ernst & Young LLP’s lead engagement partner, the Audit Committee and its Chairman are directly involved in the selection of Ernst & Young LLP’s new lead engagement partner.

We are asking our stockholders to ratify the selection of Ernst & Young LLP as our independent registered public accounting firm. Although ratification is not required by our bylaws or otherwise, our board is submitting the selection of Ernst & Young LLP to our stockholders as a matter of good corporate practice. The members of the Audit Committee, and the board, believe that the continued retention of Ernst & Young LLP to serve as the company’s independent registered public accounting firm is in the best interests of our company and its

stockholders. Representatives of Ernst & Young LLP will attend the annual meeting, will have the opportunity to make a statement if they desire to do so, and will be available to respond to appropriate questions.

**The Board of Directors recommends a vote FOR ratification of the appointment of Ernst & Young LLP as our company’s independent registered public accounting firm for the fiscal year ending December 31, 2015. Proxies solicited by the Board will be so voted unless stockholders specify a different choice.**

### **Fees Paid to Independent Auditors**

The following table shows the aggregate fees paid to Ernst & Young LLP by us for the services it rendered during the fiscal years ended December 31, 2014 and December 31, 2013.

<u>Description of Fees</u>	<u>Amount (\$)</u>	
	<u>FY2014</u>	<u>FY2013</u>
Audit Fees(1) . . . . .	\$14,802,000	\$13,986,000
Audit-Related Fees(2) . . . . .	1,720,000	1,635,000
Tax Fees(3) . . . . .	1,365,000	539,000
All Other Fees . . . . .	—	—
<b>Total . . . . .</b>	<b>\$17,887,000</b>	<b>\$16,160,000</b>

- (1) Includes fees for audit of annual financial statements, reviews of the related quarterly financial statements, audit of the effectiveness of our company’s internal control over financial reporting, certain statutory audits, and SEC filings.
- (2) Includes fees for accounting and reporting assistance and audit-related work in connection with employee benefit plans of our company.
- (3) Includes fees related to tax planning advice, tax return preparation, and expatriate tax services.

### **Audit Committee Pre-Approval Policies**

The Audit Committee has adopted an Audit and Non-audit Services Pre-Approval Policy. This policy provides that audit services engagement terms and fees, and any changes in such terms or fees, are subject to the specific pre-approval of the Audit Committee. The policy further provides that all other audit services, audit-related services, tax services, and permitted non-audit services are subject to pre-approval by the Audit Committee. All of the services Ernst & Young LLP performed for us during FY 2014 and FY2013 were pre-approved by the Audit Committee.

### **Proposal No. 3 — Advisory Vote on Executive Compensation**

Pursuant to Section 14A of the Exchange Act, the following proposal provides our stockholders with an opportunity to vote to approve, on an advisory basis, the compensation of our named executive officers, as disclosed in this proxy statement. In considering your vote, you may wish to review the “Compensation Discussion and Analysis” discussion herein, which provides details as to our compensation policies, procedures and decisions regarding the named executive officers, as well as the Summary Compensation Table and other related compensation tables, notes and narrative disclosures in this proxy statement. This vote is not intended to address any specific element of our executive compensation program, but rather the overall compensation program for our named executive officers.

The Compensation/Succession Committee, which is comprised entirely of independent directors, and our board of directors believe that the executive compensation policies, procedures and decisions made with respect to our named executive officers are competitive, are based on our pay-for-performance philosophy, and are focused on achieving our company’s goals and enhancing stockholder value.

Accordingly, for the reasons discussed above and in the “Compensation Discussion and Analysis” section of this proxy statement, the board asks our stockholders to vote **FOR** the adoption of the following resolution to be presented at the Annual Meeting of Stockholders held in 2015:

RESOLVED, that the stockholders approve, on an advisory basis, the compensation of the Company’s named executive officers as disclosed in the Compensation Discussion and Analysis section, the compensation tables, and the related narrative disclosure in this Proxy Statement.



Although this advisory vote is not binding on our board of directors, the board and the Compensation/Succession Committee will review and expect to take into account the outcome of the vote when considering future executive compensation decisions.

The board of directors will include an advisory vote on executive compensation at each annual meeting of stockholders until the next required vote on the frequency of stockholder votes on executive compensation. The next advisory vote on executive compensation will be held at the annual meeting of stockholders following the fiscal year ending December 31, 2015.

**The Board of Directors recommends that you vote FOR the approval of the advisory resolution on the compensation of our company’s named executive officers, as disclosed in this proxy statement. Proxies solicited by the Board will be so voted unless stockholders specify a different choice.**

#### **Proposal No. 4 — Reapproval of the Material Terms of Our Incentive Compensation Plan for Purposes of Section 162(m) of the Internal Revenue Code**

##### **Introduction**

We are asking our stockholders to reapprove the material terms of our 2009 Incentive Compensation Plan (the “Incentive Compensation Plan”) in order to preserve our ability to deduct, for federal income tax purposes, compensation paid under the Incentive Compensation Plan to certain of our executive officers that otherwise qualifies as performance-based compensation for purposes of Section 162(m) of the Internal Revenue Code of 1986, as amended (the “Code”). We are not proposing any increase in the number of shares available for issuance under the Incentive Compensation Plan or any other changes to the terms of the Incentive Compensation Plan. Both the annual cash incentive awards and the long-term equity incentive awards that we provide to our executive officers are provided under the Incentive Compensation Plan.

Section 162(m) generally does not allow a publicly-held company to obtain a federal income tax deduction for compensation of more than \$1,000,000 paid in any year to certain “covered employees” unless the compensation qualifies as “performance-based” under Section 162(m). Under Section 162(m), the group of “covered employees” as of the end of any taxable year consists of a company’s chief executive officer and its three other most highly compensated executive officers, other than the chief financial officer.

Various requirements must be satisfied in order to qualify compensation paid to covered employees as performance-based compensation within the meaning of Section 162(m). One such requirement is that the company’s stockholders must approve the material terms of the plan under which the performance-based compensation is provided, which include a general description of the employees eligible to receive compensation under the plan, a description of the business criteria on which any performance goals are to be based, and the maximum amount of compensation that could be paid to any employee if the applicable performance goals are attained. Section 162(m) also requires periodic reapproval by the stockholders of these material terms if, as is the case with the Incentive Compensation Plan, the compensation committee has the authority to change the performance targets from one performance period to the next.

As a result, we are asking our shareholders to reapprove the material terms of the Incentive Compensation Plan as set forth in the Plan Description section below. In light of the timing of this stockholder vote, annual cash incentive target awards for the 2015 performance period that have been established under the Incentive Compensation Plan with respect to our covered employees have been made subject to stockholder reapproval of the material terms of the Incentive Compensation Plan. If our stockholders do not reapprove the material terms of the Incentive Compensation Plan, our Compensation/Succession Committee (“Committee”) will consider whether any alternative annual cash incentive compensation arrangements for the covered employees would be appropriate under the circumstances.

**The Board of Directors recommends that you vote FOR the proposal to reapprove the material terms of the Incentive Compensation Plan.**

## **Plan Description**

The following description of the Incentive Compensation Plan is only a summary of its material terms, including the material terms for purposes of Section 162(m), and is qualified in its entirety by reference to the full text of the Incentive Compensation Plan, which has been filed as Appendix B to the definitive proxy statement for our 2015 Annual Meeting that we have filed with the SEC and is available at the SEC's website, [www.sec.gov](http://www.sec.gov).

**Types of Awards and Number of Shares.** The types of awards that may be granted under the Incentive Compensation Plan include incentive and nonqualified stock options, stock appreciation rights, restricted stock and restricted stock units, performance shares and performance share units, performance units, cash-based awards and other stock-based awards.

The total number of shares of common stock of the company available for distribution under the Incentive Compensation Plan is 30,000,000, plus the number of shares that remained available for grant under the company's Amended and Restated 2002 Incentive Plan (the "2002 Plan") on the effective date of the Incentive Compensation Plan. Of this number of shares, no more than 15,000,000 may be granted in the form of awards other than options or stock appreciation rights, and no more than 30,000,000 can be subject to incentive stock options. These limits are subject to adjustment for future stock splits, stock dividends, and similar changes in the capitalization of the company.

**Eligibility to Participate.** All non-employee directors of the company and all employees of and qualified consultants and advisers to the company and its affiliated entities are eligible to receive awards under the Incentive Compensation Plan. As of March 12, 2015, there were approximately 33,000 employees of the Company and its subsidiaries, 11 non-employee directors of the Company and an indeterminate number of consultants and advisers who would be eligible to receive awards under the Incentive Compensation Plan. Although not necessarily indicative of future awards under the Incentive Compensation Plan, as of the same date, approximately 2,423 of the eligible employees (including all of the executive officers), none of the non-employee directors and no consultants or advisers have been granted awards under the Incentive Compensation Plan. The Committee selects award recipients in its discretion from among eligible individuals.

**Individual Award Limits.** No participant may receive in any fiscal year of the company awards under the Incentive Compensation Plan that exceed the following limitations: (i) no more than 2,000,000 shares subject to stock option awards; (ii) no more than 2,000,000 shares subject to stock appreciation rights awards; (iii) no more than 1,000,000 shares subject to restricted stock and restricted stock unit awards; (iv) no more than 1,000,000 shares subject to performance share and performance share unit awards; (v) no performance unit awards with a maximum aggregate pay-out in excess of \$10,000,000; (vi) no cash-based awards with a maximum aggregate pay-out in excess of \$10,000,000; (vii) and no other stock-based awards covering more than 1,000,000 shares or with a maximum aggregate pay-out in excess of \$10,000,000.

**Performance Criteria.** With respect to awards intended to qualify as performance-based compensation for purposes of Section 162(m), the performance goals to which such awards are subject must be based on one or any combination of two or more of the following criteria: earnings per share; net income before or after taxes; return on assets, net assets, equity, investment or capital; cash flow, cash flow per share and cash flow return on investments (net cash flows divided by owners' equity); earnings before or after any one or more of taxes, interest, depreciation and amortization; gross revenues; and share price (including, but not limited to, growth measures and total stockholder return). The performance criteria selected may be applied on an absolute or comparative basis, and may relate to performance by the company or any subsidiary, affiliate, division or business unit of the company. The Committee may define the manner of calculating the performance criteria it chooses to use in any performance period, which may include adjustments to such criteria as otherwise defined in U.S. generally accepted accounting principles.

**Share Counting and Recycling.** Any shares subject to an award under the Incentive Compensation Plan, or to an award under the 2002 Plan that remained outstanding on the effective date of the Incentive Compensation

Plan, that is forfeited, cancelled, settled in cash or otherwise terminated will, to the extent of such forfeiture, cancellation, cash settlement or termination, again be available for award under the Incentive Compensation Plan. However, shares delivered by a participant or withheld by the company to satisfy the purchase price of an option or a tax withholding obligation in connection with any form of award, and shares subject to a stock appreciation right that are not issued in connection with the stock settlement of the stock appreciation right will not be available for grant again under the Incentive Compensation Plan. Shares subject to Incentive Compensation Plan awards granted in substitution for outstanding awards granted by another entity prior to its acquisition by the company (“substitute awards”) will not count against the maximum number of shares available for grant under the Incentive Compensation Plan.

**Administration.** The Incentive Compensation Plan may be administered by the Committee or a subcommittee of the Committee, which shall consist of two or more directors who are “non-employee directors” within the meaning of Rule 16b-3 under the Securities Exchange Act of 1934, “outside directors” for purposes of Section 162(m), and “independent directors” under the rules of the New York Stock Exchange. Subject to the provisions of the Incentive Compensation Plan, the Committee will have the power to make awards under the Incentive Compensation Plan and to determine when and to whom awards will be granted, and the form, amount, and other terms and conditions of each award. The Committee will have the authority to interpret the Incentive Compensation Plan and any award or agreement made under the Incentive Compensation Plan; to establish, amend, waive, and rescind any rules and regulations relating to the administration of the Incentive Compensation Plan; to determine the terms and provisions of any agreements entered into under the Incentive Compensation Plan; and to make all other determinations necessary or advisable for the administration of the Incentive Compensation Plan. In addition, the board of directors of the company may delegate authority to officers of the company to grant and administer option grants under the Incentive Compensation Plan to participants (other than themselves) who are not officers or directors of the company subject to the requirements of Section 16 of the Securities Exchange Act of 1934. With respect to participants outside the United States, the Committee also has the authority under the Incentive Compensation Plan to modify the terms of awards held by such participants, establish subplans for such participants, and take other actions in order to comply with the laws of other countries or the requirements of foreign securities exchanges.

**Terms of Awards.** Awards under the Incentive Compensation Plan are to be evidenced by written or electronic agreements containing the terms and conditions of the awards, consistent with the requirements of the Incentive Compensation Plan. Such agreements may be amended unilaterally by the company (with the approval of the Committee) unless any such amendment would materially impair the rights of participants, in which case the consent of the participants would be required. In addition, no option or stock appreciation rights award agreement may be amended to decrease the applicable option price or base price, be cancelled in exchange for cash, a new option or stock appreciation rights award with a lower option price or base price or another form of award, or be subject to any other action that would constitute a “repricing” of an option or stock appreciation right for accounting purposes, without the prior consent of the company’s stockholders. The Committee may provide in award agreements for the forfeiture of awards or the recovery of amounts paid or shares issued pursuant to awards upon the termination of a participant’s employment for cause, a participant’s breach of restrictive covenants or a participant’s conduct that is detrimental to the company.

The Incentive Compensation Plan includes the following provisions governing the terms of awards generally, and the specific forms of awards authorized under the Incentive Compensation Plan.

**Term and Minimum Vesting Period.** The Committee determines the term of each award, but in no event may the term of an award be longer than ten years after the date of grant. Awards other than stock options and stock appreciation rights that vest solely as a result of the passage of time and continued service by the participant will be subject to a vesting period of not less than three years from the grant date, with pro rata vesting and limited exceptions permitted. Awards other than stock options and stock appreciation rights whose vesting is subject to the satisfaction of performance goals over a performance period will be subject to a performance period of not less than one year from the grant date, with limited exceptions. The permitted exceptions generally involve a

termination of employment due to death, disability or retirement, a change in control, awards in payment of previously earned compensation, substitute awards and awards involving an aggregate number of shares not exceeding 5% of the Incentive Compensation Plan's share reserve.

*Transferability.* During the lifetime of a participant to whom an award is granted, only such participant (or, if so provided in the applicable agreement in the case of a nonqualified stock option or a stock appreciation right, a permitted transferee as hereafter described) may exercise an option or stock appreciation right or receive payment with respect to any other award. No award (other than an award of stock without restrictions) may be sold, assigned, transferred, exchanged, or otherwise encumbered, and any attempt to do so will not be effective, except that (a) an award may be transferable to a successor in the event of a participant's death, (b) a nonqualified stock option may be transferable pursuant to a qualified domestic relations order, and (c) an award agreement may provide that a nonqualified stock option or a stock appreciation right may be transferable to members of the participant's immediate family or to one or more trusts for the benefit of such family members or partnerships in which such family members are the only partners, so long as the participant receives no consideration for the transfer. The transfer of a nonqualified stock option may be subject to such other terms and conditions as the Committee may determine.

*Incentive and Nonqualified Stock Options.* Both incentive and nonqualified stock options may be granted to participants at such exercise prices as the Committee, or the officers delegated authority to grant and administer options by the board of directors, may determine, but the exercise price for any option may not be less than 100% of the fair market value (as defined in the Incentive Compensation Plan) of a share of common stock of the company as of the date the option is granted, except in the case of substitute awards. The closing sale price of a share of common stock of the company on the New York Stock Exchange on March 12, 2015 was \$46.64 per share.

Stock options may be granted and exercised at such times as the Committee, or the officers delegated authority to grant and administer options by the board of directors, may determine, except that (a) incentive stock options may be granted only to employees, (b) no incentive stock options may be granted more than ten years after the effective date of the Incentive Compensation Plan, (c) an option shall not be exercisable more than ten years after the date of grant, and (d) the aggregate fair market value of the shares with respect to which incentive stock options granted under the Incentive Compensation Plan and any other plan of the company first become exercisable in any calendar year for any employee may not exceed the \$100,000 maximum amount permitted under Code Section 422(d). Additional restrictions apply to an incentive stock option granted to an individual who beneficially owns more than 10% of the combined voting power of all classes of stock of the Company.

The purchase price payable upon exercise of options may be paid in cash, or, if the Committee permits, by delivering stock already owned by the participant (the fair market value of the shares delivered on the date of exercise being equal to the option price of the stock being purchased), or by a combination of cash and such stock, unless otherwise provided in the related agreement. The Committee may also allow payment (a) in the form of an authorization to the company to withhold from the total number of shares of common stock as to which the option is being exercised the number of shares having a fair market value on the date of exercise equal to the aggregate option price for the total number of shares as to which the option is being exercised, (b) in the form of an irrevocable authorization to a third party with whom the participant has a brokerage or similar relationship to sell the shares acquired upon exercise of the option and use the sale proceeds to pay the purchase price, or (c) by any other means that the Committee determines to be consistent with the Incentive Compensation Plan's purpose and applicable law.

Upon the termination of a participant's employment, the unvested portions of all of the participant's options will be forfeited, and a limited period of time after termination will be provided during which the vested portions of the options may be exercised. This period will be one year after termination if employment ends because of the participant's death, and three months after termination if employment ends for any other reason. These periods may not, in any case, extend beyond the expiration date of an option, and may be varied by the terms of the applicable award agreements.

*Stock Appreciation Rights.* The value of a stock appreciation rights award granted to a participant is determined by the appreciation in the number of shares of common stock of the company subject to the award during its term, subject to any limitations upon the amount or percentage of total appreciation that the Committee may determine at the time the award is granted. The participant receives all or a portion of the amount by which the fair market value on the date the award is exercised of the number of shares as to which the award is exercised, exceeds a base price for that number of shares as specified by the Committee at the time the award is granted. The base price per share of a stock appreciation rights award must be at least 100% of the fair market value of a share of common stock of the company on the date the stock appreciation rights award is granted, except in the case of substitute awards. A stock appreciation rights award may be granted in connection with a previously or contemporaneously granted option, or independent of any option. A stock appreciation rights award may be paid in cash, shares of common stock of the company or a combination of cash and shares as determined by the Committee. No stock appreciation rights award may be exercised more than ten years after its date of grant. Stock appreciation rights awards may be exercised after a termination of employment in accordance with the same rules applicable to options.

*Performance Awards and Cash-Based Awards.* Performance shares, performance share units, performance units and cash-based awards entitle the participant to payment in amounts determined by the Committee based upon the achievement of specified performance goals during a specified term. With respect to awards intended to comply with the requirements of Section 162(m), such performance goals will be based on one or any combination of two or more of the performance criteria listed above. Awards that are not intended to comply with Section 162(m) may be based on those or other performance criteria, as determined by the Committee. Each performance share or performance share unit has an initial value equal to the fair market value of a share of common stock of the company on the date of grant, and performance units and cash-based awards shall have values as determined by the Committee.

Payments with respect to earned awards may be made in cash, shares of common stock of the company or a combination of cash and shares as determined by the Committee. Shares issued in payment of earned awards shall have an aggregate fair market value determined as of the last day of the applicable performance period equal to the value of the earned awards to be paid in shares. Unless otherwise provided in an applicable award agreement, a participant will receive a pro rata payout of performance share, performance share unit, performance unit or cash-based awards (based on actual achievement of performance goals during the performance period) if employment ends during the performance period due to death, disability or retirement, but will forfeit all such awards if employment ends for any other reason during the performance period. The Committee may require or permit participants to defer the issuance of shares or the settlement of awards in cash under such rules and procedures as it may establish under the Incentive Compensation Plan.

*Restricted Stock Awards and Restricted Stock Units.* The Committee may grant participants shares of common stock of the company that are subject to such transfer and other restrictions as the Committee may determine, along with a risk of forfeiture or repurchase. The Committee may also grant participants restricted stock units, each of which provides a participant the right to receive a share of common stock of the company after satisfaction of a vesting period, and which are also subject to restrictions and a risk of forfeiture. Awards of restricted stock provide the participant with dividends and voting rights prior to vesting, but the dividends may be made subject to such restrictions and risk of forfeiture as the Committee may determine. Awards of restricted stock units may provide the participant with dividend equivalents prior to vesting, at the discretion of the Committee.

*Other Stock-Based Awards.* The Committee may also grant other awards that are valued in whole or in part by reference to, or are otherwise based on and/or payable in, shares of common stock of the company. Payments with respect to other stock-based awards may be made in cash, shares of common stock of the company or a combination of cash and shares as determined by the Committee. The Committee has the discretion to determine the terms and conditions of these other stock-based awards so long as they are consistent with the vesting requirements and other provisions of the Incentive Compensation Plan.

***Duration of Plan.*** The Incentive Compensation Plan will remain in effect until all shares of common stock of the company subject to the Incentive Compensation Plan are distributed, or until such earlier date as the Incentive Compensation Plan may be terminated by the board of directors.

***Adjustments Due to Changes in Capitalization.*** In the event of a stock dividend, stock split, or other recapitalization that is considered an “equity restructuring” for accounting purposes, the Committee shall equitably adjust the number and type of securities available for awards under the Incentive Compensation Plan, the number and type of securities and amount of cash subject to outstanding awards, the exercise price or base price of outstanding options and stock appreciation rights, and provisions regarding payment with respect to outstanding awards. The Committee has the discretion to make similar adjustments in connection with other changes in the company’s capitalization, including due to a merger or consolidation. Adjustments in performance targets and goals applicable to outstanding awards may also be made by the Committee upon the occurrence of such events, so long as such adjustments would not cause an award intended to qualify as “performance-based compensation” for purposes of Section 162(m) to fail to do so.

***Amendment or Suspension of Plan.*** The board of directors may amend or suspend the Incentive Compensation Plan, except that no amendment shall be effective without stockholder approval if such approval is required by applicable laws or regulations or the rules of the principal securities exchange on which the company’s common stock is listed (which is currently the New York Stock Exchange). No amendment of the Incentive Compensation Plan shall materially impair the rights of any participant under any award previously granted without the consent of the participant, unless the amendment or modification is made to comply with applicable law, stock exchange rules or accounting rules.

***Change of Control.*** In the event of a dissolution or liquidation of the company, a sale of substantially all of the assets of the company, a merger or consolidation of the company with or into any other corporation, or a statutory share exchange involving capital stock of the company, the Committee has the discretion, but not the obligation, to replace or cancel in exchange for payment outstanding options and stock appreciation rights in accordance with the terms of the Incentive Compensation Plan. The Committee may also specify in award agreements the consequences to an award of a change of control of the company, which is generally defined in the Incentive Compensation Plan to include, in addition to the events described in the preceding sentence, the acquisition by a person or group of 30% or more of the Company’s voting stock and certain changes in the composition of the company’s board of directors.

## **Federal Tax Considerations**

The following is a summary of the principal United States federal income tax consequences to the company and to participants subject to U.S. taxation with respect to awards granted under the Incentive Compensation Plan, based on current statutes, regulations and interpretations.

***Incentive Stock Options.*** If a participant is granted an incentive stock option under the Incentive Compensation Plan, the participant will not recognize taxable income upon grant of the option. Additionally, if applicable holding period requirements (a minimum of two years from the date of grant and one year from the date of exercise) are met, the participant will not recognize taxable income at the time of exercise. However, the excess of the fair market value of the shares acquired at the time of exercise over the aggregate exercise price is an item of tax preference income potentially subject to the alternative minimum tax. If shares acquired upon exercise of an incentive stock option are held for the holding period described above, the gain or loss (in an amount equal to the difference between the fair market value on the date of sale and the exercise price) upon disposition of the shares will be treated as a long-term capital gain or loss, and the Company will not be entitled to any deduction. Except in the event of death, if the holding period requirements are not met, the incentive stock option will be treated as one that does not meet the requirements of the Code for incentive stock options and the tax consequences described below for nonqualified stock options will generally apply.

***Nonqualified Stock Options.*** A participant will have no taxable income, and the company will not be entitled to any related deduction, at the time a nonqualified stock option is granted under the Incentive

Compensation Plan. At the time of exercise of a nonqualified stock option, the participant will realize ordinary income, and the company will be entitled to a corresponding deduction, equal to the excess of the fair market value of the stock on the date of exercise over the option price. Upon disposition of the shares, any additional gain or loss realized by the participant will be taxed as a capital gain or loss.

**Other Awards.** The current federal income tax consequences of other awards authorized under the Incentive Compensation Plan generally follow certain basic patterns. Stock appreciation rights awards are taxed and deductible in substantially the same manner as nonqualified stock options. An award of restricted stock results in income recognition by a participant in an amount equal to the fair market value of the shares received at the time the restrictions lapse and the shares vest, unless the participant elects under Code Section 83(b) to accelerate income recognition and the taxability of the award to the date of grant. Unit type awards (restricted stock units, performance share units and performance units) and cash-based awards generally result in income recognition by a participant at the time payment of such an award is made in an amount equal to the amount paid in cash or the then-current fair market value of the shares received, as applicable. In each of the foregoing cases, the Company will generally have a corresponding deduction at the time the participant recognizes ordinary income, subject to Code Section 162(m) with respect to covered employees.

**Section 162(m).** Awards under the Incentive Compensation Plan to the company’s chief executive officer and the three other most highly compensated executive officers (other than the chief financial officer) that qualify as “performance-based compensation” for purposes of Section 162(m) will be exempt from the deduction limitation of Section 162(m), thus allowing the company the full tax deduction otherwise permitted for such awards. If the material terms of the Incentive Compensation Plan are reapproved by the company’s stockholders, the Incentive Compensation Plan will enable the Committee to continue grant awards that may qualify as performance-based compensation for purposes of Section 162(m).

**Withholding.** The Incentive Compensation Plan permits the company to withhold from awards an amount sufficient to cover any required withholding taxes. In lieu of cash, the Committee may permit a participant to cover withholding obligations through a reduction in the number of shares to be delivered to such participant or by delivery of shares already owned by the participant.

**Awards Under the Plan**

Because all awards under the Incentive Compensation Plan are discretionary with the Committee, neither the number nor types of future Incentive Compensation Plan awards to be received by or allocated to particular participants or groups of participants is presently determinable. However, as discussed above, annual cash incentive targets for the 2015 performance period that have been established under the Incentive Compensation Plan with respect to our covered employees have been made subject to stockholder reapproval of the material terms of the Incentive Compensation Plan. The following table sets forth the target payout amounts associated with these annual cash incentive target awards to the individuals who were considered covered employees for Section 162(m) purposes as of December 31, 2014:

<u>Name and Current Position</u>	<u>Target Payout (\$)</u>
P.A. Woertz . . . . . <i>Chairman</i>	\$2,450,000
J.R. Luciano . . . . . <i>CEO and President</i>	\$1,200,000
D.C. Findlay . . . . . <i>Senior Vice President, General Counsel &amp; Secretary</i>	\$ 700,000
J.D. Taets . . . . . <i>Senior Vice President</i>	\$ 550,000

Actual amounts that would be earned and payable pursuant to these target awards assuming stockholder reapproval of the material terms of the Incentive Compensation Plan will be determined in accordance with the process described earlier in this proxy statement under the caption “Compensation Discussion and Analysis — Annual Cash Incentives — How Do We Calculate Annual Cash Incentives?”

As stated above, the material terms of the Incentive Compensation Plan are being submitted for stockholder reapproval so that awards under the Incentive Compensation Plan can continue to qualify for deductibility by the Company under Section 162(m). However, stockholder reapproval of the material terms is only one of several requirements under Section 162(m) that must be satisfied for awards under the Incentive Compensation Plan to qualify as performance-based compensation purposes of Section 162(m), and reapproval of the material terms of the Incentive Compensation Plan by our stockholders should not be viewed as a guarantee that all amounts paid under the Incentive Compensation Plan will, in practice, be deductible by the company.

**The Board of Directors recommends a vote FOR the reapproval of the material terms of the Incentive Compensation Plan.**

#### **Proposal No. 5 — Independent Board Chairman**

Mr. William Steiner, 112 Abbottsford Gate, Piermont, New York 10968, beneficial owner of not less than 500 shares of common stock of the company, has notified the company that he intends to present the following resolution at the annual meeting. The board of directors and the company accept no responsibility for the proposed resolution and supporting statement. As required by Securities and Exchange Commission rules, the resolution and support statement are printed below.

Resolved: Shareholders request that the Board of Directors adopt a policy that the Chair of the Board of Directors shall be an independent director who is not a current or former employee of the company, and whose only nontrivial professional, familial or financial connection to the company or its CEO is the directorship. The policy should be implemented so as not to violate existing agreements and should allow for departure under extraordinary circumstances such as the unexpected resignation of the chair.

When our CEO is our board chairman, this arrangement can hinder our board’s ability to monitor our CEO’s performance. Many companies already have an independent Chairman. An independent Chairman is the prevailing practice in the United Kingdom and many international markets. This proposal topic won 50%-plus support at 5 major U.S. companies in 2013 including 73%-support at Netflix.

This topic is of additional importance for Archer Daniels Midland because our Lead Director, Mollie Hale Carter, CEO of Sunflower Bank, had 18-years long tenure — the longest tenure of any ADM director. Ms. Carter apparently originally joined the ADM board at approximately age 33. GMI Ratings, an independent investment research firm, said long-tenured directors can form relationships that may compromise the director’s independence and therefore hinder the ability to provide effective oversight.

This topic is also important because Patricia Woertz, our Chairman and CEO, was potentially distracted with her directorships at 3 public companies. Plus Ms. Woertz received our highest negative votes and Ms. Carter received our second highest negative votes. This topic won strong shareholder support at our 2014 annual meeting — 47%.

Please vote to protect shareholder value:

#### **Independent Board Chairman — Proposal 5**



## **Recommendation of the Board of Directors AGAINST the Proposal**

The Board has carefully considered the above proposal and believes that it is not in the best interests of the Company or its stockholders to deprive the Board of important flexibility by requiring the Chairman of the Board of Directors to be an independent member of the Board.

The Board currently has no policy with respect to the independence of the Chairman of the Board. Ms. Woertz, who served as the Company's Chairman and Chief Executive Officer until January 1, 2015, currently continues to serve as our Chairman following Mr. Luciano's appointment as Chief Executive Officer effective as of that date. As discussed further below, the Company has a Lead Director, Mr. Donald Felsing, who has served in this capacity since May 1, 2014, and as a director of the Company since 2009.

The Company's Corporate Governance Guidelines provide that the independent directors will evaluate the Board's leadership structure periodically to determine whether it is in the best interests of the Company and its stockholders to have an independent Chairman, and the Board does not have a policy prohibiting former employees of the Company from serving as Chairman. Such a policy would preclude Ms. Woertz from serving in her current role. The independent directors value the flexibility they have to make a determination of who is best suited to serve as Chairman based on the position and direction of the Company and the constitution of the Board and management team.

After careful consideration, the Board has determined that having Ms. Woertz serve as Chairman is in the best interest of the Company and its stockholders at this time for several reasons. Ms. Woertz's knowledge of the Company's operations and strategy provide a valuable resource to both the Board and Mr. Luciano, which has helped facilitate a smooth transition of the Chief Executive Officer role and effective dialogue between management and the Board. Ms. Woertz also has significant knowledge of the people, information and resources necessary to facilitate Board function, which contributes to an efficient and effective Board. The Board believes that adopting a policy that could deprive it of the valuable insights Ms. Woertz has to offer at a critical transition period would be detrimental to the Company and its stockholders.

The Board also believes the proposed policy would be detrimental to the Company because it would remove the Board's flexibility and narrow the governance arrangements that the Board may consider. The Board believes that, depending on the Company's circumstances at any given point in time, it may not be in the best interests of the Company or its stockholders to have a Chairman who is an independent director for a variety of reasons. As discussed above, the Board believes the Company's current situation is one such time, but potentially not the only time, and it would be impracticable to predict all future circumstances in which a non-independent Chairman might benefit the Company. Overall, the Board believes it should be allowed to use its business judgment to select the director it believes is best suited to serve as Chairman and to change that determination as facts and circumstances, including personnel, change.

The Board does recognize that it is critical to the health of the Company that the Board operates independently of management and has the benefit of independent leadership. Accordingly, the Company's Corporate Governance Guidelines provide that when the Chairman of the Board is not an independent director, the independent directors will annually elect a Lead Director from among themselves. The Nominating/Corporate Governance Committee is responsible for recommending a candidate for Lead Director. The Board believes that the responsibilities of the Lead Director appropriately and effectively complement the Chairman and Chief Executive roles. The specific duties and responsibilities of the Lead Director, as provided in the Corporate Governance Guidelines, are as follows:

- presides at all meetings of the Board at which the Chairman is not present, including executive sessions of the independent Directors;
- serves as liaison between the Chairman and the independent Directors;
- consults with the Chairman on and approves all meeting agendas, schedules and information provided to the Board;

- has the authority to call meetings of the independent Directors; and
- if requested by major stockholders, ensures that he or she is available for consultation and direct communication.

In addition to having a Lead Director position with significant responsibilities, the Company has a number of governance structures in place to support the independent operation of the Board:

- all 13 of the current directors other than Ms. Woertz and Mr. Luciano are independent under the standards of the New York Stock Exchange;
- the Board's Audit Committee, Compensation/Succession Committee, and Nominating/Corporate Governance Committee are composed solely of independent directors;
- non-management directors meet privately in executive session presided over by the Lead Director at least quarterly, and if any of the non-management directors are not independent pursuant to the Board's independence determination, at least one executive session each year will include only independent directors;
- directors have full and free access to the officers and employees of the Company; and
- the Board and each committee of the Board has the power to retain experts or advisors without consulting or obtaining the approval of any officer of the Company.

The Board also does not believe the proposed policy is necessary to ensure that the Board effectively monitors the performance of the Chief Executive Officer. The Board's process for evaluating the Chief Executive Officer's performance is coordinated by the Lead Director and involves the participation of all of the independent Board members. The evaluation is done annually in executive session, and the Compensation/Succession Committee considers the results when determining and approving the elements of the Chief Executive Officer's compensation. The evaluation of the Chief Executive Officer's performance is not hindered by the absence of an independent Chairman.

Finally, the Company believes its performance demonstrates that it maintains a corporate governance structure that promotes value for stockholders. The total shareholder return with respect to the Company's common stock was approximately 22.3%, 94.4% and 85.1% during the one-, three- and five-year periods ended on December 31, 2014. This compares to total shareholder return of approximately 11.3%, 63.9% and 103.1% for the S&P 100 Industrials during the same periods. The Company's performance across a variety of metrics, including total shareholder return, indicates that its current governance practices function effectively for the Company and its stockholders. The Board therefore believes that the Company's balanced and flexible corporate governance structure, including a Lead Director with significant responsibilities, makes it unnecessary and ill advised to impose an absolute requirement that the Chairman be an independent director.

**Accordingly, the Board of Directors recommends that stockholders vote AGAINST this stockholder proposal. Proxies solicited by the Board will be so voted unless stockholders specify a different choice.**

#### **Deadline for Submission of Stockholder Proposals**

Proposals of stockholders intended to be presented at the next annual meeting and desired to be included in our proxy statement for that meeting must be received by the Secretary, Archer-Daniels-Midland Company, 77 West Wacker Drive, Suite 4600, Chicago, Illinois 60601, no later than November 28, 2015, in order to be included in such proxy statement. Generally, if written notice of any stockholder proposal intended to be presented at the next annual meeting, and not included in our proxy statement for that meeting, is not delivered to the Secretary at the above address between February 7, 2016 and March 8, 2016 (or, if the next annual meeting is called for a date that is not within the period from April 7, 2016 to June 6, 2016, if such notice is not so delivered by the close of business on the tenth day following the earlier of the date on which notice of the date of such annual meeting is mailed or public disclosure of the

date of such annual meeting is made), or if such notice does not contain the information required by Section 1.4(c) of our bylaws, the chair of the annual meeting may declare that such stockholder proposal be disregarded.

### **Stockholders with the Same Address**

Individual stockholders sharing an address with one or more other stockholders may elect to “household” the mailing of the proxy statement and our annual report. This means that only one annual report and proxy statement will be sent to that address unless one or more stockholders at that address specifically elect to receive separate mailings. Stockholders who participate in householding will continue to receive separate proxy cards. Also, householding will not affect dividend check mailings. We will promptly send a separate annual report and proxy statement to a stockholder at a shared address on request. Stockholders with a shared address may also request us to send separate annual reports and proxy statements in the future, or to send a single copy in the future if we are currently sending multiple copies to the same address.

Requests related to householding should be made by writing Investor Relations, Archer-Daniels-Midland Company, 4666 Faries Parkway, Decatur, Illinois 62526-5666 or by calling our Investor Relations at 217/424-5656. If you are a stockholder whose shares are held by a bank, broker or other nominee, you can request information about householding from your bank, broker or other nominee.

### **Other Matters**

It is not contemplated or expected that any business other than that pertaining to the subjects referred to in this proxy statement will be brought up for action at the meeting, but in the event that other business does properly come before the meeting calling for a stockholders’ vote, the named proxies will vote thereon according to their best judgment in the interest of our company.

By Order of the Board of Directors  
ARCHER-DANIELS-MIDLAND COMPANY

A handwritten signature in black ink, appearing to read "D. C. Findlay". The signature is written in a cursive style with a large, sweeping flourish at the end.

D. C. Findlay, *Secretary*

March 27, 2015

## Definition and Reconciliation of Non-GAAP Measures

We use **Adjusted ROIC** to mean “Adjusted ROIC Earnings” divided by “Adjusted Invested Capital”. Adjusted ROIC Earnings is the Company’s net earnings attributable to controlling interests adjusted for the after-tax effects of interest expense, changes in the LIFO reserve, and other specified items. Adjusted Invested Capital is the average of quarter-end amounts for the trailing four quarters, with each such quarter-end amount being equal to the sum of the Company’s equity (excluding non-controlling interests), interest-bearing liabilities, the after-tax effect of the LIFO reserve, and other specified items. Management uses **Adjusted ROIC** to measure the Company’s performance by comparing **Adjusted ROIC** to the Company’s weighted average cost of capital, or WACC.

We use Adjusted EBITDA to mean EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) adjusted for specified items. Management uses **Adjusted EBITDA** to measure profitability of the Company after adjusting for certain specified items.

**Adjusted ROIC, Adjusted ROIC Earnings, Adjusted Invested Capital, and Adjusted EBITDA** are non-GAAP financial measures and are not intended to replace or be alternatives to GAAP financial measures. The following tables present reconciliations of Adjusted ROIC earnings to net earnings attributable to controlling interests, the most directly comparable amount reported under GAAP; of Adjusted Invested Capital to Total Shareholders’ Equity, the most directly comparable amounts reported under GAAP; of Adjusted EBITDA to net earnings attributable to controlling interests, the most directly comparable amount reported under GAAP; and the calculation of Adjusted ROIC for the period ended December 31, 2014.

<b>Adjusted ROIC Calculation</b> <i>(twelve months ended December 31, 2014)</i>		
Adjusted ROIC Earnings*	2,310	= 8.96%
Adjusted Invested Capital*	25,786	

*\*(in millions)*

**Adjusted ROIC Earnings<sup>(3)</sup>**

(In Millions)	Quarter Ended				Four Quarters Ended Dec 31, 2014
	Mar 31, 2014	Jun 30, 2014	Sep 30, 2014	Dec 31, 2014	
Net earnings attributable to ADM	\$ 267	\$ 533	\$ 747	\$ 701	\$ 2,248
Adjustments					
Interest expense	93	79	79	86	337
LIFO	159	(73)	(315)	(16)	(245)
Other specified items	4	38	(13)	(15)	14
Total adjustments	256	44	(249)	55	106
Tax on adjustments	(94)	(10)	114	(54)	(44)
Net adjustments	162	34	(135)	1	62
Total Adjusted ROIC Earnings	\$ 429	\$ 567	\$ 612	\$ 702	\$ 2,310

**Adjusted Invested Capital<sup>(3)</sup>**

	Quarter Ended				Trailing Four Quarter Average
	Mar 31, 2014	Jun 30, 2014	Sep 30, 2014	Dec 31, 2014	
Shareholders' Equity <sup>(1)</sup>	\$20,023	\$20,184	\$20,226	\$19,575	\$20,002
+ Interest-bearing liabilities <sup>(2)</sup>	5,675	5,623	5,542	5,691	5,633
+ LIFO adjustment (net of tax)	284	238	43	33	150
+ Other specified items	5	30	12	(42)	1
Total Adjusted Invested Capital	\$25,987	\$26,075	\$25,823	\$25,257	\$25,786

<sup>(1)</sup> Excludes noncontrolling interests

<sup>(2)</sup> Includes short-term debt, current maturities of long-term debt, capital lease obligations and long-term debt

<sup>(3)</sup> Non-GAAP measure: The Company uses certain "Non-GAAP" financial measures as defined by the Securities and Exchange Commission. These are measures of performance not defined by accounting principles generally accepted in the United States, and should be considered in addition to, not in lieu of, GAAP reported measures.

- (1) Adjusted Return on Invested Capital (ROIC) is Adjusted ROIC Earnings divided by Adjusted Invested Capital. Adjusted ROIC Earnings is ADM's net earnings adjusted for the after tax effects of interest expense, changes in the LIFO reserve, and other specified items. Adjusted ROIC Invested Capital is the sum of ADM's equity (excluding noncontrolling interests), interest-bearing liabilities, the after tax effect of the LIFO reserve, and the after tax effect of other specified items.
- (2) Other specified items are comprised of U.S. biodiesel credits of \$9 million (\$10 million, after tax) partially offset by an income tax true-up of \$5 million for the quarter ended March 31, 2014; U.S. biodiesel credits of \$16 million (\$19 million, after tax) and relocation and restructuring charges of \$31 million (\$20 million, after tax) partially offset by an income tax true-up of \$9 million for the quarter ended June 30, 2014; a gain on sale of asset of \$156 million (\$97 million, after tax) partially offset by Wild-related charges of \$102 million (\$63 million, after tax), U.S. biodiesel credits of \$27 million (\$32 million, after tax), and an income tax true-up of \$14 million for the quarter ended September 30, 2014; and gains on sale of assets of \$135 million (\$89 million, after tax) and U.S. biodiesel credits attributable to prior periods of \$52 million (\$61 million, after tax) partially offset by Wild-related charges of \$33 million (\$21 million, after tax), asset impairment charges of \$41 million (\$26 million, after tax), and pension settlement charge of \$98 million (\$61 million, after tax) for the quarter ended December 31, 2014.
- (3) ROIC Earnings of \$2,310 divided by Invested Capital of \$25,786 results in Return on Invested Capital of 8.96%.

**Adjusted EBITDA<sup>(1)</sup>**  
(In Millions)

	Twelve Months Ended Dec 31, 2014
Net earnings attributable to ADM	\$ 2,248
Net earnings attributable to noncontrolling interests	5
Income taxes	877
Earnings before income taxes	3,130
Interest Expense	337
Depreciation and amortization	865
EBITDA	\$ 4,332
<b>Adjustments:</b>	
LIFO credit	(245)
Pension settlement	98
Adjusted EBITDA	\$ 4,185

<sup>(1)</sup> Non-GAAP measure: The Company uses certain "Non-GAAP" financial measures as defined by the Securities and Exchange Commission. These are measures of performance not defined by accounting principles generally accepted in the United States, and should be considered in addition to, not in lieu of, GAAP reported measures.

- (1) Adjusted EBITDA is EBITDA adjusted for certain specified items as described above.

(This page intentionally left blank)

Form  
**10-K**

ARCHER DANIELS MIDLAND COMPANY

2014





**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D. C. 20549  
FORM 10-K**

**ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**OR**

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the fiscal year ended December 31, 2014

Commission file number 1-44



**ARCHER-DANIELS-MIDLAND COMPANY**  
(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction of  
incorporation or organization)

**41-0129150**  
(I. R. S. Employer  
Identification No.)

**77 West Wacker Drive, Suite 4600**  
**Chicago, Illinois**  
(Address of principal executive offices)

**60601**  
(Zip Code)

**312-634-8100**  
(Registrant's telephone number, including area code)

**Securities registered pursuant to Section 12(b) of the Act:**

<u>Title of each class</u>	<u>Name of each exchange on which registered</u>
<b>Common Stock, no par value</b>	<b>New York Stock Exchange Frankfurt Stock Exchange</b>

**Securities registered pursuant to Section 12(g) of the Act:** **None**

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes  No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or 15(d) of the Act. Yes  No

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definition of "large accelerated filer", "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large Accelerated Filer   
Non-accelerated Filer

Accelerated Filer   
Smaller Reporting Company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

State the aggregate market value of the voting and non-voting common equity held by non-affiliates computed by reference to the price at which the common equity was last sold, or the average bid and asked price of such common equity, as of the last business day of the registrant's most recently completed second fiscal quarter.

Common Stock, no par value--\$28.0 billion  
(Based on the closing sale price of Common Stock as reported on the New York Stock Exchange  
as of June 30, 2014)

Indicate the number of shares outstanding of each of the registrant's classes of common stock, as of the latest practicable date.

Common Stock, no par value—634,287,854 shares  
(January 30, 2015)

#### DOCUMENTS INCORPORATED BY REFERENCE

Portions of the proxy statement for the annual meeting of stockholders to be held May 7, 2015, are incorporated by reference into Part III

#### SAFE HARBOR STATEMENT

This Form 10-K contains forward-looking information that is subject to certain risks and uncertainties that could cause actual results to differ materially from those projected, expressed, or implied by such forward-looking information. In some cases, you can identify forward-looking statements by our use of words such as "may, will, should, anticipates, believes, expects, plans, future, intends, could, estimate, predict, potential or contingent," the negative of these terms or other similar expressions. The Company's actual results could differ materially from those discussed or implied herein. Factors that could cause or contribute to such differences include, but are not limited to, those discussed in this Form 10-K for the year ended December 31, 2014. Among these risks are legislative acts; changes in the prices of food, feed, and other commodities, including gasoline; and macroeconomic conditions in various parts of the world. To the extent permitted under applicable law, the Company assumes no obligation to update any forward-looking statements as a result of new information or future events.

## Table of Contents

<u>Item No.</u>	<u>Description</u>	<u>Page No.</u>
<b><u>Part I</u></b>		
1.	<u>Business</u>	<u>4</u>
1A.	<u>Risk Factors</u>	<u>10</u>
1B.	<u>Unresolved Staff Comments</u>	<u>15</u>
2.	<u>Properties</u>	<u>15</u>
3.	<u>Legal Proceedings</u>	<u>22</u>
4.	<u>Mine Safety Disclosures</u>	<u>22</u>
<b><u>Part II</u></b>		
5.	<u>Market for Registrant’s Common Equity, Related Stockholder Matters, and Issuer Purchases of Equity Securities</u>	<u>23</u>
6.	<u>Selected Financial Data</u>	<u>25</u>
7.	<u>Management’s Discussion and Analysis of Financial Condition and Results of Operations</u>	<u>27</u>
7A.	<u>Quantitative and Qualitative Disclosures About Market Risk</u>	<u>49</u>
8.	<u>Financial Statements and Supplementary Data</u>	<u>51</u>
9.	<u>Changes in and Disagreements With Accountants on Accounting and Financial Disclosure</u>	<u>113</u>
9A.	<u>Controls and Procedures</u>	<u>113</u>
9B.	<u>Other Information</u>	<u>113</u>
<b><u>Part III</u></b>		
10.	<u>Directors, Executive Officers and Corporate Governance</u>	<u>114</u>
11.	<u>Executive Compensation</u>	<u>116</u>
12.	<u>Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters</u>	<u>116</u>
13.	<u>Certain Relationships and Related Transactions, and Director Independence</u>	<u>116</u>
14.	<u>Principal Accounting Fees and Services</u>	<u>116</u>
<b><u>Part IV</u></b>		
15.	<u>Exhibits and Financial Statement Schedules</u>	<u>117</u>
	<u>Signatures</u>	<u>121</u>

## PART I

### Item 1. BUSINESS

#### *Company Overview*

Archer-Daniels-Midland Company (the Company) was incorporated in Delaware in 1923, successor to the Daniels Linseed Co. founded in 1902. The Company is one of the world's largest processors of oilseeds, corn, wheat, cocoa, and other agricultural commodities and is a leading manufacturer of protein meal, vegetable oil, corn sweeteners, flour, biodiesel, ethanol, and other value-added food and feed ingredients. The Company also has an extensive global grain elevator and transportation network to procure, store, clean, and transport agricultural commodities, such as oilseeds, corn, wheat, milo, oats, and barley, as well as processed agricultural commodities. The Company has significant investments in joint ventures. The Company expects to benefit from these investments, which typically aim to expand or enhance the Company's market for its products or offer other benefits including, but not limited to, geographic or product line expansion.

The Company's vision is to be the most admired global agribusiness while creating value and growing responsibly. The Company's strategy involves expanding the volume and diversity of crops that it merchandises and processes, expanding the global reach of its core model, and expanding its value-added product portfolio. The Company seeks to serve vital needs by connecting the harvest to the home and transforming crops into food and energy products. The Company desires to execute this vision and these strategies by conducting its business in accordance with its core values of operating with integrity, treating others with respect, achieving excellence, being resourceful, displaying teamwork, and being responsible.

On May 3, 2012, the Board of Directors of the Company determined that, in accordance with its Bylaws and upon the recommendation of the Audit Committee, the Company's fiscal year shall begin on January 1 and end on December 31 of each year, starting on January 1, 2013. The required transition period of July 1, 2012 to December 31, 2012 is included in this Form 10-K report. Amounts included in this report for the six months ended December 31, 2011 are unaudited.

On August 25, 2014, the Company opened its new global headquarters and customer center at 77 West Wacker Drive, Suite 4600, Chicago, Illinois, 60601.

#### *Segment Descriptions*

Prior to January 1, 2015, the Company's operations were classified into three reportable business segments: Oilseeds Processing, Corn Processing, and Agricultural Services. Each of these segments is organized based upon the nature of products and services offered. The Company's remaining operations are not reportable business segments, as defined by the applicable accounting standard, and are classified as Other. Financial information with respect to the Company's reportable business segments is set forth in Note 17 of "Notes to Consolidated Financial Statements" included in Item 8 herein, "Financial Statements and Supplementary Data."

During the fourth quarter of 2014, the Company completed the acquisitions of the WILD Flavors businesses (Wild Flavors) and Specialty Commodities Inc. (SCI) for a total consideration of \$2.9 billion, making the Company one of the world's leading flavors and specialty ingredients companies. Effective January 1, 2015, the Company has formed a fourth reportable business segment, Wild Flavors and Specialty Ingredients.

## **Item 1. BUSINESS (Continued)**

### *Oilseeds Processing*

The Oilseeds Processing segment includes global activities related to the origination, merchandising, crushing, and further processing of oilseeds such as soybeans and soft seeds (cottonseed, sunflower seed, canola, rapeseed, and flaxseed) into vegetable oils and protein meals. Oilseeds products produced and marketed by the Company include ingredients for the food, feed, energy, and industrial products industries. Crude vegetable oils produced by the segment's crushing activities are sold "as is" or are further processed by refining, blending, bleaching, and deodorizing into salad oils. Salad oils are sold "as is" or are further processed by hydrogenating and/or interesterifying into margarine, shortening, and other food products. Partially refined oils are used to produce biodiesel or are sold to other manufacturers for use in chemicals, paints, and other industrial products. Oilseed protein meals are principally sold to third parties to be used as ingredients in commercial livestock and poultry feeds. In Europe and South America, the Oilseeds Processing segment includes origination and merchandising activities as adjuncts to its oilseeds processing assets. These activities include a network of grain elevators, port facilities, and transportation assets used to buy, store, clean, and transport grains and oilseeds. The Oilseeds Processing segment produces natural health and nutrition products and other specialty food and feed ingredients. In North America, cottonseed flour is produced and sold primarily to the pharmaceutical industry and cotton cellulose pulp is manufactured and sold to the chemical, paper, and filter markets. Prior to December 2014, the Oilseeds Processing segment operated fertilizer blending facilities in South America. In December 2014, the Company completed the sale of its fertilizer blending business.

The Company has a 17.3% ownership interest in Wilmar International Limited (Wilmar), a Singapore publicly listed company. Wilmar, a leading agribusiness group in Asia, is engaged in the businesses of oil palm cultivation, oilseeds crushing, edible oils refining, sugar milling and refining, specialty fats, oleo chemicals, biodiesel and fertilizers manufacturing, and grains processing.

The Oilseeds Processing segment also includes activities related to the procurement, transportation and processing of cocoa beans into cocoa liquor, cocoa butter, cocoa powder, chocolate, and various compounds in North America, South America, Europe, Asia, and Africa for the food industry. On September 2, 2014, the Company announced the sale of its global chocolate business to Cargill, Inc. for \$440 million, subject to regulatory approval and customary conditions. On December 15, 2014, the Company also announced that it has reached an agreement to sell its global cocoa business to Olam International Limited for \$1.3 billion, subject to customary conditions. Both transactions are expected to close in 2015. The chocolate and cocoa businesses are classified as held for sale as of December 31, 2014.

Golden Peanut and Tree Nuts (Golden Peanut), a wholly owned subsidiary of the Company, is a major supplier of peanuts and tree nuts to both the U.S. and international markets and operator of a peanut shelling facility in Argentina.

Stratas Foods LLC, a joint venture between the Company and ACH Jupiter, LLC, a subsidiary of Associated British Foods, procures, packages, and sells edible oils in North America. The Company has a 50% ownership interest in this joint venture.

The Company has a 50% interest in Edible Oils Limited, a joint venture between the Company and Princes Limited to procure, package, and sell edible oils in the United Kingdom. The Company also formed a joint venture with Princes Limited in Poland to procure, package, and sell edible oils in Poland, Czech Republic, Slovakia, Hungary, and Austria.

The Company is a major supplier of agricultural commodity raw materials to Wilmar, Stratas Foods LLC, and Edible Oils Limited.

## **Item 1. BUSINESS (Continued)**

### *Corn Processing*

The Company's Corn Processing segment is engaged in corn wet milling and dry milling activities, with its asset base primarily located in the central part of the United States. The Corn Processing segment converts corn into sweeteners and starches, and bioproducts. Its products include ingredients used in the food and beverage industry including sweeteners, starch, syrup, glucose, and dextrose. Dextrose and starch are used by the Corn Processing segment as feedstocks for its bioproducts operations. By fermentation of dextrose, the Corn Processing segment produces alcohol, amino acids, and other specialty food and animal feed ingredients. Ethyl alcohol is produced by the Company for industrial use as ethanol or as beverage grade. Ethanol, in gasoline, increases octane and is used as an extender and oxygenate. The Corn Processing segment also includes amino acids such as lysine and threonine that are vital compounds used in swine feeds to produce leaner animals and in poultry feeds to enhance the speed and efficiency of poultry production. Corn gluten feed and meal, as well as distillers' grains, are produced for use as animal feed ingredients. Corn germ, a by-product of the wet milling process, is further processed into vegetable oil and protein meal. Other Corn Processing products include citric and lactic acids, lactates, sorbitol, xanthan gum, and glycols which are used in various food and industrial products. The Corn Processing segment includes the activities of a propylene and ethylene glycol facility and the Company's Brazilian sugarcane ethanol plant and related activities.

Almidones Mexicanos S.A., in which the Company has a 50% interest, operates a wet corn milling plant in Mexico.

Eaststarch C.V. (Netherlands), in which the Company has a 50% interest, owns interests in companies that operate wet corn milling plants in Bulgaria, Hungary, Slovakia, and Turkey.

Red Star Yeast Company, LLC produces and sells fresh and dry yeast in the United States and Canada. The Company has a 40% ownership interest in this joint venture.

### *Agricultural Services*

The Agricultural Services segment utilizes its extensive U.S. grain elevator, global transportation network, and port operations to buy, store, clean, and transport agricultural commodities, such as oilseeds, corn, wheat, milo, oats, rice, and barley, and resells these commodities primarily as food and feed ingredients and as raw materials for the agricultural processing industry. Agricultural Services' grain sourcing, handling, and transportation network provides reliable and efficient services to the Company's customers and agricultural processing operations. Agricultural Services' transportation network capabilities include barge, ocean-going vessel, truck, and rail freight services.

The Company has a 32.2% interest in Pacificor (formerly Kalama Export Company LLC). Pacificor owns and operates a grain export elevator in Kalama, WA and a grain export elevator in Portland, OR.

Alfred C. Toepfer International became a wholly owned subsidiary on June 4, 2014, when the Company completed its acquisition of the remaining 20% interest, making the Company an integrated global merchandiser of agricultural commodities and processed products. This global merchandising business operates a network of 36 sales offices worldwide and inland, river, and export facilities in Argentina, Hungary, Romania, Ukraine, and the United States.

The Agricultural Services segment also includes the activities related to the origination and processing of wheat into wheat flour, the processing and distribution of formula feeds and animal health and nutrition products, and the procurement, processing, and distribution of edible beans.

The Company has a 19.8% interest in GrainCorp Limited (GrainCorp), a publicly-listed company on the Australian Stock Exchange. GrainCorp is engaged in grain receipt and handling, transportation, port operations, oilseed processing, malt processing, flour processing, and grain marketing activities.

Prior to December 2012, the Company had a 23.2% interest in Gruma S.A.B. de C.V. (Gruma), the world's largest producer and marketer of corn flour and tortillas. Additionally, the Company had joint ventures in corn flour and wheat flour mills with and through Gruma. In December 2012, the Company sold its 23.2% interest in Gruma and the Gruma-related joint ventures.

## Item 1. BUSINESS (Continued)

### *Other*

Prior to January 1, 2015, Other includes the post-acquisition results of Wild Flavors and SCI.

On October 1, 2014, the Company completed the acquisition of Wild Flavors, making the Company one of the world's leading flavors and specialty ingredients companies. Wild Flavors' products include flavors, colors, sweeteners and health ingredients as well as ready-to-market concepts and complete solutions. These products create value and innovation for customers in the beverage, dairy, savory, confectionery, baked goods, ice cream, cereal, snack and oral care markets.

On November 18, 2014, the Company completed the acquisition of SCI, a leading originator, processor and distributor of healthy ingredients, including nuts, fruits, seeds, legumes and ancient grains. SCI provides high-quality, safe ingredients to snack food, dairy, bakery, cereal, energy bar, confectionery and pet food companies throughout the world.

Other also includes the operations of the Company's financial business units, related principally to futures commission merchant activities and captive insurance.

ADM Investor Services, Inc., a wholly owned subsidiary of the Company, is a registered futures commission merchant and a clearing member of all principal commodities exchanges in the U.S. ADM Investor Services International, Limited., a member of several commodity exchanges and clearing houses in Europe, ADMIS Hong Kong Limited, and ADMIS Singapore Pte. Limited, are wholly owned subsidiaries of the Company offering broker services in Europe and Asia. ADMISI Commodities Private Limited, in which the Company owns a 51% interest, and ADMISI Forex India Private Limited, a wholly owned subsidiary of the Company, offer broker services in India.

Captive insurance includes Agrinational Insurance Company (Agrinational) and its subsidiaries. Agrinational, a wholly owned subsidiary of the Company, provides insurance coverage for certain property, casualty, marine, credit, and other miscellaneous risks of the Company. Agrinational also participates in certain third-party reinsurance arrangements and retains a portion of the crop insurance risk written by ADM Crop Risk Services, a wholly owned subsidiary. ADM Crop Risk Services is a managing general agent which sells and services crop insurance policies to farmers.

### *Corporate*

Compagnie Industrielle et Financiere des Produits Amylaces SA (Luxembourg) and affiliates (CIP), of which the Company has a 43.7% interest, is a joint venture which targets investments in food, feed ingredients and bioproducts businesses.

### *Methods of Distribution*

The Company's products are distributed mainly in bulk from processing plants or storage facilities directly to customers' facilities. The Company has developed a comprehensive transportation capability to efficiently move both commodities and processed products virtually anywhere in the world. The Company owns or leases large numbers of the trucks, trailers, railroad tank and hopper cars, river barges, towboats, and ocean-going vessels used to transport the Company's products to its customers.

### *Concentration of Revenues by Product*

The following products account for 10% or more of revenues for the following periods:

	% of Revenues				
	Years Ended December 31,		Six Months Ended December 31,		Year Ended June 30,
	2014	2013	2012	2011	2012
Soybeans	16%	18%	20%	17%	19%
Corn	10%	9%	10%	12%	11%
Soybean Meal	13%	11%	11%	8%	9%

## **Item 1. BUSINESS (Continued)**

### ***Status of New Products***

The Company continues to expand the size and global reach of its business through the development of new products. The acquisition of Wild Flavors expands the Company's ability to serve the customers' evolving needs through its offering of natural flavor and ingredient products. The Company does not expect any of its new products to have a significant impact on the Company's revenues in 2015.

### ***Source and Availability of Raw Materials***

Substantially all of the Company's raw materials are agricultural commodities. In any single year, the availability and price of these commodities are subject to factors such as changes in weather conditions, plantings, government programs and policies, competition, changes in global demand, changes in standards of living, and global production of similar and competitive crops. The Company's raw materials are procured from thousands of growers, grain elevators, and wholesale merchants in North America, South America, Europe, Asia, Australia, and Africa, pursuant primarily to short-term (less than one year) agreements or on a spot basis. The Company is not dependent upon any particular grower, elevator, or merchant as a source for its raw materials.

### ***Patents, Trademarks, and Licenses***

The Company owns patents, trademarks, and licenses, including approximately \$240 million of trademarks from the Wild Flavors acquisition in 2014 (see Note 2 in Item 8, Financial Statements and Supplementary Data (Item 8)), but does not consider any segment of its business dependent upon any single or group of patents, trademarks or licenses.

### ***Seasonality, Working Capital Needs, and Significant Customers***

Since the Company is widely diversified in global agribusiness markets, there are no material seasonal fluctuations in overall global processing volumes and the sale and distribution of its products and services. There is a degree of seasonality in the growing cycles, procurement, and transportation of the Company's principal raw materials: oilseeds, corn, wheat, cocoa beans, sugarcane, and other grains.

The price of agricultural commodities, which may fluctuate significantly and change quickly, directly affects the Company's working capital requirements. Because the Company has a higher portion of its operations in the northern hemisphere, principally North America and Europe, relative to the southern hemisphere, primarily South America, inventory levels typically peak after the northern hemisphere fall harvest and are generally lower during the northern hemisphere summer months. Working capital requirements have historically trended with inventory levels. No material part of the Company's business is dependent upon a single customer or very few customers. The Company has seasonal financing arrangements with farmers in certain countries around the world. Typically, advances on these financing arrangements occur during the planting season and are repaid at harvest.

### ***Competition***

The Company has significant competition in the markets in which it operates based principally on price, quality, and alternative products, some of which are made from different raw materials than those utilized by the Company. Given the commodity-based nature of many of its businesses, the Company, on an ongoing basis, focuses on managing unit costs and improving efficiency through technology improvements, productivity enhancements, and regular evaluation of the Company's asset portfolio.

### ***Research and Development Expenditures***

The Company's research and development expenditures are focused on responding to demand from customers' product development or formulation needs, improving processing efficiency, and developing food, feed, fuel, and industrial products from renewable agricultural crops. Research and development expense during the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012, net of reimbursements of government grants, was approximately \$79 million, \$59 million, \$28 million, \$29 million, and \$56 million, respectively. The increase in 2014 is due principally to research and development activities of the recently acquired Wild Flavors.



## **Item 1. BUSINESS (Continued)**

The Company is working with the U.S. Department of Energy's National Energy Technology Laboratory and other key academic and corporate partners on projects to demonstrate carbon capture and sequestration as a viable option for reducing carbon dioxide emissions from manufacturing operations. The first project, Illinois Basin Decatur Project led by Midwest Geological Sequestration Consortium started operations in the first quarter of fiscal year ended June 30, 2012 and successfully completed injecting 1 million tons of CO<sub>2</sub> in the fourth quarter of fiscal year ended December 31, 2014. The second project, the Illinois Industrial Carbon Capture & Sequestration commenced construction in the fourth quarter of fiscal year ended June 30, 2012. This facility obtained the underground injection control permit in November 2014 and is expected to be operational in the third quarter of fiscal year 2015.

The Company is continuing to invest in research to develop a broad range of industrial chemicals with an objective to produce key chemical building blocks that serve as a platform for producing a variety of commodity chemicals. The key chemical building blocks are derived from the Company's starch and oilseed-based feedstocks. Conversion technologies include utilizing expertise in both fermentation and catalysis. The chemicals pipeline includes the development of chemicals and intermediates that are currently produced from petrochemical resources as well as new-to-the-market bio-based products. The Company's current portfolio includes products that are in the early development phase and those that are close to pilot plant demonstration. In an effort to further advance the development of bio-based chemical technologies, the Company has partnered with the Center for Environmentally Beneficial Catalysis and has added research capabilities at the University of Kansas.

### ***Environmental Compliance***

During the year ended December 31, 2014, \$50 million was spent specifically to improve equipment, facilities, and programs for pollution control and compliance with the requirements of various environmental agencies.

There have been no material effects upon the earnings and competitive position of the Company resulting from compliance with federal, state, and local laws or regulations enacted or adopted relating to the protection of the environment.

The Company's business could be affected in the future by national and global regulation or taxation of greenhouse gas emissions. In the United States, the U.S. Environmental Protection Agency (EPA) has adopted regulations requiring the owners and operators of certain facilities to measure and report their greenhouse gas emissions. The U.S. EPA has also begun to regulate greenhouse gas emissions from certain stationary and mobile sources under the Clean Air Act. For example, the U.S. EPA has proposed rules regarding the construction and operation of boilers, which could indirectly affect the Company by limiting the construction of new coal-fired boilers and significantly increasing the complexity and cost of modifying any existing coal-fired boilers. California is also moving forward with various programs to reduce greenhouse gases. Globally, a number of countries that are parties to the Kyoto Protocol have instituted or are considering climate change legislation and regulations. Most notable is the European Union Greenhouse Gas Emission Trading System. The Company has several facilities in Europe that participate in this system. It is difficult at this time to estimate the likelihood of passage, or predict the potential impact, of any additional legislation. Potential consequences could include increased energy, transportation and raw material costs and may require the Company to make additional investments in its facilities and equipment.

### ***Number of Employees***

The number of full-time employees of the Company was approximately 33,900 at December 31, 2014 and 31,100 at December 31, 2013. The net increase in the number of full-time employees is primarily related to acquisitions.

### ***Financial Information About Foreign and U.S. Operations***

Item 1A, "Risk Factors," and Item 2, "Properties," includes information relating to the Company's foreign and U.S. operations. Geographic financial information is set forth in Note 17 of "Notes to Consolidated Financial Statements" included in Item 8 herein, "Financial Statements and Supplementary Data".

## **Item 1. BUSINESS (Continued)**

### ***Available Information***

The Company's website is <http://www.adm.com>. The Company makes available, free of charge, through its website, the Company's annual reports on Form 10-K; quarterly reports on Form 10-Q; current reports on Form 8-K; Directors and Officers Forms 3, 4, and 5; and amendments to those reports, as soon as reasonably practicable after electronically filing such materials with, or furnishing them to, the Securities and Exchange Commission (SEC).

In addition, the Company makes available, through its website, the Company's Code of Conduct, Corporate Governance Guidelines, and the written charters of the Audit, Compensation/Succession, Nominating/Corporate Governance, and Executive Committees.

References to our website address in this report are provided as a convenience and do not constitute, or should not be viewed as, an incorporation by reference of the information contained on, or available through, the website. Therefore, such information should not be considered part of this report.

The public may read and copy any materials filed by the Company with the SEC at the SEC's Public Reference Room at 100 F Street, N.E., Washington, D.C. 20549. The public may obtain information on the operation of the Public Reference Room by calling the SEC at 1-800-SEC-0330. The SEC maintains a website which contains reports, proxy and information statements, and other information regarding issuers that file information electronically with the SEC. The SEC's website is <http://www.sec.gov>.

## **Item 1A. RISK FACTORS**

***The availability and prices of the agricultural commodities and agricultural commodity products the Company procures, transports, stores, processes, and merchandises can be affected by weather conditions, disease, government programs, competition, and various other factors beyond the Company's control and could adversely affect the Company's operating results.***

The availability and prices of agricultural commodities are subject to wide fluctuations due to changes in weather conditions, crop disease, plantings, government programs and policies, competition, changes in global demand, changes in standards of living, and global production of similar and competitive crops. Additionally, the Company depends globally on farmers to ensure an adequate supply of the agricultural commodities used by the Company in its operations is maintained. These factors have historically caused volatility in the availability and prices of agricultural commodities and, consequently, in the Company's operating results and working capital requirements. Reduced supply of agricultural commodities due to weather-related factors or other reasons could adversely affect the Company's profitability by increasing the cost of raw materials and/or limiting the Company's ability to procure, transport, store, process, and merchandise agricultural commodities in an efficient manner. For example, a drought in North America in 2012 reduced the availability of corn and soybean inventories while prices increased. High and volatile commodity prices can adversely affect the Company's ability to meet its liquidity needs.

## **Item 1A. RISK FACTORS (Continued)**

### ***The Company has significant competition in the markets in which it operates.***

The Company faces significant competition in each of its businesses and has numerous competitors. The company competes for the acquisition of inputs such as agricultural commodities, workforce, and other materials and supplies. Additionally, competitors offer similar products and services, as well as alternative products and services, to the Company's customers. The Company is dependent on being able to generate revenues in excess of cost of products sold in order to obtain margins, profits, and cash flows to meet or exceed its targeted financial performance measures and provide cash for operating, working capital, dividend, or capital expenditure needs. Competition impacts the Company's ability to generate and increase its gross profit as a result of the following factors. Pricing of the Company's products is partly dependent upon industry processing capacity, which is impacted by competitor actions to bring on-line idled capacity or to build new production capacity. Many of the products bought and sold by the Company are global commodities or are derived from global commodities. The markets for global commodities are highly price competitive and in many cases the commodities are subject to substitution. In addition, continued merger and acquisition activities resulting in further consolidations result in greater cost competitiveness and global scale of certain players in the industry that could impact the relative competitiveness of the Company. To compete effectively, the Company focuses on improving efficiency in its production and distribution operations, developing and maintaining appropriate market share, maintaining a high level of product safety and quality, and working with customers to develop new products and tailored solutions. Competition could increase the Company's costs to purchase raw materials, lower selling prices of its products, or reduce the Company's market share, which may result in lower and more inefficient operating rates and reduced gross profit.

### ***Fluctuations in energy prices could adversely affect the Company's operating results.***

The Company's operating costs and the selling prices of certain finished products are sensitive to changes in energy prices. The Company's processing plants are powered principally by electricity, natural gas, and coal. The Company's transportation operations are dependent upon diesel fuel and other petroleum-based products. Significant increases in the cost of these items, including any consequences of regulation or taxation of greenhouse gases, could adversely affect the Company's production costs and operating results.

The Company has certain finished products, such as ethanol and biodiesel, which are closely related to, or may be substituted for, petroleum products. Therefore, the selling prices of ethanol and biodiesel can be impacted by the selling prices of gasoline and diesel fuel. A significant decrease in the price of gasoline or diesel fuel could result in a significant decrease in the selling price of the Company's ethanol and biodiesel and could adversely affect the Company's revenues and operating results.

### ***The Company is subject to economic downturns and regional economic volatilities, which could adversely affect the Company's operating results.***

The Company conducts its business and has substantial assets located in many countries and geographic areas. While 54 percent of the Company's processing plants and 65 percent of its procurement facilities are located in the United States, the Company also has significant operations in both developed areas (such as Western Europe, Canada, Brazil) and emerging market areas (such as Eastern Europe, Asia, portions of South and Central America, the Middle East, and Africa). One of the Company's strategies is to expand the global reach of its core model which may include expanding or developing its business in emerging market areas such as Asia, Eastern Europe, the Middle East, and Africa. Both developed and emerging market areas are subject to impacts of economic downturns, including decreased demand for the Company's products, and reduced availability of credit, or declining credit quality of the Company's suppliers, customers, and other counterparties. In addition, emerging market areas could be subject to more volatile operating conditions including, but not limited to, logistics limitations or delays, labor-related challenges, limitations or regulations affecting trade flows, local currency concerns, and other economic and political instability. Economic downturns and volatile market conditions could adversely affect the Company's operating results and ability to execute its business strategies.

## **Item 1A. RISK FACTORS (Continued)**

***Government policies, mandates, and regulations, in general; government policies, mandates, and regulations specifically affecting the agricultural sector and related industries; and political instability and other risks of doing business globally could adversely affect the Company's operating results.***

Agricultural production and trade flows are subject to government policies, mandates, and regulations. Governmental policies affecting the agricultural industry, such as taxes, tariffs, duties, subsidies, incentives, foreign exchange rates, and import and export restrictions on agricultural commodities and commodity products, including policies related to genetically modified organisms, product safety and labeling, renewable fuels, and low carbon fuel mandates, can influence the planting of certain crops, the location and size of crop production, whether unprocessed or processed commodity products are traded, the volume and types of imports and exports, the availability and competitiveness of feedstocks as raw materials, the viability and volume of production of certain of the Company's products, and industry profitability. For example, changes in government policies or regulations of ethanol and biodiesel, including but not limited to changes in the Renewable Fuel Standard program under the Energy Independence and Security Act of 2007 in the United States, can have a significant impact on the Company's operating results. International trade regulations can adversely affect agricultural commodity trade flows by limiting or disrupting trade between countries or regions. Regulations of financial markets and instruments, including the Dodd-Frank Wall Street Reform, Consumer Protection Act, and European Market Infrastructure Regulation, create uncertainty and may lead to additional risks and costs, and could adversely affect the Company's agricultural commodity risk management practices as well as the Company's futures commission merchant business. Future government policies may adversely affect the supply of, demand for, and prices of the Company's products; restrict the Company's ability to do business in its existing and target markets; and adversely affect the Company's revenues and operating results.

The Company's operating results could be affected by changes in other governmental policies, mandates, and regulations including monetary, fiscal and environmental policies, laws, regulations, acquisition approvals, and other activities of governments, agencies, and similar organizations. These risks include but are not limited to changes in a country's or region's economic or political conditions, local labor conditions and regulations, reduced protection of intellectual property rights, changes in the regulatory or legal environment, restrictions on currency exchange activities, currency exchange fluctuations, burdensome taxes and tariffs, enforceability of legal agreements and judgments, adverse tax, administrative agency or judicial outcomes, and regulation or taxation of greenhouse gases. International risks and uncertainties, including changing social and economic conditions as well as terrorism, political hostilities, and war, could limit the Company's ability to transact business in these markets and could adversely affect the Company's revenues and operating results.

The Company's strategy involves expanding the volume and diversity of crops it merchandises and processes, expanding the global reach of its core model, and expanding its value-added product portfolio. Government policies, including anti-trust and competition law, trade restrictions, food safety regulations, and other government regulations and mandates, can impact the Company's ability to execute this strategy successfully.

***The Company is subject to industry-specific risks which could adversely affect the Company's operating results.***

The Company is subject to risks which include, but are not limited to, product safety or quality; shifting consumer preferences; federal, state, and local regulations on manufacturing or labeling; socially acceptable farming practices; environmental, health and safety regulations; and customer product liability claims. The liability which could result from certain of these risks may not always be covered by, or could exceed liability insurance related to product liability and food safety matters maintained by the Company. In addition, negative publicity caused by product liability and food safety matters may damage the Company's reputation. The occurrence of any of the matters described above could adversely affect the Company's revenues and operating results.

Certain of the Company's merchandised commodities and finished products are used as ingredients in livestock and poultry feed. The Company is subject to risks associated with economic or other factors which may adversely affect the livestock and poultry businesses, including the outbreak of disease in livestock and poultry. An outbreak of disease could adversely affect demand for the Company's products used as ingredients in livestock and poultry feed. A decrease in demand for ingredients in livestock and poultry feed could adversely affect the Company's revenues and operating results.

## Item 1A. RISK FACTORS (Continued)

***The Company is subject to numerous laws, regulations, and mandates globally which could adversely affect the Company's operating results and forward strategy.***

The Company does business globally, connecting crops and markets in 147 countries. The Company is required to comply with the numerous and broad-reaching laws and regulations administered by United States federal, state and local, and foreign governmental authorities. The Company must comply with other general business regulations such as accounting and income taxes, anti-corruption, anti-bribery, global trade, environmental, and handling and production of regulated substances. The Company frequently faces challenges from U.S. and foreign tax authorities regarding the amount of taxes due. These challenges include questions regarding the timing and amount of deductions and the allocation of income among various tax jurisdictions. In evaluating the exposure associated with various tax filing positions, the Company records reserves for estimates of potential additional tax owed by the Company. As examples, the Company has received large tax assessments from tax authorities in Brazil and Argentina challenging income tax positions taken by subsidiaries of the Company covering various prior periods. Any failure to comply with applicable laws and regulations or appropriately resolve these challenges could subject the Company to administrative penalties and injunctive relief, civil remedies including fines, injunctions, and recalls of its products, and damage to its reputation.

The production of the Company's products requires the use of materials which can create emissions of certain regulated substances, including greenhouse gas emissions. Although the Company has programs in place throughout the organization globally to guard against non-compliance, failure to comply with these regulations can have serious consequences, including civil and administrative penalties as well as a negative impact on the Company's reputation, business, cash flows, and results of operations.

In addition, changes to regulations or implementation of additional regulations, for example the imposition of regulatory restrictions on greenhouse gases or regulatory modernization of food safety laws, may require the Company to modify existing processing facilities and/or processes which could significantly increase operating costs and adversely affect operating results.

***The Company is exposed to potential business disruption, including but not limited to disruption of transportation services, supply of non-commodity raw materials used in its processing operations, and other impacts resulting from acts of terrorism or war, natural disasters, severe weather conditions, and accidents which could adversely affect the Company's operating results.***

The Company's operations rely on dependable and efficient transportation services. A disruption in transportation services could result in difficulties supplying materials to the Company's facilities and impair the Company's ability to deliver products to its customers in a timely manner. The Company relies on access to navigable rivers and waterways in order to fulfill its transportation obligations more effectively. If access to these navigable waters is interrupted, the Company's operating results could be adversely affected. In addition, if certain non-agricultural commodity raw materials, such as water or certain chemicals used in the Company's processing operations, are not available, the Company's business could be disrupted. Any major lack of available water for use in certain of the Company's processing operations could have a material adverse impact on operating results. Certain factors which may impact the availability of non-agricultural commodity raw materials are out of the Company's control including, but not limited to, disruptions resulting from weather, economic conditions, manufacturing delays or disruptions at suppliers, shortage of materials, and unavailable or poor supplier credit conditions.

The assets and operations of the Company could be subject to extensive property damage and business disruption from various events which include, but are not limited to, acts of terrorism, for example, economic adulteration of the Company's products, or war, natural disasters and severe weather conditions, accidents, explosions, and fires. The potential effects of these conditions could adversely affect the Company's revenues and operating results.

## **Item 1A. RISK FACTORS (Continued)**

***The Company's business is capital-intensive in nature and the Company relies on cash generated from its operations and external financing to fund its growth and ongoing capital needs. Limitations on access to external financing could adversely affect the Company's operating results.***

The Company requires significant capital, including access to credit markets from time to time, to operate its current business and fund its growth strategy. The Company's working capital requirements, including margin requirements on open positions on futures exchanges, are directly affected by the price of agricultural commodities, which may fluctuate significantly and change quickly. The Company also requires substantial capital to maintain and upgrade its extensive network of storage facilities, processing plants, refineries, mills, ports, transportation assets and other facilities to keep pace with competitive developments, technological advances, regulations and changing safety standards in the industry. Moreover, the expansion of the Company's business and pursuit of acquisitions or other business opportunities may require significant amounts of capital. Access to credit markets and pricing of the Company's capital is dependent upon maintaining sufficient credit ratings from credit rating agencies. Sufficient credit ratings allow the Company to access tier one commercial paper markets. If the Company is unable to maintain sufficiently high credit ratings, access to these commercial paper and other debt markets and costs of borrowings could be adversely affected. If the Company is unable to generate sufficient cash flow or maintain access to adequate external financing, including as a result of significant disruptions in the global credit markets, it could restrict the Company's current operations and its growth opportunities which could adversely affect the Company's operating results.

***The Company's risk management strategies may not be effective.***

The Company's business is affected by fluctuations in agricultural commodity cash prices and derivative prices, transportation costs, energy prices, interest rates, and foreign currency exchange rates. The Company has processes in place to monitor exposures to these risks and engages in strategies to manage these risks. The Company's monitoring efforts may not be successful at detecting a significant risk exposure. If these controls and strategies are not successful in mitigating the Company's exposure to these fluctuations, it could adversely affect the Company's operating results.

***The Company has limited control over and may not realize the expected benefits of its equity investments and joint ventures.***

The Company has \$3.9 billion invested in or advanced to joint ventures and investments over which the Company has limited control as to the governance and management activities of these investments. Net sales to unconsolidated affiliates during the year ended December 31, 2014 was \$5.8 billion. The Company faces certain risks, including risks related to the financial strength of the investment partner; loss of revenues and cash flows to the investment partner and related gross profit; the inability to implement beneficial management strategies, including risk management and compliance monitoring, with respect to the investment's activities; and the risk that the Company may not be able to resolve disputes with the investment partner. The Company may encounter unanticipated operating issues or financial results related to these investments that may impact the Company's revenues and operating results.

***The Company's information technology (IT) systems, processes, and sites may suffer interruptions, security breaches, or failures which may affect the Company's ability to conduct its business.***

The Company's operations rely on certain key IT systems, some of which are dependent on services provided by third parties, to provide critical data connectivity, information and services for internal and external users. These interactions include, but are not limited to, ordering and managing materials from suppliers, risk management activities, converting raw materials to finished products, inventory management, shipping products to customers, processing transactions, summarizing and reporting results of operations, human resources benefits and payroll management, complying with regulatory, legal or tax requirements, and other processes necessary to manage the business. Increased IT security threats and more sophisticated computer crime, including advanced persistent threats, pose a potential risk to the security of the Company's IT systems, networks, and services, as well as the confidentiality, availability, and integrity of the Company's data. The Company has put in place security measures to protect itself against cyber-based attacks and disaster recovery plans for its critical systems. However, if the Company's IT systems are breached, damaged, or cease to function properly due to any number of causes, such as catastrophic events, power outages, security breaches, or cyber-based attacks, and the Company's disaster recovery plans do not effectively mitigate on a timely basis, the Company may suffer interruptions in its ability to manage its operations, loss of valuable data, and damage to its reputation, which may adversely impact the Company's revenues, operating results, and financial condition.

**Item 1B. UNRESOLVED STAFF COMMENTS**

The Company has no unresolved staff comments.

**Item 2. PROPERTIES**

The Company owns or leases, under operating leases, the following processing plants and procurement facilities:

	<b>Processing Plants</b>			<b>Procurement Facilities</b>		
	<b>Owned</b>	<b>Leased</b>	<b>Total</b>	<b>Owned</b>	<b>Leased</b>	<b>Total</b>
U.S.	157	5	162	283	22	305
International	124	14	138	130	31	161
	<u>281</u>	<u>19</u>	<u>300</u>	<u>413</u>	<u>53</u>	<u>466</u>

The Company's operations are such that most products are efficiently processed near the source of raw materials. Consequently, the Company has many plants strategically located in agricultural commodity producing areas. The annual volume of commodities processed will vary depending upon availability of raw materials and demand for finished products. The Company also owns approximately 250 warehouses and terminals primarily used as bulk storage facilities and 39 innovation centers. Warehouses, terminals, corporate, and sales offices are not included in the tables above. Processing plants and procurement facilities owned or leased by unconsolidated joint ventures are also not included in the tables above.

To enhance the efficiency of transporting large quantities of raw materials and finished products between the Company's procurement facilities and processing plants and also the final delivery of products to our customers around the world, the Company owns approximately 2,100 barges, 13,500 rail cars, 300 trucks, 1,300 trailers, and 9 ocean going vessels; and leases, under operating leases, approximately 500 barges, 14,600 railcars, 300 trucks, and 32 ocean going vessels.

**Item 2. PROPERTIES (Continued)**

		<b>Oilseeds Processing Plants</b>							
		<b>Owned</b>				<b>Leased</b>			
		<b>Crushing &amp; Origination</b>	<b>Refining, Packaging, Biodiesel, &amp; Other</b>	<b>Cocoa &amp; Other</b>	<b>Asia</b>	<b>Total</b>	<b>Cocoa &amp; Other</b>	<b>Asia</b>	<b>Total</b>
<b>North America</b>									
U.S.*		25	27	18	—	70	—	—	—
Canada		3	5	1	—	9	1	—	1
Mexico		1	—	—	—	1	—	—	—
Total		29	32	19	—	80	1	—	1
Daily capacity									
Metric tons (in 1,000's)		55	17	13	—	85	—	—	—
<b>South America</b>									
Argentina		—	—	1	—	1	—	—	—
Bolivia		1	2	—	—	3	—	—	—
Brazil		6	9	1	—	16	—	—	—
Paraguay		1	—	—	—	1	—	—	—
Peru		—	1	—	—	1	—	—	—
Total		8	12	2	—	22	—	—	—
Daily capacity									
Metric tons (in 1,000's)		18	4	—	—	22	—	—	—
<b>Europe</b>									
Belgium		—	—	1	—	1	—	—	—
Czech Republic		1	1	—	—	2	—	—	—
France		—	1	—	—	1	—	—	—
Germany		4	12	2	—	18	—	—	—
Netherlands		1	3	2	—	6	—	—	—
Poland		2	5	—	—	7	—	—	—
Switzerland		—	1	—	—	1	—	—	—
Ukraine		2	—	—	—	2	—	—	—
U.K.		1	3	—	—	4	1	—	1
Total		11	26	5	—	42	1	—	1
Daily capacity									
Metric tons (in 1,000's)		34	16	1	—	51	—	—	—
<b>Asia</b>									
India		—	—	—	4	4	—	2	2
Singapore		—	—	—	—	—	1	—	1
Total		—	—	—	4	4	1	2	3
Daily capacity									
Metric tons (in 1,000's)		—	—	—	3	3	—	2	2
<b>Africa/Middle East</b>									
Ghana		—	—	1	—	1	—	—	—
Ivory Coast		—	—	1	—	1	—	—	—
South Africa		—	—	3	—	3	—	—	—
Total		—	—	5	—	5	—	—	—
Daily capacity									
Metric tons (in 1,000's)		—	—	2	—	2	—	—	—
Grand Total		48	70	31	4	153	3	2	5
Total daily capacity									
Metric tons (in 1,000's)		107	37	16	3	163	—	2	2



**Item 2. PROPERTIES (Continued)**

\*The U.S. plants in the table above are located in Alabama, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Minnesota, Missouri, Nebraska, North Carolina, North Dakota, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, and Wisconsin.

	<b>Oilseeds Processing Procurement Facilities</b>					
	<b>Owned</b>			<b>Leased</b>		
	<b>Crushing &amp; Origination</b>	<b>Cocoa &amp; Other</b>	<b>Total</b>	<b>Crushing &amp; Origination</b>	<b>Cocoa &amp; Other</b>	<b>Total</b>
<b>North America</b>						
U.S.*	9	70	79	—	—	—
Canada	6	—	6	—	—	—
Total	<u>15</u>	<u>70</u>	<u>85</u>	<u>—</u>	<u>—</u>	<u>—</u>
Storage capacity						
Metric tons (in 1,000's)	338	300	638	—	—	—
<b>South America</b>						
Argentina	—	1	1	—	1	1
Bolivia	8	—	8	7	—	7
Brazil	35	—	35	3	1	4
Paraguay	28	—	28	7	—	7
Uruguay	1	—	1	6	—	6
Total	<u>72</u>	<u>1</u>	<u>73</u>	<u>23</u>	<u>2</u>	<u>25</u>
Storage capacity						
Metric tons (in 1,000's)	2,270	6	2,276	524	2	526
<b>Europe</b>						
Netherlands	1	—	1	—	—	—
Germany	5	—	5	—	—	—
Poland	5	—	5	—	—	—
Slovakia	3	—	3	—	—	—
Total	<u>14</u>	<u>—</u>	<u>14</u>	<u>—</u>	<u>—</u>	<u>—</u>
Storage capacity						
Metric tons (in 1,000's)	890	—	890	—	—	—
<b>Asia</b>						
Indonesia	—	1	1	—	2	2
Total	<u>—</u>	<u>1</u>	<u>1</u>	<u>—</u>	<u>2</u>	<u>2</u>
Storage capacity						
Metric tons (in 1,000's)	—	8	8	—	7	7
<b>Africa/Middle East</b>						
Cameroon	—	1	1	—	—	—
Ivory Coast	—	4	4	—	—	—
Total	<u>—</u>	<u>5</u>	<u>5</u>	<u>—</u>	<u>—</u>	<u>—</u>
Storage capacity						
Metric tons (in 1,000's)	—	83	83	—	—	—
Grand Total	<u>101</u>	<u>77</u>	<u>178</u>	<u>23</u>	<u>4</u>	<u>27</u>
Total storage capacity						
Metric tons (in 1,000's)	<u>3,498</u>	<u>397</u>	<u>3,895</u>	<u>524</u>	<u>9</u>	<u>533</u>

\*The U.S. procurement facilities are located in Alabama, Florida, Georgia, Illinois, Michigan, Mississippi, North Carolina, Oklahoma, South Carolina, Texas, and Virginia.

**Item 2. PROPERTIES (Continued)**

		<b>Corn Processing</b>				
		<b>Processing Plants</b>			<b>Procurement Facilities</b>	
		<b>Owned</b>				<b>Owned</b>
		<b>Wet Milling</b>	<b>Dry Milling</b>	<b>Other</b>	<b>Total</b>	<b>Wet Milling, Dry Milling, &amp; Other</b>
<b>North America</b>						
Illinois		1	1	6	8	—
Iowa		2	1	2	5	1
Minnesota		1	—	—	1	5
Nebraska		1	1	—	2	—
North Carolina		—	—	1	1	—
Total		<u>5</u>	<u>3</u>	<u>9</u>	<u>17</u>	<u>6</u>
Daily/Storage capacity						
Metric tons (in 1,000's)		43	22	7	72	373
<b>South America</b>						
Brazil		—	—	1	1	—
Total		<u>—</u>	<u>—</u>	<u>1</u>	<u>1</u>	<u>—</u>
Daily/Storage capacity						
Metric tons (in 1,000's)		—	—	4	4	—
Grand Total		<u>5</u>	<u>3</u>	<u>10</u>	<u>18</u>	<u>6</u>
Total daily/storage capacity						
Metric tons (in 1,000's)		<u>43</u>	<u>22</u>	<u>11</u>	<u>76</u>	<u>373</u>

**Item 2. PROPERTIES (Continued)**

		<b>Agricultural Services Processing Plants</b>			
		<b>Owned</b>			<b>Leased</b>
		<b>Merchandising &amp; Handling</b>	<b>Milling &amp; Other</b>	<b>Total</b>	<b>Milling &amp; Other</b>
<b>North America</b>					
U.S.*		2	60	62	—
Barbados		—	1	1	—
Belize		—	2	2	—
Canada		—	12	12	—
Grenada		—	2	2	—
Jamaica		—	3	3	—
Puerto Rico		—	3	3	—
Trinidad & Tobago		—	1	1	—
Total		<u>2</u>	<u>84</u>	<u>86</u>	<u>—</u>
Daily capacity					
Metric tons (in 1,000's)		2	32	34	—
<b>Europe</b>					
U.K.		—	3	3	4
Total		<u>—</u>	<u>3</u>	<u>3</u>	<u>4</u>
Daily capacity					
Metric tons (in 1,000's)		—	1	1	1
<b>Asia</b>					
China		—	3	3	—
Total		<u>—</u>	<u>3</u>	<u>3</u>	<u>—</u>
Daily capacity					
Metric tons (in 1,000's)		—	—	—	—
Grand Total		<u>2</u>	<u>90</u>	<u>92</u>	<u>4</u>
Total daily capacity					
Metric tons (in 1,000's)		<u>2</u>	<u>33</u>	<u>35</u>	<u>1</u>

\*The U.S. plants are located in California, Colorado, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Montana, Nebraska, New York, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Washington, and Wisconsin.

**Item 2. PROPERTIES (Continued)**

		<b>Agricultural Services Procurement Facilities</b>	
		<b>Merchandising &amp; Handling</b>	
		<b>Owned</b>	<b>Leased</b>
	<b>North America</b>		
U.S.*		198	22
Canada		1	—
Dominican Republic		1	—
Mexico		4	—
Total		<u>204</u>	<u>22</u>
Storage capacity			
Metric tons (in 1,000's)		12,438	752
	<b>South America</b>		
Argentina		3	—
Total		<u>3</u>	<u>—</u>
Storage capacity			
Metric tons (in 1,000's)		477	—
	<b>Europe</b>		
Germany		—	—
Hungary		2	—
Ireland		2	—
Romania		10	4
Ukraine		8	—
Total		<u>22</u>	<u>4</u>
Storage capacity			
Metric tons (in 1,000's)		<u>582</u>	<u>34</u>
Grand Total		<u>229</u>	<u>26</u>
Total storage capacity			
Metric tons (in 1,000's)		<u>13,497</u>	<u>786</u>

\*The U.S. procurement facilities are located in Arkansas, Florida, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Missouri, Montana, Nebraska, North Dakota, Ohio, Oklahoma, Oregon, South Dakota, Tennessee, Texas, Wisconsin, and Wyoming.

**Item 2. PROPERTIES (Continued)**

		<b>Other</b>	
		<b>Processing Plants</b>	
		<b>Owned</b>	<b>Leased</b>
<b>North America</b>			
U.S.*		8	5
Total		<u>8</u>	<u>5</u>
<b>South America</b>			
Brazil		1	—
Total		<u>1</u>	<u>—</u>
<b>Europe</b>			
France		1	—
Germany		2	1
Netherlands		—	1
Poland		2	—
Spain		1	—
Switzerland		1	—
Turkey		—	1
Total		<u>7</u>	<u>3</u>
<b>Asia/ Middle East</b>			
India		2	2
Total		<u>2</u>	<u>2</u>

\*The U.S. plants are located in California, Idaho, Kentucky, Michigan, New Jersey, North Carolina, Ohio, Oregon, Washington, and Wisconsin.

**Item 3. LEGAL PROCEEDINGS**

The Company is routinely involved in a number of actual or threatened legal actions, including those involving alleged personal injuries, employment law, product liability, intellectual property, environmental issues, alleged tax liability (see Note 13 for information on tax matters), and class actions. The Company also routinely receives inquiries from regulators and other government authorities relating to various aspects of our business, including with respect to our compliance with laws and regulations relating to the environment and, at any given time, the Company has matters at various stages of resolution with the applicable government authorities. The outcomes of these matters are not within our complete control and may not be known for prolonged periods of time. In some actions, claimants seek damages, as well as other relief, including injunctive relief, that could require significant expenditures or result in lost revenues. In accordance with applicable accounting standards, the Company records a liability in its consolidated financial statements for material loss contingencies when a loss is known or considered probable and the amount can be reasonably estimated. If the reasonable estimate of a known or probable loss is a range, and no amount within the range is a better estimate than any other, the minimum amount of the range is accrued. If a material loss contingency is reasonably possible but not known or probable, and can be reasonably estimated, the estimated loss or range of loss is disclosed in the notes to the consolidated financial statements. When determining the estimated loss or range of loss, significant judgment is required to estimate the amount and timing of a loss to be recorded. Estimates of probable losses resulting from litigation and governmental proceedings involving the Company are inherently difficult to predict, particularly when the matters are in early procedural stages, with incomplete facts or legal discovery; involve unsubstantiated or indeterminate claims for damages; potentially involve penalties, fines, disgorgement, or punitive damages; or could result in a change in business practice.

On April 22, 2011, certain manufacturers and distributors of sugar cane and beet sugar products filed suit in the U.S. District Court for the Central District of California against the Company, other manufacturers and marketers of high-fructose corn syrup (HFCS), and the Corn Refiners Association, alleging that the defendants falsely claimed that HFCS is "natural" and nutritionally equivalent to sugar. The defendants have filed counterclaims against the plaintiffs. The parties are currently engaged in pretrial proceedings.

**Item 4. MINE SAFETY DISCLOSURES**

None.

## PART II

### Item 5. MARKET FOR REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS, AND ISSUER PURCHASES OF EQUITY SECURITIES

#### *Common Stock Market Prices and Dividends*

The Company's common stock is listed and traded on the New York Stock Exchange and the Frankfurt Stock Exchange. The following table sets forth, for the periods indicated, the high and low market prices of the common stock as reported on the New York Stock Exchange and common stock cash dividends declared per share.

	Market Price		Cash
	High	Low	Dividends Per Share
<b>Fiscal Year 2014-Quarter Ended</b>			
<b>December 31</b>	\$ 53.91	\$ 41.63	\$ 0.24
<b>September 30</b>	52.36	44.15	0.24
<b>June 30</b>	45.40	41.72	0.24
<b>March 31</b>	43.60	37.92	0.24
Fiscal Year 2013-Quarter Ended			
December 31	\$ 43.99	\$ 36.01	\$ 0.19
September 30	38.81	34.11	0.19
June 30	35.04	31.50	0.19
March 31	33.77	27.90	0.19

The number of registered shareholders of the Company's common stock at December 31, 2014, was 11,292. The Company expects to continue its policy of paying regular cash dividends, although there is no assurance as to future dividends because they are dependent on future earnings, capital requirements, and financial condition.

#### *Issuer Purchases of Equity Securities*

Period	Total Number of Shares Purchased (1)	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Program (2)	Number of Shares Remaining to be Purchased Under the Program (2)
October 1, 2014 to October 31, 2014	2,115,504	\$ 46.552	2,080,560	47,575,761
November 1, 2014 to November 30, 2014	857,045	52.063	857,045	46,718,716
December 1, 2014 to December 31, 2014	6,500,414	52.213	6,500,414	40,218,302
<b>Total</b>	9,472,963	\$ 50.935	9,438,019	40,218,302

(1) Total shares purchased represent those shares purchased in the open market as part of the Company's publicly announced share repurchase program described below, shares received as payment for the exercise price of stock option exercises, and shares received as payment for the withholding taxes on vested restricted stock awards. During the three-month period ended December 31, 2014, there were 34,944 shares received as payment for the minimum withholding taxes on vested restricted stock awards. During the three-month period ended December 31, 2014, there were no shares received as payment for the exercise price of stock option exercises.

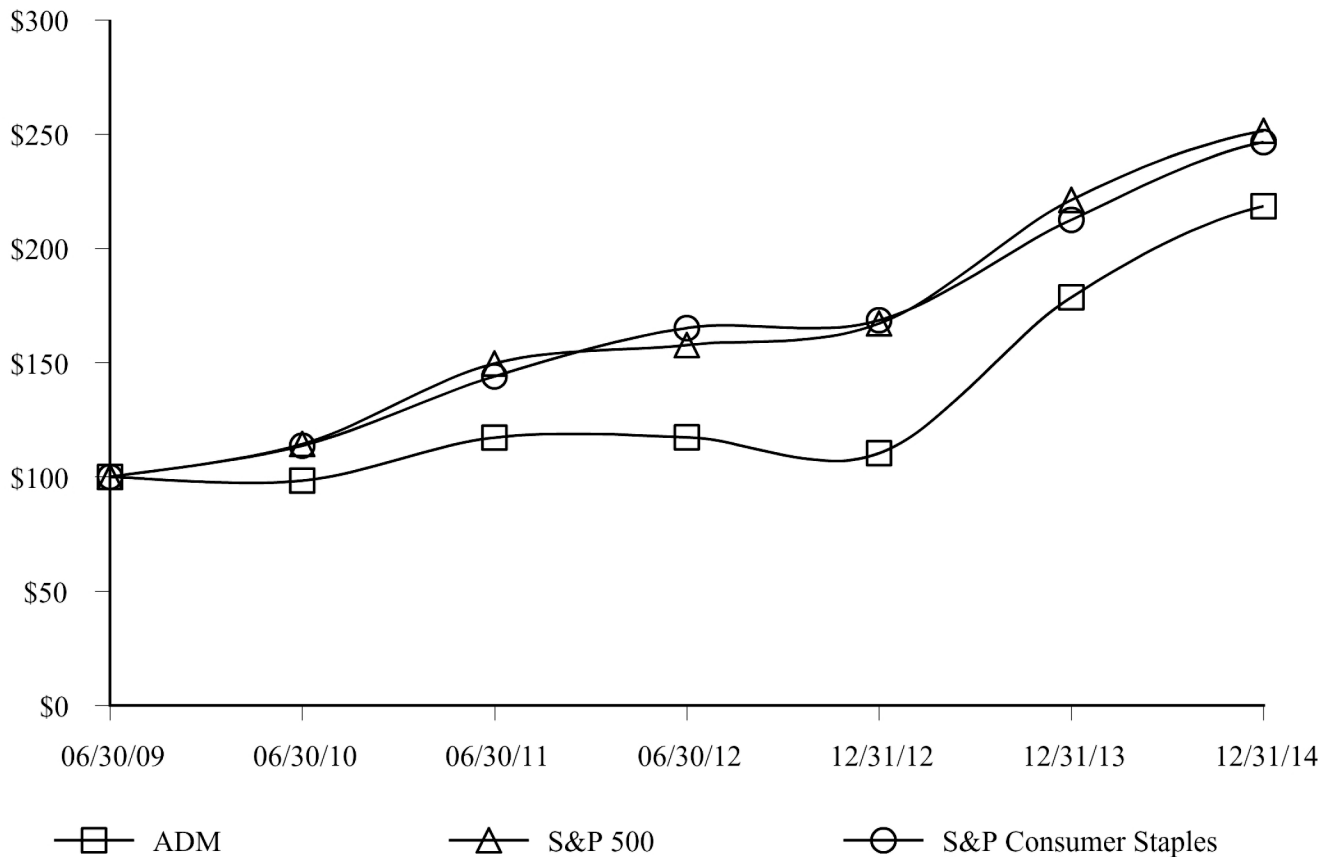
(2) On November 5, 2009, the Company's Board of Directors approved a stock repurchase program authorizing the Company to repurchase up to 100,000,000 shares of the Company's common stock during the period commencing January 1, 2010 and ending December 31, 2014. On November 5, 2014, the Company's Board of Directors approved a stock repurchase program authorizing the Company to repurchase up to 100,000,000 shares of the Company's common stock during the period commencing January 1, 2015 and ending December 31, 2019.

**Item 5. MARKET FOR REGISTRANT’S COMMON EQUITY, RELATED STOCKHOLDER MATTERS, AND ISSUER PURCHASES OF EQUITY SECURITIES (Continued)**

**Performance Graph**

The graph below compares the Company’s common stock with those of the S&P 500 Index and the S&P Consumer Staples Index. The graph assumes an initial investment of \$100 on June 30, 2009 and assumes all dividends have been reinvested through December 31, 2014.

**COMPARISON OF 66 MONTH CUMULATIVE TOTAL RETURN**  
 Among Archer Daniels Midland Company (ADM), the S&P 500 Index, and the S&P Consumer Staples



Copyright© 2013 S&P, a division of The McGraw-Hill Companies Inc. All rights reserved.



**Item 6. SELECTED FINANCIAL DATA**

**Selected Financial Data**  
(In millions, except ratio and per share data)

	Years Ended		Six Months Ended		Fiscal Years Ended		
	December 31		December 31		June 30		
	<b>2014</b>	2013	2012	2011	2012	2011	2010
				(Unaudited)			
Revenues	\$ <b>81,201</b>	\$ 89,804	\$ 46,729	\$ 45,208	\$ 89,038	\$ 80,676	\$ 61,682
Depreciation	<b>850</b>	827	396	391	793	827	857
Net earnings attributable to controlling interests	<b>2,248</b>	1,342	692	540	1,223	2,036	1,930
Basic earnings per common share	<b>3.44</b>	2.03	1.05	0.81	1.84	3.17	3.00
Diluted earnings per common share	<b>3.43</b>	2.02	1.05	0.81	1.84	3.13	3.00
Cash dividends	<b>624</b>	501	230	224	455	395	372
Per common share	<b>0.96</b>	0.76	0.35	0.335	0.685	0.62	0.58
Working capital	\$ <b>10,426</b>	\$ 12,872	\$ 12,769	\$ 12,395	\$ 12,328	\$ 14,286	\$ 9,561
Current ratio	<b>1.7</b>	1.8	1.8	1.8	1.8	2.1	2.1
Inventories	<b>9,374</b>	11,441	13,836	12,415	12,192	12,055	7,871
Net property, plant, and equipment	<b>9,960</b>	10,137	10,123	9,601	9,812	9,500	8,712
Gross additions to property, plant, and equipment	<b>1,357</b>	947	641	1,058	1,719	1,512	1,788
Total assets	<b>44,027</b>	43,752	45,136	41,701	41,771	42,352	31,808
Long-term debt, excluding current maturities	<b>5,558</b>	5,347	6,456	6,762	6,535	8,266	6,830
Shareholders' equity	<b>19,630</b>	20,194	19,131	18,165	18,169	18,838	14,631
Per common share	<b>30.82</b>	30.64	29.03	27.44	27.57	27.87	22.89
Weighted average shares outstanding-basic	<b>653</b>	661	660	669	665	642	643
Weighted average shares outstanding-diluted	<b>656</b>	663	661	670	666	654	644

Significant items affecting the comparability of the financial data shown above are as follows:

- Net earnings attributable to controlling interests for the year ended December 31, 2014 include a gain on sale of assets related to the sale of the fertilizer business and other asset of \$135 million (\$89 million after tax, equal to \$0.14 per share), gain of \$156 million (\$97 million after tax, equal to \$0.15 per share) upon the Company's effective dilution in the Pacifcor (formerly Kalama Export Company) joint venture resulting from the contribution of additional assets by another member in exchange for new equity units, and loss of \$102 million (\$63 million after tax, equal to \$0.10 per share) on Euro foreign currency derivative contracts entered into to economically hedge the Wild Flavors acquisition, as discussed in Note 12 in Item 8, asset impairment charges related to certain fixed assets of \$41 million (\$26 million after tax, equal to \$0.04 per share) and \$64 million (\$41 million after tax, equal to \$0.06 per share) of costs related to the relocation of the global headquarters to Chicago, Illinois, and restructuring charges related to the Wild Flavors acquisition and Toepfer integration following the acquisition of the minority interest and other restructuring charges, as discussed in Note 19 in Item 8, and a charge of \$98 million (\$61 million after tax, equal to \$0.09 per share) related to pension settlements.

**Item 6. SELECTED FINANCIAL DATA (Continued)**

- Net earnings attributable to controlling interests for the year ended December 31, 2013 include other-than-temporary impairment charges of \$155 million (\$155 million after tax, equal to \$0.23 per share) on the Company's GrainCorp investment, asset impairment charges of \$51 million (\$51 million after tax, equal to \$0.08 per share) related to the Company's Brazilian sugar milling business, and other impairment charges principally for certain property, plant and equipment assets totaling \$53 million (\$34 million after tax, equal to \$0.05 per share) as discussed in Note 19 in Item 8, realized losses on Australian dollar currency hedges of \$40 million (\$25 million after tax, equal to \$0.04 per share) related to the proposed GrainCorp acquisition, valuation allowance on certain deferred tax assets of \$82 million (equal to \$0.12 per share), income tax benefit recognized in the current period of \$55 million (equal to \$0.08 per share) related to biodiesel blending credits earned in the prior periods, charges of \$54 million (\$37 million after tax, equal to \$0.06 per share) related to the FCPA matter, and other charges of \$18 million (\$12 million after tax, equal to \$0.02 per share).
- Net earnings attributable to controlling interests for the six months ended December 31, 2012 include an asset impairment charge of \$146 million (\$107 million after tax, equal to \$0.16 per share) related to the Company's investments associated with Gruma, a gain of \$62 million (\$49 million after tax, equal to \$0.07 per share) related to the Company's interest in GrainCorp, a gain of \$39 million (\$24 million after tax, equal to \$0.04 per share) related to the sale of certain of the Company's exchange membership interests, and charges of \$68 million (\$44 million after tax, equal to \$0.07 per share) related to pension settlements.
- Net earnings attributable to controlling interests for the six months ended December 31, 2011 include exit costs and asset impairment charges of \$352 million (\$222 million after tax, equal to \$0.33 per share) related primarily to the writedown of the Company's Clinton, IA bioplastics facility.
- Net earnings attributable to controlling interests for the year ended June 30, 2012 include exit costs and asset impairment charges of \$437 million (\$274 million after tax, equal to \$0.41 per share) related primarily to the bioplastics facility and global workforce reduction program.
- Net earnings attributable to controlling interests for the year ended June 30, 2011 include a gain of \$71 million (\$44 million after tax, equal to \$0.07 per share) related to the acquisition of the remaining interest in Golden Peanut (Golden Peanut Gain), start up costs for the Company's significant new greenfield plants of \$94 million (\$59 million after tax, equal to \$0.09 per share), charges on early extinguishment of debt of \$15 million (\$9 million after tax, equal to \$0.01 per share), gains on interest rate swaps of \$30 million (\$19 million after tax, equal to \$0.03 per share) and a gain of \$78 million (\$49 million after tax, equal to \$0.07 per share) related to the sale of bank securities held by the Company's equity investee, Gruma. During the second quarter of fiscal year 2011, the Company updated its estimates for service lives of certain of its machinery and equipment assets. The effect of this change in accounting estimate on pre-tax earnings for the year ended June 30, 2011 was an increase of \$133 million (\$83 million after tax, equal to \$0.13 per share). Basic and diluted weighted average shares outstanding for 2011 include 44 million shares issued on June 1, 2011 related to the Equity Unit conversion. Diluted weighted average shares outstanding for 2011 include 44 million shares assumed issued on January 1, 2011 as required using the "if-converted" method of calculating diluted earnings per share for the quarter ended March 31, 2011.
- Net earnings attributable to controlling interests for the year ended June 30, 2010 include a charge of \$75 million (\$47 million after tax, equal to \$0.07 per share) related to loss on extinguishment of debt resulting from the repurchase of \$500 million in aggregate principal amount of the Company's outstanding debentures, and start up costs for the Company's significant new greenfield plants of \$110 million (\$68 million after tax, equal to \$0.11 per share).

## **Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

### ***Company Overview***

This MD&A should be read in conjunction with the accompanying consolidated financial statements.

The Company is principally engaged in procuring, transporting, storing, processing, and merchandising agricultural commodities and products. The Company uses its significant global asset base to originate and transport agricultural commodities, connecting to markets in 147 countries. The Company also processes corn, oilseeds, wheat and cocoa into products for food, animal feed, chemical and energy uses. The Company uses its global asset network, business acumen, and its relationships with suppliers and customers to efficiently connect the harvest to the home thereby generating returns for our shareholders, principally from margins earned on these activities.

The Company's operations are organized, managed and classified into three reportable business segments: Oilseeds Processing, Corn Processing, and Agricultural Services. Each of these segments is organized based upon the nature of products and services offered. The Company's remaining operations are not reportable segments, as defined by the applicable accounting standard, and are classified as Other.

During the fourth quarter of 2014, the Company completed the acquisition of Wild Flavors and SCI for a total consideration of \$2.9 billion, making the Company one of the world's leading flavors and specialty ingredients companies. Effective January 1, 2015, the Company has formed a fourth reportable business segment, Wild Flavors and Specialty Ingredients. Results of Wild Flavors and SCI were reported in Other as the 2014 results were not material to the Company.

The Oilseeds Processing segment includes global activities related to the origination, merchandising, crushing, and further processing of oilseeds such as soybeans and soft seeds (cottonseed, sunflower seed, canola, rapeseed, and flaxseed) into vegetable oils and protein meals. Oilseeds products produced and marketed by the Company include ingredients for the food, feed, energy, and industrial products industries. Crude vegetable oils produced by the segment's crushing activities are sold "as is" or are further processed by refining, blending, bleaching, and deodorizing into salad oils. Salad oils are sold "as is" or are further processed by hydrogenating and/or interesterifying into margarine, shortening, and other food products. Partially refined oils are used to produce biodiesel or are sold to other manufacturers for use in chemicals, paints, and other industrial products. Oilseed protein meals are principally sold to third parties to be used as ingredients in commercial livestock and poultry feeds. In Europe and South America, the Oilseeds Processing segment includes origination and merchandising activities as adjuncts to its oilseeds processing assets. These activities include a network of grain elevators, port facilities, and transportation assets used to buy, store, clean, and transport grains and oilseeds. The Oilseeds Processing segment produces natural health and nutrition products and other specialty food and feed ingredients. The Oilseeds Processing segment is a major supplier of peanuts and peanut-derived ingredients to both the U.S. and export markets. In North America, cottonseed flour is produced and sold primarily to the pharmaceutical industry and cotton cellulose pulp is manufactured and sold to the chemical, paper, and filter markets. The Oilseeds Processing segment also includes activities related to the procurement, transportation and processing of cocoa beans into cocoa liquor, cocoa butter, cocoa powder, chocolate, and various compounds in North America, South America, Europe, Asia, and Africa for the food processing industry. The Oilseeds Processing segment also includes the Company's share of the results of its equity investment in Wilmar and its share of results for its Stratas Foods LLC and Edible Oils Limited joint ventures. Prior to December 2014, the Oilseeds Processing segment operated fertilizer blending facilities in South America. In December 2014, the Company completed the sale of its fertilizer blending business.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

The Company's Corn Processing segment is engaged in corn wet milling and dry milling activities, with its asset base primarily located in the central part of the United States. The Corn Processing segment converts corn into sweeteners and starches, and bioproducts. Its products include ingredients used in the food and beverage industry including sweeteners, starch, syrup, glucose, and dextrose. Dextrose and starch are used by the Corn Processing segment as feedstocks for its bioproducts operations. By fermentation of dextrose, the Corn Processing segment produces alcohol, amino acids, and other specialty food and animal feed ingredients. Ethyl alcohol is produced by the Company for industrial use as ethanol or as beverage grade. Ethanol, in gasoline, increases octane and is used as an extender and oxygenate. Bioproducts also include amino acids such as lysine and threonine that are vital compounds used in swine feeds to produce leaner animals and in poultry feeds to enhance the speed and efficiency of poultry production. Corn gluten feed and meal, as well as distillers' grains, are produced for use as animal feed ingredients. Corn germ, a by-product of the wet milling process, is further processed into vegetable oil and protein meal. Other Corn Processing products include citric and lactic acids, lactates, sorbitol, xanthan gum, and glycols which are used in various food and industrial products. The Corn Processing segment includes the activities of a propylene and ethylene glycol facility and the Company's Brazilian sugarcane ethanol plant and related operations. This segment also includes the Company's share of the results of its equity investments in Almidones Mexicanos S.A., Eaststarch C.V., and Red Star Yeast Company LLC.

The Agricultural Services segment utilizes its extensive U.S. grain elevator, global transportation network, and port operations to buy, store, clean, and transport agricultural commodities, such as oilseeds, corn, wheat, milo, oats, rice, and barley, and resells these commodities primarily as food and feed ingredients and as raw materials for the agricultural processing industry. The Agricultural Services' grain sourcing, handling, and transportation network provides reliable and efficient services to the Company's customers and agricultural processing operations. Agricultural Services' transportation network capabilities include barge, ocean-going vessel, truck, and rail freight services. Agricultural Services segment also includes the activities related to the processing of wheat into wheat flour, the processing and distribution of formula feeds, animal health and nutrition products, and the procurement, processing, and distribution of edible beans. The Agricultural Services segment includes the activities of Toepfer, a global merchant of agricultural commodities and processed products. On June 6, 2014, the Company announced that it has completed its acquisition of the remaining 20% interest in Toepfer. The Agricultural Services segment also includes the Company's 32.2% share of the results of its Pacificor (formerly Kalama Export Company LLC) joint venture and returns associated with the Company's 19.8% investment in GrainCorp. Prior to December 2012, the Company had a 23.2% interest in Gruma S.A.B. de C.V. (Gruma), the world's largest producer and marketer of corn flour and tortillas. Additionally, the Company had joint ventures in corn flour and wheat flour mills with and through Gruma. In December 2012, the Company sold its 23.2% interest in Gruma and the Gruma-related joint ventures.

Other includes the activities of Wild Flavors, SCI, and the Company's remaining operations, primarily its financial business units, related principally to futures commission merchant and insurance activities.

Corporate results principally include the impact of LIFO-related inventory adjustments, unallocated corporate expenses, interest cost net of investment income, and the Company's share of the results of an equity investment. Corporate results also include the after-tax elimination of income attributable to the minority shareholder of Toepfer except during the calendar year 2012 when the put options related to these interests expired and the results were included in noncontrolling interest. The Company acquired the remaining 20% interest in Toepfer during the second quarter of 2014, thus no longer requiring the elimination of income attributable to the minority shareholder as of June 30, 2014.

*Significant Ongoing Portfolio Management Actions*

The Company's recently announced additional significant actions in its portfolio management include:

- completing the sale of its fertilizer blending business in Brazil and Paraguay on December 17, 2014 following the announcement of a signed agreement with The Mosaic Company to sell the business on April 15, 2014;
- announcing the sale of its global chocolate business to Cargill, Inc. for \$440 million on September 2, 2014;
- announcing the sale of its global cocoa business to Olam International Limited for \$1.3 billion on December 15, 2014; and
- signing an agreement with Glencore plc to sell a 50 percent stake in its export terminal in Barcarena, in the northern Brazilian state of Pará on February 3, 2015.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

The chocolate, cocoa, and export terminal transactions are expected to close in 2015, subject to completion of customary closing conditions, including regulatory approvals, which are in process. The chocolate and cocoa businesses are classified as held for sale as of December 31, 2014.

*Operating Performance Indicators*

The Company's oilseeds processing and agricultural services operations are principally agricultural commodity-based businesses where changes in selling prices move in relationship to changes in prices of the commodity-based agricultural raw materials. Therefore, changes in agricultural commodity prices have relatively equal impacts on both revenues and cost of products sold. Thus, changes in revenues of these businesses do not necessarily correspond to the changes in margins or gross profit.

The Company's corn processing operations and certain other food and animal feed processing operations also utilize agricultural commodities (or products derived from agricultural commodities) as raw materials. However, in these operations, agricultural commodity market price changes do not necessarily equal changes in cost of products sold. Thus, changes in revenues of these businesses may correspond to changes in margins or gross profit.

The Company has consolidated subsidiaries in 79 countries. For the majority of the Company's subsidiaries located outside the United States, the local currency is the functional currency. Revenues and expenses denominated in foreign currencies are translated into U.S. dollars at the weighted average exchange rates for the applicable periods. For the majority of the Company's business activities in Brazil, the functional currency is the U.S. dollar; however, certain transactions, including taxes, occur in local currency and require conversion to the functional currency. Fluctuations in the exchange rates of foreign currencies, primarily the Euro, British pound, Canadian dollar, and Brazilian real, as compared to the U.S. dollar can result in corresponding fluctuations in the U.S. dollar value of revenues and expenses reported by the Company.

The Company measures its performance using key financial metrics including net earnings, segment operating profit, return on invested capital, EBITDA, economic value added, and cost per metric ton. The Company's operating results can vary significantly due to changes in factors such as fluctuations in energy prices, weather conditions, crop plantings, government programs and policies, changes in global demand, general global economic conditions, changes in standards of living, and global production of similar and competitive crops. Due to these unpredictable factors, the Company undertakes no responsibility for updating any forward-looking information contained within "Management's Discussion and Analysis of Financial Condition and Results of Operations."

***Year Ended December 31, 2014 Compared to Year Ended December 31, 2013***

As an agricultural commodity-based business, the Company is subject to a variety of market factors which affect the Company's operating results. Demand for global protein meal and vegetable oil remained strong and steady. Demand for export of North American corn and soybeans was strong, but logistical challenges during the winter months, including rail delays and river freezes, caused higher costs making U.S. exports less competitive. Despite a large harvest in South America, U.S. grain exports continued for longer than normal in 2014 due to slow South American farmer selling. U.S. corn and wheat storage and merchandising opportunities were limited for much of the year until the 2014 record fall harvest. Corn sweetener demand was steady. Strong U.S. ethanol demand from both domestic and export markets, combined with industry logistical and production challenges in the winter months, led to volatile but strong overall 2014 ethanol margins. South American grain and oilseed origination volumes and margins were challenged by the slow farmer selling. Cocoa press margins have continued to improve from last year when margins were negatively impacted by excess capacity.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

Net earnings attributable to controlling interests increased \$0.9 billion to \$2.2 billion. Segment operating profit was \$3.9 billion, up 45%, due primarily to improved corn processing and grain merchandising and handling results. Included in this year's segment operating profit was a gain of approximately \$156 million upon the Company's effective dilution in the Pacifcor (formerly Kalama Export Company) joint venture, resulting from the contribution of additional assets by another member in exchange for new equity units, a gain of \$126 million on the sale of the fertilizer business, long-lived asset impairment charges of \$35 million, and Wild Flavors restructuring charges and acquisition costs of \$33 million. In 2013, segment operating profit included a \$155 million write-down related to the Company's GrainCorp investment, a \$51 million impairment of certain long-lived assets at its Brazilian sugar mill, and approximately \$27 million of other long-lived asset impairment charges principally in the Corn Processing segment. Excluding these unique items, segment operating profit improved approximately 26% in 2014. Corporate costs of \$785 million in 2014 were higher by \$101 million. Included in 2014 costs were losses of \$102 million on Euro foreign currency derivative contracts entered into to economically hedge the anticipated Wild Flavors acquisition and \$98 million of non-cash pension settlement charges. The prior year period included \$54 million of charges related to an anti-corruption settlement, losses of \$40 million on Australian dollar foreign currency derivative contracts entered into to economically hedge the proposed GrainCorp acquisition, \$21 million costs related to strategic projects, and costs of \$32 million primarily related to asset write-downs and allocations of costs between corporate and the operating segments. In 2014, LIFO inventory reserves declined resulting in pretax LIFO credits to earnings of \$245 million compared to LIFO credits of \$225 million in 2013. Excluding LIFO and these other items, corporate costs increased \$68 million, which is primarily due to higher enterprise resource planning project, I.T., and other project-related costs. Partially offsetting the increase was lower interest expense due principally to lower outstanding long-term debt balances.

The Company's effective tax rate for 2014 was 28.0% compared to 33.1% for 2013. The 2014 rate was positively impacted by \$47 million of positive discrete tax adjustments and a slight favorable shift in the geographic mix of earnings. The 2013 rate was negatively impacted by valuation allowances on deferred tax assets, partially offset by favorable discrete income tax benefits related to amounts received from the U.S. government in the form of biodiesel credits. Excluding these factors, the effective tax rate for 2013 was approximately 30%.

*Analysis of Statements of Earnings*

Processed volumes by product for the years ended December 31, 2014 and 2013 are as follows (in metric tons):

(In thousands)	2014	2013	Change
Oilseeds	32,208	31,768	440
Corn	23,668	23,688	(20)
Milling and cocoa	7,318	7,226	92
Total	63,194	62,682	512

The Company continued to operate its production facilities, on an overall basis, at or near capacity, adjusting facilities individually, as needed, to react to current and seasonal local supply and demand conditions.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

Revenues by segment for the years ended December 31, 2014 and 2013 are as follows:

(In millions)	2014	2013	Change
<b>Oilseeds Processing</b>			
Crushing and Origination	\$ 18,542	\$ 20,522	\$ (1,980)
Refining, Packaging, Biodiesel, and Other	9,111	10,375	(1,264)
Cocoa and Other	3,439	3,281	158
Asia	454	705	(251)
Total Oilseeds Processing	<u>31,546</u>	<u>34,883</u>	<u>(3,337)</u>
<b>Corn Processing</b>			
Sweeteners and Starches	3,749	4,717	(968)
Bioproducts	7,937	8,422	(485)
Total Corn Processing	<u>11,686</u>	<u>13,139</u>	<u>(1,453)</u>
<b>Agricultural Services</b>			
Merchandising and Handling	33,061	36,968	(3,907)
Milling and Other	4,001	4,284	(283)
Transportation	265	228	37
Total Agricultural Services	<u>37,327</u>	<u>41,480</u>	<u>(4,153)</u>
<b>Other</b>			
Processing	312	—	312
Financial	330	302	28
Total Other	<u>642</u>	<u>302</u>	<u>340</u>
Total	<u>\$ 81,201</u>	<u>\$ 89,804</u>	<u>\$ (8,603)</u>

Revenues in 2014 decreased 10% to \$81.2 billion due principally to lower average sales prices (\$8.0 billion) related to a decrease in underlying commodity prices, lower overall sales volumes (\$0.7 billion), and changes in foreign currency exchange rates of \$0.2 billion partially offset by higher revenues in Other (\$0.3 billion) due to recent acquisitions. The decrease in underlying commodity prices did not result in a significant decrease in margins or gross profit as lower underlying commodity prices had a relatively equal impact on cost of products sold. Oilseeds Processing revenues decreased 10% to \$31.5 billion due principally to lower sales volumes for soybeans and soybean meal (\$1.9 billion) and lower average sales prices (\$1.4 billion). Corn Processing revenues decreased 11% to \$11.7 billion due principally to lower average sales prices (\$1.6 billion) partially offset by higher sales volumes (\$0.1 billion). Agricultural Services revenues decreased 10% to \$37.3 billion due principally to lower average sales prices (\$5.2 billion) and partially offset by higher sales volumes (\$1.1 billion).

Cost of products sold decreased 11% to \$76.4 billion due principally to lower average commodity costs partially offset by higher manufacturing costs. Included in 2014 cost of products sold is a credit of \$245 million from the effect of decreasing agricultural commodity prices on LIFO inventory valuation reserves compared to a credit of \$225 million in 2013. Manufacturing expenses increased \$0.2 billion mostly due to higher energy costs and higher maintenance costs. Higher energy costs were driven by unusually high volatility of natural gas prices during the winter months early in the year due primarily to supply interruptions impacted by the severe winter weather conditions.

Selling, general, and administrative expenses (SG&A) increased \$148 million to \$1.9 billion due principally to a \$98 million non-cash pretax pension settlement charge related to settling certain U.S. retiree liabilities with lump sum payments and incremental SG&A expenses of \$73 million related to the acquired Wild Flavors and SCI businesses, partially offset by the absence of the prior year charge of \$54 million related to an anti-corruption settlement. In addition, salaries and benefits and enterprise resource planning project, information technology, and other project-related costs were higher year over year.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

Asset impairment, exit, and restructuring costs of \$105 million include \$16 million of costs associated with the relocation of the Company's global headquarters to Chicago, Illinois, \$48 million of restructuring charges related primarily to the Wild Flavors acquisition and Toepfer integration following the acquisition of the minority interest, other-than-temporary investment writedown of \$6 million, and property, plant, and equipment asset impairments of \$35 million. The 2013 charges of \$259 million were comprised of other-than-temporary impairment charges of \$155 million on the Company's GrainCorp investment, asset impairment charges of \$51 million related to the Company's Brazilian sugar milling business, and other impairment charges principally for certain property, plant, and equipment assets totaling \$53 million.

Interest expense decreased \$76 million to \$337 million primarily due to lower outstanding long-term debt balances. During February 2014, the Company repaid \$1.15 billion principal amount of convertible senior notes with available funds.

Equity in earnings of unconsolidated affiliates decreased \$39 million to \$372 million primarily due to lower earnings from the Company's investments in CIP and Wilmar.

Other income increased \$194 million to \$247 million due principally to a gain of \$156 million upon the Company's effective dilution in the Pacificor (formerly Kalama Export Company) joint venture, resulting from the contribution of additional assets by another member in exchange for new equity units, a gain of \$126 million on the sale of the South American fertilizer business, and the absence of prior year losses of \$40 million on Australian dollar foreign currency derivative contracts entered into to economically hedge the proposed GrainCorp acquisition, partially offset by current period losses of \$102 million on Euro foreign currency derivative contracts entered into to economically hedge the Wild Flavors acquisition.



**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

Operating profit by segment and earnings before income taxes for the year ended December 31, 2014 and 2013 are as follows:

(In millions)	2014	2013	Change
<b>Oilseeds Processing</b>			
Crushing and Origination	\$ 868	\$ 835	\$ 33
Refining, Packaging, Biodiesel, and Other	478	454	24
Cocoa and Other	92	(33)	125
Asia	167	217	(50)
Total Oilseeds Processing	<u>1,605</u>	<u>1,473</u>	<u>132</u>
<b>Corn Processing</b>			
Sweeteners and Starches	484	492	(8)
Bioproducts	704	322	382
Total Corn Processing	<u>1,188</u>	<u>814</u>	<u>374</u>
<b>Agricultural Services</b>			
Merchandising and Handling	653	33	620
Milling and Other	249	270	(21)
Transportation	187	77	110
Total Agricultural Services	<u>1,089</u>	<u>380</u>	<u>709</u>
<b>Other</b>			
Processing	(46)	—	(46)
Financial	79	41	38
Total Other	<u>33</u>	<u>41</u>	<u>(8)</u>
Total Segment Operating Profit	<u>3,915</u>	<u>2,708</u>	<u>1,207</u>
Corporate	<u>(785)</u>	<u>(684)</u>	<u>(101)</u>
Earnings Before Income Taxes	<u>\$ 3,130</u>	<u>\$ 2,024</u>	<u>\$ 1,106</u>

Corporate results are as follows:

(In millions)	2014	2013	Change
LIFO credit (charge)	\$ 245	\$ 225	\$ 20
Interest expense - net	(318)	(408)	90
Unallocated corporate costs	(414)	(331)	(83)
Other charges	(228)	(147)	(81)
Minority interest and other	(70)	(23)	(47)
Total Corporate	<u>\$ (785)</u>	<u>\$ (684)</u>	<u>\$ (101)</u>

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

Oilseeds Processing operating profit increased \$132 million to \$1.6 billion. Included in the current year operating profit is a charge of approximately \$17 million for cocoa hedge timing effects compared to a charge of approximately \$13 million in the prior year. Crushing and Origination operating profit increased \$33 million to \$868 million. Included in the current year results is a gain on sale of the fertilizer business of \$126 million. Excluding this gain the Crushing and Origination operating profit decreased by \$93 million primarily due to lower South American grain origination results caused by year-over-year slower farmer-selling, reduced crush margins and lower fertilizer results partially offset by strong soybean and softseed volumes and margins in North America and Europe. Refining, Packaging, Biodiesel, and Other results improved \$24 million to \$478 million on good demand and improved margins for refined and packaged oils and improved European biodiesel results. Cocoa and Other results, including the mark-to-market timing effects discussed above, improved \$125 million to \$92 million as cocoa press margins significantly increased. Asia results declined \$50 million to \$167 million, principally reflecting a decrease from the Company's share of its results from its equity investee, Wilmar.

Corn Processing operating profit increased \$374 million to \$1.2 billion. Included in the current period operating profit is a gain of approximately \$25 million for corn hedge timing effects and \$15 million of asset impairment charges; while the prior period included a charge of approximately \$15 million for corn hedge time effects and \$71 million of asset impairment charges. Excluding these items, Sweeteners and Starches operating profit decreased \$39 million primarily due to lower average selling prices partially offset by lower net corn costs. Also contributing to the decrease were decreased co-products income, an additional \$8 million in bad debt reserve and \$7 million of startup costs related to the new sweetener facility in Tianjin, China. Excluding corn hedge timing effects and asset impairment charges, Bioproducts profit in the current year improved by \$317 million as solid demand for U.S. ethanol from domestic and export markets, lower net corn costs, and lower industry production volumes early in the year caused by logistical and production challenges combined to drive volatile but overall strong margins.

Agricultural Services operating profit increased \$709 million to \$1.1 billion. Current year results in Merchandising and Handling include a gain of \$156 million upon the Company's effective dilution in the Pacificor (formerly Kalama Export Company) joint venture, resulting from the contribution of additional assets by another member in exchange for new equity units and asset impairment charges of \$14 million. Prior year results included an approximately \$30 million intercompany insurance-related gain and a \$155 million asset impairment charge related to the other than temporary impairment of the Company's GrainCorp investment. Excluding these items, Merchandising and Handling operating profit increased \$353 million due principally to higher U.S. grain export volumes and improvement in international merchandising results. Transportation operating profit improved \$110 million to \$187 million due to higher volumes and freight rates in barge operations. Milling and Other results declined \$21 million to \$249 million on lower margins and volumes in the milling business for most of the year reducing opportunities for grain and feed merchandising.

Other processing operating profit reflects a loss of \$46 million due primarily to the results of Wild Flavors and SCI which were acquired by the Company in the fourth quarter of 2014. Wild Flavors' results include \$33 million in restructuring charges and acquisition costs and \$23 million in additional expense for the amortization of fair value adjustments primarily related to inventories. Other financial operating profit increased \$38 million to \$79 million mainly due to the absence of an approximately \$30 million insurance-related loss in the prior year which offset the insurance-related gain reported in the Agricultural Services segment.

Corporate results were a net charge of \$785 million in the current year compared to a net charge of \$684 million in the prior year. The effects of decreasing commodity prices on LIFO inventory valuations resulted in a credit of \$245 million in the current year compared to a credit of \$225 million in the prior year. Interest expense - net declined \$90 million due principally to lower outstanding long-term debt balances. Unallocated corporate costs increased \$83 million primarily due to higher expenses related to the enterprise resource planning project, special strategic projects, and compensation accruals. Other charges in the current year of \$228 million consisted of losses of \$102 million on Euro foreign currency derivative contracts entered into to economically hedge the anticipated Wild Flavors acquisition, global headquarters relocation costs of \$16 million, Toepfer integration and other restructuring charges of \$15 million, and pension settlement of \$98 million. Other charges in the prior year of \$147 million consisted of a \$54 million provision related to an anti-corruption settlement, losses of \$40 million on Australian dollar foreign currency derivative contracts entered into to economically hedge the proposed GrainCorp acquisition, \$21 million of costs related to strategic merger and acquisition projects, and \$32 million of costs primarily related to asset write-downs and reallocations of costs from the operating segments to corporate. Minority interest and other expense increased \$47 million primarily due to changes in the elimination of the income attributable to the minority shareholder of Toepfer.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

***Six Months Ended December 31, 2012 Compared to Six Months Ended December 31, 2011 (Unaudited)***

Net earnings attributable to controlling interests increased \$152 million to \$692 million. Asset impairment, exit, and restructuring costs in the 2012 period decreased \$115 million after tax (\$206 million pretax). The 2012 period results also include gains of \$49 million after tax related to the Company's interest in GrainCorp and a gain of \$24 million after tax related to the sale of certain of the Company's exchange membership interests, partially offset by charges of \$44 million after tax related to pension settlements.

Income taxes increased \$66 million due to higher earnings before income taxes. The effective income tax rate of 30.4% in 2012 compares to the rate of 30.3% in the prior period.

Segment operating profit in the 2012 period increased \$243 million due to a \$318 million improvement in operating results in the Oilseeds Processing segment, the absence of the prior period asset impairment charges of \$339 million in the Corn Processing segment related primarily to the write-down of assets at its Clinton, IA bioplastics facility, and higher results of the Company's Financial operations of \$76 million, in part due to a gain on sale of certain of the Company's exchange membership interests and favorable captive insurance loss reserve adjustments. Partially offsetting these improvements were lower results in the 2012 period in Corn Processing's bioproducts business of \$408 million, excluding the Clinton, IA asset impairment charge discussed above, and the 2012 period loss of \$146 million in the Agricultural Services segment related to the disposal of Gruma.

Corporate expenses were \$27 million higher in the 2012 period, due primarily to \$68 million of pension settlement charges, partially offset by higher returns on the Company's equity method investment in CIP.

*Analysis of Statements of Earnings*

Processed volumes by product for the six months ended December 31, 2012 and 2011 are as follows (in metric tons):

(In thousands)	Six Months Ended December 31,		
	2012	2011	Change
Oilseeds	15,868	15,209	659
Corn	12,307	12,408	(101)
Milling and cocoa	3,603	3,736	(133)
Total	31,778	31,353	425

The Company continued to operate its production facilities, on an overall basis, at or near capacity, adjusting facilities individually, as needed, to react to current and seasonal local supply and demand conditions.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

Revenues by segment for the six months ended December 31, 2012 and 2011 are as follows:

(In millions)	Six Months Ended December 31,		Change
	2012	2011	
	(Unaudited)		
Oilseeds Processing			
Crushing and Origination	\$ 10,784	\$ 8,927	\$ 1,857
Refining, Packaging, Biodiesel and Other	5,256	6,218	(962)
Cocoa and Other	1,746	1,952	(206)
Asia	266	240	26
Total Oilseeds Processing	<u>18,052</u>	<u>17,337</u>	<u>715</u>
Corn Processing			
Sweeteners and Starches	2,405	2,316	89
Bioproducts	3,762	4,135	(373)
Total Corn Processing	<u>6,167</u>	<u>6,451</u>	<u>(284)</u>
Agricultural Services			
Merchandising and Handling	20,159	19,061	1,098
Transportation	128	149	(21)
Milling and Other	2,154	2,154	—
Total Agricultural Services	<u>22,441</u>	<u>21,364</u>	<u>1,077</u>
Other			
Financial	69	56	13
Total Other	<u>69</u>	<u>56</u>	<u>13</u>
Total	<u>\$ 46,729</u>	<u>\$ 45,208</u>	<u>\$ 1,521</u>

As an agricultural commodity-based business, the Company is subject to a variety of market factors which affect the Company's operating results. From a demand perspective, protein meal demand continued to increase, particularly for U.S. domestic and export markets. Demand for soybeans was solid. Weaker U.S. gasoline demand and unfavorable global ethanol trade flows resulted in continued excess industry ethanol capacity. From a supply perspective, following below-average harvests in the 2011/2012 crop year in North and South America, corn and soybean supplies were tight and commodity market prices were generally higher. In South America, farmers responded to high crop prices with record soybean plantings for the 2012/2013 crop year. The lower corn harvest in the U.S. due to the drought led to higher corn prices and higher demand for corn from South America.

Revenues increased \$1.5 billion to \$46.7 billion. Higher average selling prices increased revenues by \$4.9 billion, primarily due to increases in underlying commodity prices, while lower sales volumes, inclusive of the effects of acquisitions, reduced revenues by \$2.4 billion. Changes in foreign currency exchange rates decreased revenues by \$1.0 billion. Oilseeds Processing sales increased 4% to \$18.1 billion due principally to higher average selling prices of protein meal and soybeans and higher sales volumes of corn, primarily in South America, and protein meal. Corn Processing sales decreased 4% to \$6.2 billion due principally to lower average selling prices of ethanol. Agricultural Services sales increased 5% to \$22.4 billion, due to higher average selling prices of soybeans and wheat partially offset by lower sales volumes of corn.

Cost of products sold increased \$1.6 billion to \$44.9 billion due principally to higher prices of agricultural commodities partially offset by lower manufacturing costs and \$1.1 billion related to the effects of changing foreign currency rates. Manufacturing expenses decreased \$102 million or 3%, due principally to lower energy and repairs and maintenance costs, and savings in employee and benefit-related costs.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

Selling, general and administrative expenses increased \$39 million to \$869 million. Included in selling, general, and administrative expenses are pension settlement charges of \$68 million for the six months ended December 31, 2012. Excluding these pension settlement charges, selling, general, and administrative expenses declined \$29 million or 3% due principally to lower employee and benefit-related costs.

Asset impairment charges in the 2012 period represent impairments of \$146 million related to the Company's divestment of its equity method investments in Gruma and Gruma-related joint ventures. The prior year charges relate to the Company's Clinton, IA bioplastics facility. Property, plant, and equipment were written down to estimated fair value resulting in impairment charges of \$320 million. In addition, charges of \$32 million were recognized for exit activities and to impair other assets.

Other income increased \$97 million to \$109 million due primarily to \$62 million of gains related to the Company's interest in GrainCorp and \$39 million of gains on the sale of certain of the Company's exchange membership interests.

Operating profit by segment and earnings before income taxes for the six months ended December 31, 2012 and 2011 are as follows:

(In millions)	<b>Six Months Ended December 31,</b>		<b>Change</b>
	<b>2012</b>	<b>2011</b>	
	(Unaudited)		
Oilseeds Processing			
Crushing and Origination	\$ 517	\$ 227	\$ 290
Refining, Packaging, Biodiesel, and Other	78	132	(54)
Cocoa and Other	65	(28)	93
Asia	87	98	(11)
Total Oilseeds Processing	<u>747</u>	<u>429</u>	<u>318</u>
Corn Processing			
Sweeteners and Starches	191	105	86
Bioproducts	(120)	(51)	(69)
Total Corn Processing	<u>71</u>	<u>54</u>	<u>17</u>
Agricultural Services			
Merchandising and Handling	299	315	(16)
Transportation	67	81	(14)
Milling and Other	29	167	(138)
Total Agricultural Services	<u>395</u>	<u>563</u>	<u>(168)</u>
Other			
Financial	93	17	76
Total Other	<u>93</u>	<u>17</u>	<u>76</u>
Total Segment Operating Profit	<u>1,306</u>	<u>1,063</u>	<u>243</u>
Corporate	(309)	(282)	(27)
Earnings Before Income Taxes	<u>\$ 997</u>	<u>\$ 781</u>	<u>\$ 216</u>

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

Corporate results are as follows:

(In millions)	Six Months Ended December 31,		Change
	2012	2011	
	(Unaudited)		
LIFO credit (charge)	\$ 60	\$ 67	\$ (7)
Interest expense - net	(219)	(197)	(22)
Unallocated corporate costs	(140)	(155)	15
Charges from debt buyback and exchange	(5)	(4)	(1)
Pension settlements	(68)	—	(68)
Other	63	7	56
Total Corporate	<u>\$ (309)</u>	<u>\$ (282)</u>	<u>\$ (27)</u>

Oilseeds Processing operating profit increased \$318 million to \$747 million. Crushing and Origination operating profit increased \$290 million to \$517 million as results in North America, Europe and South America improved. The Company's U.S. soybean operations delivered strong results, with high seasonal utilization amid good U.S. and export meal demand. In Europe, rapeseed and soybean crushing earnings improved significantly. In South America, results benefited from improved soybean crushing margins. Refining, Packaging, Biodiesel, and Other results decreased \$54 million to \$78 million primarily due to weaker European and U.S. biodiesel results. Cocoa and Other results increased \$93 million as weaker cocoa press margins were offset by the absence of the prior period's net unrealized mark-to-market losses related to certain forward purchase and sales commitments accounted for as derivatives. Asia results decreased \$11 million to \$87 million principally reflecting the Company's share of its results from equity investee, Wilmar.

Corn Processing operating profit increased \$17 million to \$71 million. The prior period results include \$339 million in asset impairment charges and exit costs related to the Company's Clinton, IA bioplastics facility. Excluding the bioplastics charges and exit costs, Corn Processing operating profit declined \$322 million. Sweeteners and Starches operating profit increased \$86 million to \$191 million, as tight sweetener industry capacity supported higher average selling prices. The prior period Sweeteners and Starches results were negatively impacted by higher net corn costs related to the mark-to-market timing effects of economic hedges. Bioproducts profit decreased \$69 million to a \$120 million loss. Excluding the \$339 million prior year asset impairment charges, Bioproducts profit decreased \$408 million. Weak domestic gasoline demand and unfavorable global ethanol trade flows resulted in continued excess industry capacity, keeping ethanol margins negative.

Agricultural Services operating profit, including the 2012 period \$146 million Gruma asset impairment charge and \$62 million gain on the Company's interest in GrainCorp, decreased \$168 million to \$395 million. Merchandising and Handling earnings decreased \$16 million mostly due to weaker U.S. merchandising results impacted by the smaller U.S. harvest. Merchandising and Handling earnings in the 2012 period include the \$62 million gain on the Company's interest in GrainCorp. Earnings from transportation operations decreased \$14 million to \$67 million due to increased barge operating expenses caused by low water on the Mississippi River partially offset by higher freight rates. Milling and Other operating profit decreased \$138 million to \$29 million due principally to a \$146 million impairment charge on the disposal of the Company's equity method investments in Gruma and Gruma-related joint ventures. Milling results remained strong, and the Company's feed business saw improved margins amid stronger demand.

Other financial operating profit increased \$76 million to \$93 million mainly due to asset disposal gains for certain of the Company's exchange membership interests and improved results of the Company's captive insurance subsidiary.

Corporate expenses increased \$27 million to \$309 million in the 2012 period. The Company incurred \$68 million in pension settlement charges related to a one-time window for lump sum distributions in the U.S. and the conversion of a Dutch pension plan to a multi-employer plan. Excluding these pension charges, corporate expenses declined by \$41 million. Corporate interest expense - net increased \$22 million mostly due to the absence of interest income received in the prior period related to a contingent gain settlement. Unallocated corporate costs were lower by \$15 million primarily due to lower employee and employee benefit-related costs. The increase in other income of \$56 million is primarily due to improved equity earnings from corporate affiliate investments.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

***Year Ended June 30, 2012 Compared to Year Ended June 30, 2011***

As an agricultural commodity-based business, the Company is subject to a variety of market factors which affect the Company's operating results. From a demand perspective, global protein meal consumption has continued to grow although at a slower rate. Excess industry crushing production capacity has pressured oilseeds margins, and the Company has adjusted production rates regionally to balance supply with current market demand. Biodiesel markets supported global demand for refined and crude vegetable oils. In the U.S., high biodiesel inventories associated with the December 31, 2011, expiration of blender's incentives dampened margins in the second half of the fiscal year. U.S. corn sweetener exports continue to support sales volumes and margins. Ethanol sales volumes were supported by favorable gasoline blending economics in the U.S. However, excess industry production of ethanol, together with recently reduced U.S. ethanol export demand, has negatively impacted ethanol margins. From a supply perspective, crop supplies in certain key growing regions at the beginning of fiscal 2012, including South America and the Black Sea region, were adequate, but a smaller-than-normal harvest in North America in the fall of 2011 resulted in low U.S. carryover stocks for corn and soybeans. Because of the smaller than expected South American harvest, global supplies of corn and soybeans were more dependent on the North American harvest. While plantings of corn increased in the U.S. during fiscal 2012, the drought conditions late in the fiscal year decreased expectations for the size of the harvest. These factors, combined with concerns about the European debt situation and ongoing geopolitical uncertainties, contributed to volatile commodity market price movements during fiscal 2012.

Net earnings attributable to controlling interests decreased \$0.8 billion to \$1.2 billion. Segment operating profit declined \$1.6 billion to \$2.5 billion amid more challenging conditions generally affecting all reportable segments. Segment operating profit in fiscal 2012 included \$349 million of asset impairment charges and exit costs comprised of \$335 million to exit the Company's Clinton, IA, bioplastics plant and \$14 million to shut down its Walhalla, ND, ethanol dry mill. Earnings before income taxes included a credit of \$10 million from the effect on LIFO inventory valuation reserves, including the liquidation of LIFO inventory layers, partially offset by increasing agricultural commodity prices, compared to charges of \$368 million in the prior year. Fiscal 2012 unallocated corporate expenses included \$71 million of charges related to the Company's global workforce reduction program.

Income taxes decreased \$0.5 billion due to lower earnings before income taxes and a lower effective income tax rate. The Company's effective income tax rate declined to 29.6% compared to 33.1% in the prior year primarily due to income tax benefits associated with foreign currency re-measurement of non-monetary assets partially offset by a geographic mix of earnings that shifted more to foreign jurisdictions.

*Analysis of Statements of Earnings*

Processed volumes by product for the years ended June 30, 2012 and 2011 are as follows (in metric tons):

(In thousands)	2012	2011	Change
Oilseeds	31,161	29,630	1,531
Corn	24,618	23,412	1,206
Milling and cocoa	7,156	7,179	(23)
Total	<u>62,935</u>	<u>60,221</u>	<u>2,714</u>

The Company continued to operate its production facilities, on an overall basis, at or near capacity, adjusting facilities individually, as needed, to react to current and seasonal local supply and demand conditions.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

Revenues by segment are as follows:

(In millions)	2012	2011	Change
<b>Oilseeds Processing</b>			
Crushing and Origination	\$ 18,794	\$ 16,518	\$ 2,276
Refining, Packaging, Biodiesel, and Other	11,628	9,476	2,152
Cocoa and Other	3,715	3,652	63
Asia	578	262	316
Total Oilseeds Processing	<u>34,715</u>	<u>29,908</u>	<u>4,807</u>
<b>Corn Processing</b>			
Sweeteners and Starches	4,793	3,766	1,027
Bioproducts	7,321	6,142	1,179
Total Corn Processing	<u>12,114</u>	<u>9,908</u>	<u>2,206</u>
<b>Agricultural Services</b>			
Merchandising and Handling	37,631	36,852	779
Transportation	269	222	47
Milling and Other	4,182	3,676	506
Total Agricultural Services	<u>42,082</u>	<u>40,750</u>	<u>1,332</u>
<b>Other</b>			
Financial	127	110	17
Total Other	<u>127</u>	<u>110</u>	<u>17</u>
Total	<u>\$ 89,038</u>	<u>\$ 80,676</u>	<u>\$ 8,362</u>

Revenues increased \$7.0 billion due to higher average selling prices, primarily related to higher underlying commodity prices, and \$2.1 billion due to increased sales volumes, including sales volumes from acquisitions, partially offset by changes in foreign currency exchange rates of \$0.7 billion. The increase in underlying commodity prices did not result in a significant increase in margins or gross profit as higher underlying commodity prices had a relatively equal impact on cost of products sold. Oilseeds Processing sales increased 16% to \$34.7 billion due principally to higher average selling prices of vegetable oils, merchandised commodities, protein meal, and biodiesel and increased sales volumes of biodiesel, protein meal, and peanuts, in part due to the acquisition of Golden Peanut in December 2010. Corn Processing sales increased 22% to \$12.1 billion due principally to higher average selling prices of ethanol and sweeteners as well as higher sales volumes of sugar and ethanol. Agricultural Services sales increased 3% to \$42.1 billion, due to higher average selling prices of corn and wheat flour partially offset by lower sales volumes, in part due to lower export volumes from the U.S.

Cost of products sold increased 12% to \$85.4 billion due principally to higher prices of agricultural commodities and, to a lesser extent, increased sales volumes. Changes in foreign currency exchange rates reduced fiscal 2012 cost of products sold by \$0.7 billion. Manufacturing expenses increased \$0.2 billion due to higher costs for maintenance, employee and benefit-related expenses, energy, and chemicals. These higher costs were primarily due to higher production volumes, acquisitions, and higher unit costs for fuels and certain chemicals. Partially offsetting these higher costs was lower depreciation expense, in part due to the Company's change in estimated service lives for machinery and equipment during the second quarter of fiscal 2011.

Selling, general, and administrative expenses remained steady at \$1.6 billion. Loss provisions mainly due to an unfavorable arbitration award in the Company's Agricultural Services operating segment were partially offset by lower overhead expenses.

Asset impairment, exit, and restructuring costs of \$449 million were comprised of \$349 million in the Corn Processing segment related to the Company's exit from its Clinton, IA, bioplastics business and ethanol dry mill in Walhalla, ND, \$71 million in Corporate for the global workforce reduction, and \$29 million in Corporate for investment write-downs and other facility exit-related costs.



**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

Interest expense decreased 9% to \$441 million primarily due to lower long-term debt balances, higher interest expense capitalized on construction projects in progress, and lower interest expense related to uncertain income tax positions.

Equity in earnings of unconsolidated affiliates decreased 13% to \$472 million principally due to decreased equity earnings from the Company's equity investee, Gruma, which included a \$78 million gain in the prior year related to Gruma's disposal of certain assets.

Interest income declined 18% to \$112 million primarily related to the sale and deconsolidation of the Hickory Point Bank and Trust Company, fsb, effective September 30, 2011.

Other income – net declined \$101 million to \$17 million due primarily to the absence of income recognized in the prior year period of \$71 million for the Golden Peanut Gain and \$30 million for gains on interest rate swaps.

Operating profit by segment is as follows:

(In millions)	2012	2011	Change
<b>Oilseeds Processing</b>			
Crushing and Origination	\$ 641	\$ 925	\$ (284)
Refining, Packaging, Biodiesel, and Other	295	342	(47)
Cocoa and Other	183	240	(57)
Asia	183	183	—
Total Oilseeds Processing	<u>1,302</u>	<u>1,690</u>	<u>(388)</u>
<b>Corn Processing</b>			
Sweeteners and Starches	335	330	5
Bioproducts	(74)	749	(823)
Total Corn Processing	<u>261</u>	<u>1,079</u>	<u>(818)</u>
<b>Agricultural Services</b>			
Merchandising and Handling	493	807	(314)
Transportation	125	117	8
Milling and Other	329	399	(70)
Total Agricultural Services	<u>947</u>	<u>1,323</u>	<u>(376)</u>
<b>Other</b>			
Financial	15	39	(24)
Total Other	<u>15</u>	<u>39</u>	<u>(24)</u>
Total Segment Operating Profit	<u>2,525</u>	<u>4,131</u>	<u>(1,606)</u>
Corporate (see below)	(760)	(1,116)	356
Earnings Before Income Taxes	<u>\$ 1,765</u>	<u>\$ 3,015</u>	<u>\$ (1,250)</u>

Corporate results are as follows:

(In millions)	2012	2011	Change
LIFO credit (charge)	\$ 10	\$ (368)	\$ 378
Interest expense - net	(423)	(445)	22
Unallocated corporate costs	(360)	(326)	(34)
Charges on early extinguishment of debt	(4)	(8)	4
Gains (losses) on interest rate swaps	—	30	(30)
Other	17	1	16
Total Corporate	<u>\$ (760)</u>	<u>\$ (1,116)</u>	<u>\$ 356</u>

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

Oilseeds Processing operating profit decreased \$0.4 billion to \$1.3 billion. Crushing and Origination operating profit decreased \$284 million to \$641 million primarily due to weaker results in European softseeds, lower results in North American softseeds, and lower North American positioning results. Partially offsetting these lower results, were higher grain origination results in South America driven by higher volumes and favorable positioning. Poor European softseed results were driven by a small prior year rapeseed crop, positioning losses, and weaker demand for protein meal and oils. North American softseed results declined primarily as a result of lower margins generated from a tight cottonseed supply. Refining, Packaging, Biodiesel, and Other results declined \$47 million to \$295 million due primarily to declines in biodiesel margins in South America and Europe and lower margins for specialty fats and oils in Europe. These declines were partially offset by improved North American protein specialties and natural health and nutrition results due to higher margins and volumes. Cocoa and Other results declined \$57 million to \$183 million. Fiscal 2012 results in Cocoa and Other were reduced by \$100 million for net unrealized mark-to-market losses related to certain forward purchase and sales commitments accounted for as derivatives. The prior year included \$9 million of net unrealized mark-to-market losses. Excluding these timing effects, cocoa results improved in fiscal 2012 driven by improved press margins caused by strong cocoa powder demand. The prior year included the \$71 million Golden Peanut Gain which was partially offset in fiscal 2012 by higher earnings in the Company's peanut business in part due to the first full year of consolidated results for Golden Peanut being reported by the Company in fiscal 2012. Asia results remained steady at \$183 million, principally reflecting the Company's share of its results from equity investee, Wilmar.

Corn Processing operating results decreased \$818 million to \$261 million due principally to poor ethanol margins and \$349 million in asset impairment charges and exit costs. Excluding the asset impairment and exit costs related to the Company's bioplastics business and Walhalla, ND, ethanol dry grind facility, Corn Processing operating profit of \$610 million in fiscal 2012 represented a decline of \$469 million compared to the prior year. Processed volumes were up 5 percent while net corn costs increased compared to the prior year. Sweeteners and Starches operating profit increased \$5 million to \$335 million, as higher average selling prices more than offset higher net corn costs. Bioproducts profit decreased \$823 million to a loss of \$74 million, including the \$349 million asset impairment and exit charges. Lower ethanol margins were caused by excess supply as previously offline production restarted while industry demand declined, in part due to slowing export demand. Prior year bioproducts results were enhanced by favorable corn ownership positions, which lowered net corn costs in that period. Bioproducts results in the prior year were negatively impacted by startup costs of \$94 million related to the Company's new dry-grind ethanol, bioplastics, and glycol plants.

Agricultural Services operating profits decreased \$376 million to \$947 million. Merchandising and Handling earnings decreased primarily due to lower results from U.S. operations. Lower sales volumes were principally the result of the relatively higher cost of U.S. grains and oilseeds in the global market due to lower stocks caused by a smaller U.S. harvest in 2011. This relatively weaker position led to reduced U.S. grain exports. In the prior year, Merchandising and Handling results were positively impacted by higher quantities of U.S. grain exports by the Company. In addition, fiscal 2012 included \$40 million of increased loss provisions mainly due to an unfavorable arbitration award. Earnings from Transportation were steady. Prior year's operating results in Milling and Other operations included a \$78 million gain related to Gruma's disposal of certain assets.

Other financial operating profit decreased \$24 million to \$15 million mainly due to higher loss provisions at the Company's captive insurance subsidiary related to property and crop risk reserves.

Corporate expenses declined \$356 million to \$760 million in fiscal 2012. The effects of a liquidation of LIFO inventory layers partially offset by increasing commodity prices on LIFO inventory valuations resulted in a credit of \$10 million in fiscal 2012 compared to a charge of \$368 million in the prior year primarily due to higher prices. Corporate interest expense decreased \$22 million primarily due to lower interest expense on lower long-term debt balances. Unallocated corporate costs include \$71 million of costs related to the global workforce reduction program. Excluding these costs, unallocated corporate costs declined \$37 million due primarily to lower administrative costs. Corporate other income increased due to higher investment income partially offset by \$29 million for investment writedown and facility exit-related costs. Also, in the prior year the Company recognized \$30 million of gains on interest rate swaps.

## **Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

### ***Liquidity and Capital Resources***

A Company objective is to have sufficient liquidity, balance sheet strength, and financial flexibility to fund the operating and capital requirements of a capital intensive agricultural commodity-based business. The Company's strategy involves expanding the volume and diversity of crops that it merchandises and processes, expanding the global reach of its core model, and expanding its value-added product portfolio. The Company depends on access to credit markets, which can be impacted by its credit rating and factors outside of the Company's control, to fund its working capital needs and capital expenditures. The primary source of funds to finance the Company's operations, capital expenditures, and advancement of its growth strategy is cash generated by operations and lines of credit, including a commercial paper borrowing facility. In addition, the Company believes it has access to funds from public and private equity and debt capital markets in both U.S. and international markets.

Cash provided by operating activities was \$5.0 billion for 2014 compared to \$5.2 billion in 2013. Working capital changes increased cash by \$2.3 billion in the current year and by \$2.9 billion in the prior year. Inventories declined approximately \$1.3 billion at December 31, 2014 compared to December 31, 2013 due to lower prices. Cash used in investing activities was \$3.4 billion this year compared to \$0.6 billion last year primarily due to capital expenditures and net assets of businesses acquired of \$3.7 billion this year compared to \$1.0 billion last year. Cash used in financing activities was \$3.6 billion this year compared to \$3.2 billion last year. In the current period, long-term debt payments increased as the \$1.15 billion convertible debt matured in February 2014 and was paid with available cash.

At December 31, 2014, the Company had \$1.6 billion of cash, cash equivalents, and short-term marketable securities and a current ratio, defined as current assets divided by current liabilities, of 1.7 to 1. Included in working capital is \$5.9 billion of readily marketable commodity inventories. At December 31, 2014, the Company's capital resources included shareholders' equity of \$19.6 billion and lines of credit totaling \$6.6 billion which was unused. The Company's ratio of long-term debt to total capital (the sum of long-term debt and shareholders' equity) was 22% at December 31, 2014 and 21% at December 31, 2013. The Company uses this ratio as a measure of the Company's long-term indebtedness and an indicator of financial flexibility. The Company's ratio of net debt (the sum of short-term debt, current maturities of long-term debt, and long-term debt less the sum of cash and cash equivalents and short-term marketable securities) to capital (the sum of net debt and shareholders' equity) was 17% at December 31, 2014 and 14% at December 31, 2013. Of the Company's total lines of credit, \$4.0 billion support a commercial paper borrowing facility, against which there was no commercial paper outstanding at December 31, 2014.

As of December 31, 2014, the Company had \$1.1 billion of cash and cash equivalents, \$0.5 billion of which is cash held by foreign subsidiaries whose undistributed earnings are considered permanently reinvested. Based on the Company's historical ability to generate sufficient cash flows from its U.S. operations and unused and available U.S. credit capacity of \$4.0 billion, the Company has asserted that these funds are permanently reinvested outside the U.S.

The Company has accounts receivable securitization programs (the "Programs") with certain commercial paper conduit purchasers and committed purchasers. The Programs provide the Company with up to \$1.6 billion in funding against accounts receivable transferred into the Programs and expands the Company's access to liquidity through efficient use of its balance sheet assets (see Note 20 in Item 8 for more information and disclosures on the Programs). As of December 31, 2014, the Company utilized \$1.6 billion of its facility under the Programs.

On November 5, 2009, the Company's Board of Directors approved a stock repurchase program authorizing the Company to repurchase up to 100,000,000 shares of the Company's common stock during the period commencing January 1, 2010 and ending December 31, 2014. The Company has acquired approximately 59.8 million shares under this program, including 25.4 million shares acquired in 2014. On November 5, 2014, the Company's Board of Directors approved a new stock repurchase program authorizing the Company to repurchase up to 100,000,000 shares of the Company's common stock during the period commencing January 1, 2015 and ending December 31, 2019.

The Company expects capital expenditures of \$1.1 billion to \$1.3 billion during 2015. In 2015, the Company expects an additional cash outlay of approximately \$0.7 billion in dividends and \$1.5 billion to \$2.0 billion in share repurchases target, subject to strategic capital requirements.

The Company's credit facilities and certain debentures require the Company to comply with specified financial and non-financial covenants including maintenance of minimum tangible net worth as well as limitations related to incurring liens, secured debt, and certain other financing arrangements. The Company is in compliance with these covenants as of December 31, 2014.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

The three major credit rating agencies have maintained the Company's credit ratings at solid investment grade levels with stable outlooks.

**Contractual Obligations**

In the normal course of business, the Company enters into contracts and commitments which obligate the Company to make payments in the future. The following table sets forth the Company's significant future obligations by time period. Purchases include commodity-based contracts entered into in the normal course of business, which are further described in Item 7A, "Quantitative and Qualitative Disclosures About Market Risk," energy-related purchase contracts entered into in the normal course of business, and other purchase obligations related to the Company's normal business activities. The following table does not include unrecognized income tax benefits of \$72 million as of December 31, 2014 as the Company is unable to reasonably estimate the timing of settlement. Where applicable, information included in the Company's consolidated financial statements and notes is cross-referenced in this table.

Contractual Obligations	Item 8 Note Reference	Total	Payments Due by Period			
			Less than 1 Year	1 - 3 Years	3 - 5 Years	More than 5 Years
(In millions)						
Purchases						
Inventories		\$ 12,948	\$ 12,426	\$ 391	\$ 1	\$ 130
Energy		810	394	331	85	—
Other		294	162	111	15	6
Total purchases		<u>14,052</u>	<u>12,982</u>	<u>833</u>	<u>101</u>	<u>136</u>
Short-term debt		108	108			
Long-term debt	Note 10	5,582	24	321	721	4,516
Estimated interest payments		5,730	316	616	519	4,279
Operating leases	Note 14	987	226	356	165	240
Estimated pension and other postretirement plan contributions <sup>(1)</sup>	Note 15	178	50	26	27	75
Total		<u>\$ 26,637</u>	<u>\$ 13,706</u>	<u>\$ 2,152</u>	<u>\$ 1,533</u>	<u>\$ 9,246</u>

<sup>(1)</sup> Includes pension contributions of \$38 million for fiscal 2015. The Company is unable to estimate the amount of pension contributions beyond fiscal year 2015. For more information concerning the Company's pension and other postretirement plans, see Note 15 in Item 8.

At December 31, 2014, the Company estimates it will spend approximately \$1.7 billion through fiscal year 2019 to complete currently approved capital projects which are not included in the table above.

The Company also has outstanding letters of credit and surety bonds of \$980 million at December 31, 2014.

The Company has entered into agreements, primarily debt guarantee agreements related to equity-method investees, which could obligate the Company to make future payments. The Company's liability under these agreements arises only if the primary entity fails to perform its contractual obligation. The Company has collateral for a portion of these contingent obligations. At December 31, 2014, these contingent obligations totaled approximately \$27 million.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

***Off Balance Sheet Arrangements***

*Accounts Receivable Securitization Programs*

Since March 2012, the Company has an accounts receivable securitization program (the "Program") with certain commercial paper conduit purchasers and committed purchasers (collectively, the "Purchasers"). Under the Program, certain U.S.-originated trade accounts receivable are sold to a wholly-owned bankruptcy-remote entity, ADM Receivables, LLC ("ADM Receivables"). ADM Receivables in turn transfers such purchased accounts receivable in their entirety to the Purchasers pursuant to a receivables purchase agreement. In exchange for the transfer of the accounts receivable, ADM Receivables receives a cash payment of up to \$1.2 billion, as amended, billion and an additional amount upon the collection of the accounts receivable (deferred consideration). The Program terminates on June 26, 2015, unless extended.

In March 2014, the Company entered into a second accounts receivable securitization program (the "Second Program") with certain commercial paper conduit purchasers and committed purchasers (collectively, the "Second Purchasers"). Under the Second Program, certain non-U.S.-originated trade accounts receivable are sold to a wholly-owned bankruptcy-remote entity, ADM Ireland Receivables Company ("ADM Ireland Receivables"). ADM Ireland Receivables in turn transfers such purchased accounts receivable in their entirety to the Second Purchasers pursuant to a receivables purchase agreement. In exchange for the transfer of the accounts receivable, ADM Ireland Receivables receives a cash payment of up to \$0.4 billion and an additional amount upon the collection of the accounts receivable (deferred consideration). The Second Program terminates on March 20, 2015, unless extended.

Under the Program and Second Program (collectively, the "Programs"), ADM Receivables and ADM Ireland Receivables use the cash proceeds from the transfer of receivables to the Purchasers and Second Purchasers and other consideration to finance the purchase of receivables from the Company and the ADM subsidiaries originating the receivables.

The Company accounts for these transfers as sales. The Company has no retained interests in the transferred receivables, other than collection and administrative responsibilities and its right to the deferred consideration. At December 31, 2014 and 2013, the Company did not record a servicing asset or liability related to its retained responsibility, based on its assessment of the servicing fee, market values for similar transactions and its cost of servicing the receivables sold.

As of December 31, 2014 and 2013, the fair value of trade receivables transferred to the Purchasers and Second Purchasers under the Programs and derecognized from the Company's consolidated balance sheet was \$2.1 billion, and \$1.9 billion, respectively. In exchange for the transfer, as of December 31, 2014 and 2013, the Company received cash of \$1.6 billion and \$1.1 billion, respectively, and recorded a receivable for deferred consideration included in other current assets of \$0.5 billion and \$0.8 billion, respectively. Cash collections from customers on receivables sold were \$36.4 billion, \$39.8 billion, \$21.9 billion, and \$8.9 billion for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012, and the year ended June 30, 2012, respectively. Of this amount, \$35.1 billion, \$39.8 billion, \$21.9 billion, and \$8.9 billion pertain to cash collections on the deferred consideration for the years ended December 31, 2014 and 2013, respectively, the six months ended December 31, 2012 and the year ended June 30, 2012, respectively. Deferred consideration is paid to the Company in cash on behalf of the Purchasers and Second Purchasers as receivables are collected; however, as these are revolving facilities, cash collected from the Company's customers is reinvested by the Purchasers and Second Purchasers daily in new receivable purchases under the Programs.

The Company's risk of loss following the transfer of accounts receivable under the Program is limited to the deferred consideration outstanding. The Company carries the deferred consideration at fair value determined by calculating the expected amount of cash to be received and is principally based on observable inputs (a Level 2 measurement under applicable accounting standards) consisting mainly of the face amount of the receivables adjusted for anticipated credit losses and discounted at the appropriate market rate. Payment of deferred consideration is not subject to significant risks other than delinquencies and credit losses on accounts receivable transferred under the program which have historically been insignificant.

Transfers of receivables under the Program during the years ended December 31, 2014 and 2013, the six months ended December 31, 2012, and the year ended June 30, 2012, resulted in an expense for the loss on sale of \$5 million, \$4 million, \$4 million, and \$4 million, respectively, which is classified as selling, general, and administrative expenses in the consolidated statements of earnings.

## **Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

The Company reflects all cash flows related to the Program as operating activities in its consolidated statement of cash flows because the cash received from the Purchasers upon both the sale and collection of the receivables is not subject to significant interest rate risk given the short-term nature of the Company's trade receivables.

### *Synthetic Leasing Program*

The Company is a party to lease agreements under synthetic leasing programs for certain of its U.S. barge and trucking assets for periods ranging from 5 to 7 years. As of December 31, 2014, outstanding lease balances, including the value of the underlying assets of \$143 million, were off-balance sheet. These agreements provide the Company with the right to use these assets for specified periods in exchange for an obligation to make rental payments. The agreements are accounted for as operating leases, such that the rent expense is recorded in the consolidated statement of earnings. The future lease payments pertaining to these lease agreements are included in the contractual obligations table in Item 7. These leasing programs are utilized primarily to diversify funding sources and to retain flexibility. The Company recorded \$5 million and \$3 million of rent expense pertaining to synthetic lease payments for the years ended December 31, 2014 and 2013.

### *Critical Accounting Policies*

The process of preparing financial statements requires management to make estimates and judgments that affect the carrying values of the Company's assets and liabilities as well as the recognition of revenues and expenses. These estimates and judgments are based on the Company's historical experience and management's knowledge and understanding of current facts and circumstances. Certain of the Company's accounting policies are considered critical, as these policies are important to the depiction of the Company's financial statements and require significant or complex judgment by management. Management has discussed with the Company's Audit Committee the development, selection, disclosure, and application of these critical accounting policies. Following are the accounting policies management considers critical to the Company's financial statements.

### *Fair Value Measurements - Inventories and Commodity Derivatives*

Certain of the Company's inventory and commodity derivative assets and liabilities as of December 31, 2014 are valued at estimated fair values, including \$4.7 billion of merchandisable agricultural commodity inventories, \$0.9 billion of derivative assets, \$0.9 billion of derivative liabilities, and \$0.7 billion of inventory-related payables. Commodity derivative assets and liabilities include forward fixed-price purchase and sale contracts for agricultural commodities. Merchandisable agricultural commodities are freely traded, have quoted market prices, and may be sold without significant additional processing. Management estimates fair value for its commodity-related assets and liabilities based on exchange-quoted prices, adjusted for differences in local markets. The Company's inventory and derivative commodity fair value measurements are mainly based on observable market quotations without significant adjustments and are therefore reported as Level 2 within the fair value hierarchy. Level 3 fair value measurements of approximately \$1.7 billion of assets and \$0.3 billion of liabilities represent fair value estimates where unobservable price components represent 10% or more of the total fair value price. For more information concerning amounts reported as Level 3, see Note 3 in Item 8. Changes in the market values of these inventories and commodity contracts are recognized in the statement of earnings as a component of cost of products sold. If management used different methods or factors to estimate market value, amounts reported as inventories and cost of products sold could differ materially. Additionally, if market conditions change subsequent to year-end, amounts reported in future periods as inventories and cost of products sold could differ materially.

### *Derivatives – Designated Hedging Activities*

The Company, from time to time, uses derivative contracts designated as cash flow hedges to fix the purchase price of anticipated volumes of commodities to be purchased and processed in a future month, to fix the purchase price of the Company's anticipated natural gas requirements for certain production facilities, and to fix the sales price of anticipated volumes of ethanol. These designated hedging programs principally relate to the Company's Corn Processing operating segment. Assuming normal market conditions, the change in the market value of such derivative contracts has historically been, and is expected to continue to be, highly effective at offsetting changes in price movements of the hedged item. Gains and losses arising from open and closed hedging transactions are deferred in other comprehensive income, net of applicable income taxes, and recognized as a component of cost of products sold and revenues in the statement of earnings when the hedged item is recognized. If it is determined that the derivative instruments used are no longer effective at offsetting changes in the price of the hedged item, then the changes in the market value of these exchange-traded futures and exchange-traded and over-the-counter option contracts would be recorded immediately in the statement of earnings as a component of cost of products sold. See Note 4 in Item 8 for additional information.

**Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

*Investments in Affiliates*

The Company applies the equity method of accounting for investments over which the Company has the ability to exercise significant influence, including its 17.3% investment in Wilmar. These investments in affiliates are carried at cost plus equity in undistributed earnings and are adjusted, where appropriate, for amortizable basis differences between the investment balance and the underlying net assets of the investee. Generally, the minimum ownership threshold for asserting significant influence is 20% ownership of the investee. However, the Company considers all relevant factors in determining its ability to assert significant influence including but not limited to, ownership percentage, board membership, customer and vendor relationships, and other arrangements. If management used a different accounting method for these investments, then the amount of earnings from affiliates the Company recognizes may materially differ.

*Income Taxes*

The Company accounts for its income tax positions in accordance with the applicable accounting standards. These standards prescribe a minimum threshold a tax position is required to meet before being recognized in the consolidated financial statements. The Company recognizes in its consolidated financial statements tax positions determined more likely than not to be sustained upon examination, based on the technical merits of the position. The Company frequently faces challenges from U.S. and foreign tax authorities regarding the amount of taxes due. These challenges include questions regarding the timing and amount of deductions and the allocation of income among various tax jurisdictions. In evaluating the exposure associated with various tax filing positions, the Company records reserves for estimates of potential additional tax owed by the Company. For example, the Company has received tax assessments from tax authorities in Brazil and Argentina challenging income tax positions taken by subsidiaries of the Company. The Company evaluated its tax positions for these matters and concluded, based in part upon advice from legal counsel, that it was appropriate to recognize the tax benefits of these positions (see Note 13 in Item 8 for additional information).

Deferred tax assets represent items to be used as tax deductions or credits in future tax returns, and the related tax benefit has already been recognized in the Company's income statement. The realization of the Company's deferred tax assets is dependent upon future taxable income in specific tax jurisdictions, the timing and amount of which are uncertain. The Company evaluates all available positive and negative evidence including estimated future reversals of existing temporary differences, projected future taxable income, tax planning strategies, and recent financial results. Valuation allowances related to these deferred tax assets have been established to the extent the realization of the tax benefit is not likely. During 2014, the Company increased valuation allowances by approximately \$18 million primarily related to net operating loss carryforwards. To the extent the Company were to favorably resolve matters for which valuation allowances have been established or be required to pay amounts in excess of the aforementioned valuation allowances, the Company's effective tax rate in a given financial statement period may be impacted.

Undistributed earnings of the Company's foreign subsidiaries and the Company's share of the undistributed earnings of affiliated corporate joint venture companies accounted for on the equity method amounting to approximately \$8.6 billion at December 31, 2014, are considered to be permanently reinvested, and accordingly, no provision for U.S. income taxes has been provided thereon. If the Company were to receive distributions from any of these foreign subsidiaries or affiliates or determine the undistributed earnings of these foreign subsidiaries or affiliates to not be permanently reinvested, the Company could be subject to U.S. tax liabilities which have not been provided for in the consolidated financial statements.

## **Item 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)**

### *Property, Plant, and Equipment and Asset Abandonments and Write-Downs*

The Company is principally engaged in the business of procuring, transporting, storing, processing, and merchandising agricultural commodities and products. This business is global in nature and is highly capital-intensive. Both the availability of the Company's raw materials and the demand for the Company's finished products are driven by factors such as weather, plantings, government programs and policies, changes in global demand, changes in standards of living, and global production of similar and competitive crops. These aforementioned factors may cause a shift in the supply/demand dynamics for the Company's raw materials and finished products. Any such shift will cause management to evaluate the efficiency and cash flows of the Company's assets in terms of geographic location, size, and age of its facilities. The Company, from time to time, will also invest in equipment, technology, and companies related to new, value-added products produced from agricultural commodities and products. These new products are not always successful from either a commercial production or marketing perspective. Management evaluates the Company's property, plant, and equipment for impairment whenever indicators of impairment exist. Assets are written down to fair value after consideration of the ability to utilize the assets for their intended purpose or to employ the assets in alternative uses or sell the assets to recover the carrying value. If management used different estimates and assumptions in its evaluation of these assets, then the Company could recognize different amounts of expense over future periods. During the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012, impairment charges for property, plant, and equipment were \$35 million, \$84 million, \$0 million, \$337 million, and \$367 million, respectively (see Note 19 in Item 8 for additional information).

### *Business Combinations*

The Company's acquisitions are accounted for as purchases in accordance with ASC Topic 805, *Business Combinations*, as amended. Assets acquired and liabilities assumed, based on preliminary purchase price allocations, are adjusted to fair values at acquisition date with the remainder of the purchase price, if any, recorded as goodwill. When determining the fair values of assets acquired and liabilities assumed, management makes significant estimates and assumptions, especially with respect to intangible assets. Critical estimates in valuing certain intangible assets include, but are not limited to, future expected cash flows and discount rates. Although management's estimates of fair value are based upon assumptions believed to be reasonable, actual results may differ.

### *Goodwill and Other Intangible Assets*

Goodwill and intangible assets deemed to have indefinite lives are not amortized but are subject to annual impairment tests. The Company evaluates goodwill for impairment at the reporting unit level annually on October 1 or whenever there are indicators that the carrying value of the assets may not be fully recoverable. Critical estimates in the determination of the fair value of each reporting unit include, but are not limited to, future expected cash flows and discount rates. As of December 31, 2014, no impairment of goodwill has been identified. For fiscal years ended on June 30, 2012 and prior, the Company performed its annual goodwill impairment test on April 1 (see Note 1 in Item 8 for additional information regarding this change in accounting policy). Definite-lived intangible assets are amortized over their estimated useful lives of 2 to 25 years and are reviewed for impairment whenever there are indicators that the carrying value of the assets may not be fully recoverable. If management used different estimates and assumptions in its impairment tests, then the Company could recognize different amounts of expense over future periods.

### *Employee Benefit Plans*

The Company provides substantially all U.S. employees and employees at certain international subsidiaries with retirement benefits including defined benefit pension plans and defined contribution plans. The Company provides eligible U.S. employees who retire under qualifying conditions with access to postretirement health care, at full cost to the retiree (certain employees are "grandfathered" into subsidized coverage while others are provided with Health Care Reimbursement Accounts). In order to measure the expense and funded status of these employee benefit plans, management makes several estimates and assumptions, including interest rates used to discount certain liabilities, rates of return on assets set aside to fund these plans, rates of compensation increases, employee turnover rates, anticipated mortality rates, and anticipated future health care costs. These estimates and assumptions are based on the Company's historical experience combined with management's knowledge and understanding of current facts and circumstances. Management also uses third-party actuaries to assist in measuring the expense and funded status of these employee benefit plans. If management used different estimates and assumptions regarding these plans, the funded status of the plans could vary significantly, and the Company could recognize different amounts of expense over future periods. At December 31, 2014, a new mortality table was used to estimate anticipated mortality rates that contributed to an increase in projected benefit obligations of approximately \$0.2 billion. See Note 15 in Item 8 for additional information.



## Item 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The market risk inherent in the Company's market risk sensitive instruments and positions is the potential loss arising from adverse changes in: commodity market prices as they relate to the Company's net commodity position, foreign currency exchange rates, and interest rates as described below.

### *Commodities*

The availability and prices of agricultural commodities are subject to wide fluctuations due to factors such as changes in weather conditions, crop disease, plantings, government programs and policies, competition, changes in global demand, changes in customer preferences and standards of living, and global production of similar and competitive crops.

The Company manages its exposure to adverse price movements of agricultural commodities used for, and produced in, its business operations, by entering into derivative and non-derivative contracts which reduce the Company's overall short or long commodity position. Additionally, the Company uses exchange-traded futures and exchange-traded and over-the-counter option contracts as components of merchandising strategies designed to enhance margins. The results of these strategies can be significantly impacted by factors such as the correlation between the value of exchange-traded commodities futures contracts and the cash prices of the underlying commodities, counterparty contract defaults, and volatility of freight markets. In addition, the Company, from time-to-time, enters into derivative contracts which are designated as hedges of specific volumes of commodities that will be purchased and processed, or sold, in a future month. The changes in the market value of such futures contracts have historically been, and are expected to continue to be, highly effective at offsetting changes in price movements of the hedged item. Gains and losses arising from open and closed designated hedging transactions are deferred in other comprehensive income, net of applicable taxes, and recognized as a component of cost of products sold or revenues in the statement of earnings when the hedged item is recognized.

The Company's commodity position consists of merchandisable agricultural commodity inventories, related purchase and sales contracts, energy and freight contracts, and exchange-traded futures and exchange-traded and over-the-counter option contracts including contracts used to hedge portions of production requirements, net of sales.

The fair value of the Company's commodity position is a summation of the fair values calculated for each commodity by valuing all of the commodity positions at quoted market prices for the period, where available, or utilizing a close proxy. The Company has established metrics to monitor the amount of market risk exposure, which consist of volumetric limits, and value-at-risk (VaR) limits. VaR measures the potential loss, at a 95% confidence level, that could be incurred over a one year period. Volumetric limits are monitored daily and VaR calculations and sensitivity analysis are monitored weekly.

In addition to measuring the hypothetical loss resulting from an adverse two standard deviation move in market prices (assuming no correlations) over a one year period using VaR, sensitivity analysis is performed measuring the potential loss in fair value resulting from a hypothetical 10% adverse change in market prices. The highest, lowest, and average weekly position for the years ended December 31, 2014 and 2013 together with the market risk from a hypothetical 10% adverse price change is as follows:

<b>Long/(Short)</b>	<b>December 31, 2014</b>		<b>December 31, 2013</b>	
	<b>Fair Value</b>	<b>Market Risk</b>	<b>Fair Value</b>	<b>Market Risk</b>
	(In millions)			
Highest position	\$ (97)	\$ (10)	\$ 660	\$ 66
Lowest position	(1,672)	(167)	(1,833)	(183)
Average position	(837)	(84)	(959)	(96)

The decrease in fair value of the average position for December 31, 2014 was the result of the decrease in commodity prices and the decrease in average quantities underlying the weekly commodity position.

**Item 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK (Continued)***Currencies*

The Company has consolidated subsidiaries in 79 countries. For the majority of the Company's subsidiaries located outside the United States, the local currency is the functional currency except certain significant subsidiaries in Switzerland and Brazil where the Euro and U.S. dollar are the functional currencies, respectively. To reduce the risks associated with foreign currency exchange rate fluctuations, the Company enters into currency exchange contracts to minimize its foreign currency position related to transactions denominated primarily in Euro, British pound, Canadian dollar, and Brazilian real currencies. These currencies represent the major functional or local currencies in which recurring business transactions occur. The Company does not use currency exchange contracts as hedges against amounts permanently invested in foreign subsidiaries and affiliates. The currency exchange contracts used are forward contracts, swaps with banks, exchange-traded futures contracts, and over-the-counter options. The changes in market value of such contracts have a high correlation to the price changes in the currency of the related transactions. The potential loss in fair value for such net currency position resulting from a hypothetical 10% adverse change in foreign currency exchange rates is not material.

The amount the Company considers permanently invested in foreign subsidiaries and affiliates and translated into dollars using the year-end exchange rates is \$8.0 billion at December 31, 2014, and \$7.8 billion at December 31, 2013. This increase is due to the increase in retained earnings of the foreign subsidiaries and affiliates partially offset by the depreciation of foreign currencies versus the U.S. dollar of \$0.9 billion. The potential loss in fair value, which would principally be recognized in Other Comprehensive Income, resulting from a hypothetical 10% adverse change in quoted foreign currency exchange rates is \$802 million and \$779 million for December 31, 2014 and 2013, respectively. Actual results may differ.

*Interest*

The fair value of the Company's long-term debt is estimated using quoted market prices, where available, and discounted future cash flows based on the Company's current incremental borrowing rates for similar types of borrowing arrangements. Such fair value exceeded the long-term debt carrying value. Market risk is estimated as the potential increase in fair value resulting from a hypothetical 50 basis points decrease in interest rates. Actual results may differ.

	<b>December 31, 2014</b>	<b>December 31, 2013</b>
	(In millions)	
Fair value of long-term debt	\$ 6,872	\$ 6,272
Excess of fair value over carrying value	1,314	925
Market risk	337	326

The increase in fair value of long-term debt at December 31, 2014 is primarily due to decreased interest rates.

**Item 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA**

<b><u>Financial Statements</u></b>	<b><u>Page No.</u></b>
<u>Consolidated Statements of Earnings</u>	<u>52</u>
<u>Consolidated Statements of Comprehensive Income (Loss)</u>	<u>53</u>
<u>Consolidated Balance Sheets</u>	<u>54</u>
<u>Consolidated Statements of Cash Flows</u>	<u>55</u>
<u>Consolidated Statements of Shareholders' Equity</u>	<u>56</u>
<u>Notes to Consolidated Financial Statements</u>	<u>57</u>
<u>Reports of Independent Registered Public Accounting Firm</u>	<u>111</u>

**Archer-Daniels-Midland Company**

**Consolidated Statements of Earnings**

(In millions, except per share amounts)	Year Ended		Six Months Ended		Year Ended
	December 31		December 31		June 30
	2014	2013	2012	2011 (Unaudited)	2012
Revenues	\$ 81,201	\$ 89,804	\$ 46,729	\$ 45,208	\$ 89,038
Cost of products sold	76,433	85,915	44,927	43,361	85,370
<b>Gross Profit</b>	<b>4,768</b>	3,889	1,802	1,847	3,668
Selling, general and administrative expenses	1,907	1,759	869	830	1,626
Asset impairment, exit, and restructuring costs	105	259	146	352	449
Interest expense	337	413	213	209	441
Equity in earnings of unconsolidated affiliates	(372)	(411)	(255)	(251)	(472)
Interest income	(92)	(102)	(59)	(62)	(112)
Other (income) expense - net	(247)	(53)	(109)	(12)	(29)
<b>Earnings Before Income Taxes</b>	<b>3,130</b>	2,024	997	781	1,765
Income taxes	877	670	303	237	523
<b>Net Earnings Including Noncontrolling Interests</b>	<b>2,253</b>	1,354	694	544	1,242
Less: Net earnings (losses) attributable to noncontrolling interests	5	12	2	4	19
<b>Net Earnings Attributable to Controlling Interests</b>	<b>\$ 2,248</b>	\$ 1,342	\$ 692	\$ 540	\$ 1,223
Average number of shares outstanding – basic	653	661	660	669	665
Average number of shares outstanding – diluted	656	663	661	670	666
Basic earnings per common share	\$ 3.44	\$ 2.03	\$ 1.05	\$ 0.81	\$ 1.84
Diluted earnings per common share	\$ 3.43	\$ 2.02	\$ 1.05	\$ 0.81	\$ 1.84

See notes to consolidated financial statements.

**Archer-Daniels-Midland Company**

**Consolidated Statements of Comprehensive Income (Loss)**

(In millions)	Year Ended		Six Months Ended		Year Ended
	December 31		December 31		June 30
	2014	2013	2012	2011	2012
				(Unaudited)	
Net earnings including noncontrolling interests	\$ 2,253	\$ 1,354	\$ 694	\$ 544	\$ 1,242
Other comprehensive income (loss):					
Foreign currency translation adjustment	(954)	125	371	(707)	(751)
Tax effect	30	2	(51)	—	60
Net of tax amount	(924)	127	320	(707)	(691)
Pension and other postretirement benefit liabilities adjustment	(464)	411	292	11	(565)
Tax effect	164	(154)	(100)	(3)	202
Net of tax amount	(300)	257	192	8	(363)
Deferred gain (loss) on hedging activities	68	2	(72)	3	36
Tax effect	(26)	(1)	26	(2)	(15)
Net of tax effect	42	1	(46)	1	21
Unrealized gain (loss) on investments	(5)	—	(1)	(65)	(90)
Tax effect	2	(1)	—	24	34
Net of tax effect	(3)	(1)	(1)	(41)	(56)
Other comprehensive income (loss)	(1,185)	384	465	(739)	(1,089)
Comprehensive income (loss)	1,068	1,738	1,159	(195)	153
Less: Comprehensive income (loss) attributable to noncontrolling interests	4	3	10	4	13
Comprehensive income (loss) attributable to controlling interests	\$ 1,064	\$ 1,735	\$ 1,149	\$ (199)	\$ 140

See notes to consolidated financial statements.

**Archer-Daniels-Midland Company**  
**Consolidated Balance Sheets**

(In millions)	December 31, 2014	December 31, 2013
<b>Assets</b>		
Current Assets		
Cash and cash equivalents	\$ 1,099	\$ 3,121
Short-term marketable securities	515	433
Segregated cash and investments	4,877	3,961
Trade receivables	2,704	3,224
Inventories	9,374	11,441
Current assets held for sale	1,403	—
Other current assets	6,056	6,350
Total Current Assets	26,028	28,530
Investments and Other Assets		
Investments in and advances to affiliates	3,892	3,538
Long-term marketable securities	485	508
Goodwill and other intangible assets	3,283	561
Other assets	379	478
Total Investments and Other Assets	8,039	5,085
Property, Plant, and Equipment		
Land	441	408
Buildings	4,668	4,877
Machinery and equipment	17,044	17,472
Construction in progress	819	773
Total Property, Plant, and Equipment	22,972	23,530
Accumulated depreciation	(13,012)	(13,393)
Net Property, Plant, and Equipment	9,960	10,137
<b>Total Assets</b>	<b>\$ 44,027</b>	<b>\$ 43,752</b>
<b>Liabilities and Shareholders' Equity</b>		
Current Liabilities		
Short-term debt	\$ 108	\$ 358
Trade payables	4,326	4,513
Payables to brokerage customers	5,874	4,832
Accrued expenses and other payables	5,040	4,790
Current maturities of long-term debt	24	1,165
Current liabilities held for sale	230	—
Total Current Liabilities	15,602	15,658
Long-Term Liabilities		
Long-term debt	5,558	5,347
Deferred income taxes	1,662	1,448
Other	1,575	1,105
Total Long-Term Liabilities	8,795	7,900
Shareholders' Equity		
Common stock	5,115	6,136
Reinvested earnings	15,701	14,077
Accumulated other comprehensive income (loss)	(1,241)	(57)
Noncontrolling interests	55	38
Total Shareholders' Equity	19,630	20,194
<b>Total Liabilities and Shareholders' Equity</b>	<b>\$ 44,027</b>	<b>\$ 43,752</b>

See notes to consolidated financial statements.

**Archer-Daniels-Midland Company**  
**Consolidated Statements of Cash Flows**

(In millions)	Year Ended December 31		Six Months Ended December 31		Year Ended June 30
	2014	2013	2012	2011 (Unaudited)	2012
<b>Operating Activities</b>					
Net earnings including noncontrolling interests	\$ 2,253	\$ 1,354	\$ 694	\$ 544	\$ 1,242
Adjustments to reconcile net earnings to net cash provided by (used in) operating activities					
Depreciation and amortization	894	909	435	414	848
Asset impairment charges	41	259	146	350	392
Deferred income taxes	(59)	161	118	28	45
Equity in earnings of affiliates, net of dividends	(215)	(285)	(201)	(106)	(243)
Stock compensation expense	55	43	30	34	48
Pension and postretirement accruals (contributions), net	13	10	78	59	37
Gain on sale of assets and equity dilution	(351)	(41)	(51)	(17)	(30)
Other – net	71	(117)	23	104	216
Changes in operating assets and liabilities					
Segregated cash and investments	(935)	(322)	(365)	(61)	128
Trade receivables	425	296	38	(741)	974
Inventories	1,274	2,541	(1,512)	(480)	(272)
Other current assets	220	227	209	958	(954)
Trade payables	(94)	(291)	2,310	1,545	(117)
Payables to brokerage customers	1,167	231	437	(195)	(89)
Accrued expenses and other payables	203	251	89	605	670
Total Operating Activities	<u>4,962</u>	<u>5,226</u>	<u>2,478</u>	<u>3,041</u>	<u>2,895</u>
<b>Investing Activities</b>					
Purchases of property, plant, and equipment	(894)	(913)	(615)	(852)	(1,477)
Net assets of businesses acquired	(2,758)	(44)	(26)	(206)	(241)
Proceeds from sale of business and assets	414	86	521	49	48
Cash divested from deconsolidation	(12)	—	—	(130)	(130)
Purchases of marketable securities	(1,344)	(891)	(1,629)	(889)	(1,297)
Proceeds from sales of marketable securities	1,239	995	731	1,084	1,945
Other – net	(52)	190	45	10	30
Total Investing Activities	<u>(3,407)</u>	<u>(577)</u>	<u>(973)</u>	<u>(934)</u>	<u>(1,122)</u>
<b>Financing Activities</b>					
Long-term debt borrowings	1	23	106	91	97
Long-term debt payments	(1,251)	(275)	(1,423)	(173)	(358)
Net borrowings (payments) under lines of credit agreements	(458)	(2,461)	660	(1,076)	197
Debt repurchase premium and costs	—	(1)	(197)	(32)	(44)
Purchases of treasury stock	(1,183)	(101)	—	(427)	(527)
Cash dividends	(624)	(501)	(230)	(224)	(455)
Acquisition of noncontrolling interests	(157)	—	(1)	(19)	(19)
Other – net	95	74	3	2	12
Total Financing Activities	<u>(3,577)</u>	<u>(3,242)</u>	<u>(1,082)</u>	<u>(1,858)</u>	<u>(1,097)</u>
Increase (decrease) in cash and cash equivalents	(2,022)	1,407	423	249	676
Cash and cash equivalents – beginning of year	3,121	1,714	1,291	615	615
Cash and cash equivalents – end of year	<u>\$ 1,099</u>	<u>\$ 3,121</u>	<u>\$ 1,714</u>	<u>\$ 864</u>	<u>\$ 1,291</u>
Cash paid for interest and income taxes were as follows:					
Interest	\$ 338	\$ 380	\$ 205	\$ 206	\$ 411
Income taxes	720	556	115	118	479

See notes to consolidated financial statements.

**Archer-Daniels-Midland Company**

**Consolidated Statements of Shareholders' Equity**

	Common Stock		Reinvested Earnings	Accumulated Other	Noncontrolling Interests	Total Shareholders' Equity
	Shares	Amount		Comprehensive Income (Loss)		
	(In millions)					
Balance June 30, 2011	676	6,636	11,996	176	30	18,838
Comprehensive income						
Net earnings			1,223		19	
Other comprehensive loss				(1,083)	(6)	
Total comprehensive income						153
Cash dividends paid-\$.685 per share			(455)			(455)
Treasury stock purchases	(18)	(527)				(527)
Stock compensation expense		48				48
Noncontrolling interests previously associated with mandatorily redeemable instruments			10		174	184
Acquisition of noncontrolling interests		(40)			(14)	(54)
Other	1	(15)			(3)	(18)
<b>Balance June 30, 2012</b>	<b>659</b>	<b>6,102</b>	<b>12,774</b>	<b>(907)</b>	<b>200</b>	<b>18,169</b>
Comprehensive income						
Net earnings			692		2	
Other comprehensive income				457	8	
Total comprehensive income						1,159
Cash dividends paid-\$.35 per share			(230)			(230)
Stock compensation expense		30				30
Other		2			1	3
<b>Balance December 31, 2012</b>	<b>659</b>	<b>\$ 6,134</b>	<b>\$ 13,236</b>	<b>\$ (450)</b>	<b>\$ 211</b>	<b>\$ 19,131</b>
Comprehensive income						
Net earnings			1,342		12	
Other comprehensive income				393	(9)	
Total comprehensive income						1,738
Cash dividends paid-\$.76 per share			(501)			(501)
Treasury stock purchases	(3)	(101)				(101)
Stock compensation expense		43				43
Noncontrolling interests associated with mandatorily redeemable instruments					(180)	(180)
Other	3	60			4	64
<b>Balance December 31, 2013</b>	<b>659</b>	<b>\$ 6,136</b>	<b>\$ 14,077</b>	<b>\$ (57)</b>	<b>\$ 38</b>	<b>\$ 20,194</b>
<b>Comprehensive income</b>						
<b>Net earnings</b>			<b>2,248</b>		<b>5</b>	
<b>Other comprehensive income</b>				<b>(1,184)</b>	<b>(1)</b>	
<b>Total comprehensive income</b>						<b>1,068</b>
Cash dividends paid-\$.96 per share			(624)			(624)
Treasury stock purchases	(25)	(1,183)				(1,183)
Stock compensation expense		55				55
Acquisition of noncontrolling interests		(12)				(12)
Noncontrolling interests from business combinations					19	19
Other	3	119			(6)	113
<b>Balance December 31, 2014</b>	<b>637</b>	<b>\$ 5,115</b>	<b>\$ 15,701</b>	<b>\$ (1,241)</b>	<b>\$ 55</b>	<b>\$ 19,630</b>

See notes to consolidated financial statements.



**Archer-Daniels-Midland Company**  
**Notes to Consolidated Financial Statements**

**Note 1. Summary of Significant Accounting Policies**

*Nature of Business*

The Company is principally engaged in procuring, transporting, storing, processing, and merchandising agricultural commodities and products.

*Change in Fiscal Year*

On May 3, 2012, the Board of Directors of the Company determined that, in accordance with its Bylaws and upon the recommendation of the Audit Committee, the Company's fiscal year shall begin on January 1 and end on December 31 of each year, starting on January 1, 2013. The required transition period of July 1, 2012 to December 31, 2012 is included in this Form 10-K report. Amounts included in this report for the six months ended December 31, 2011 are unaudited.

*Principles of Consolidation*

The consolidated financial statements include the accounts of the Company and its subsidiaries. All significant intercompany accounts and transactions have been eliminated. The Company consolidates all entities, including variable interest entities (VIEs), in which it has a controlling financial interest. For VIEs, the Company assesses whether it is the primary beneficiary as defined under the applicable accounting standard. Investments in affiliates, including VIEs through which the Company exercises significant influence but does not control the investee and is not the primary beneficiary of the investee's activities, are carried at cost plus equity in undistributed earnings since acquisition and are adjusted, where appropriate, for basis differences between the investment balance and the underlying net assets of the investee. The Company's portion of the results of certain affiliates and results of certain VIEs are included using the most recent available financial statements. In each case, the financial statements are within 93 days of the Company's year end and are consistent from period to period.

The Company consolidates Alfred C. Toepfer International (Toepfer), a wholly owned subsidiary, in which prior to June 6, 2014, the Company had an 80% interest, for which the minority interest was subject to a mandatorily redeemable put option. As a result of the put option, the associated minority interest was reported in other long-term liabilities. On December 31, 2011, the put option expired and the Company reclassified \$174 million of minority interest from other long-term liabilities to noncontrolling interests in shareholders' equity at that date. During 2013, Toepfer became subject to a new mandatorily redeemable put option; and as a result, the Company reclassified \$180 million of noncontrolling interest in shareholders' equity to long-term liabilities. On June 6, 2014, the Company completed its acquisition of the remaining 20% interest in Toepfer for \$157 million. The excess of the purchase price over the carrying value of the associated noncontrolling interest of \$12 million was recorded as a reduction in additional paid in capital.

*Use of Estimates*

The preparation of consolidated financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect amounts reported in its consolidated financial statements and accompanying notes. Actual results could differ from those estimates.

*Reclassifications*

Affiliates goodwill of \$198 million in 2013, previously included in goodwill and other intangible assets, have been reclassified to investments in and advances to affiliates. There was no change in total investments and other assets as a result of this reclassification.

*Cash Equivalents*

The Company considers all non-segregated, highly-liquid investments with a maturity of three months or less at the time of purchase to be cash equivalents.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 1. Summary of Significant Accounting Policies (Continued)

##### *Segregated Cash and Investments*

The Company segregates certain cash and investment balances in accordance with regulatory requirements, commodity exchange requirements, insurance arrangements, and lending arrangements. These segregated balances represent deposits received from customers of the Company's registered futures commission merchant, securities pledged to commodity exchange clearinghouses, and cash and securities pledged as security under certain insurance or lending arrangements. Segregated cash and investments primarily consist of cash, United States government securities, and money-market funds.

##### *Receivables*

The Company records accounts receivable at net realizable value. This value includes an allowance for estimated uncollectible accounts of \$81 million at December 31, 2014 and 2013, to reflect any loss anticipated on the accounts receivable balances. The Company estimates this allowance based on its history of write-offs, level of past-due accounts, and its relationships with, and the economic status of, its customers. Portions of the allowance for uncollectible accounts are recorded in trade receivables, other current assets, and other assets.

Credit risk on receivables is minimized as a result of the large and diversified nature of the Company's worldwide customer base. The Company manages its exposure to counter-party credit risk through credit analysis and approvals, credit limits, and monitoring procedures. Collateral is generally not required for the Company's receivables.

Accounts receivable due from unconsolidated affiliates as of December 31, 2014 and 2013 was \$15 million and \$73 million, respectively.

##### *Inventories*

Inventories of certain merchandisable agricultural commodities, which include inventories acquired under deferred pricing contracts, are stated at market value. In addition, the Company values certain inventories using the lower of cost, determined by either the first-in, first-out (FIFO) or last-in, first-out (LIFO) methods, or market.

The following table sets forth the Company's inventories as of December 31, 2014 and 2013.

	<b>December 31, 2014</b>	<b>December 31, 2013</b>
	(In millions)	
LIFO inventories		
FIFO value	\$ 1,199	\$ 1,408
LIFO valuation reserve	(53)	(297)
LIFO inventories carrying value	<b>1,146</b>	1,111
FIFO inventories	<b>3,058</b>	3,741
Market inventories	<b>4,699</b>	6,059
Supplies and other inventories	<b>471</b>	530
Total inventories	<b>\$ 9,374</b>	<b>\$ 11,441</b>

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 1. Summary of Significant Accounting Policies (Continued)

##### *Fair Value Measurements*

The Company determines fair value based on the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The Company uses the market approach valuation technique to measure the majority of its assets and liabilities carried at fair value. Three levels are established within the fair value hierarchy that may be used to report fair value: Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities. Level 2: Observable inputs, including Level 1 prices that have been adjusted; quoted prices for similar assets or liabilities; quoted prices in markets that are less active than traded exchanges; and other inputs that are observable or can be substantially corroborated by observable market data. Level 3: Unobservable inputs that are supported by little or no market activity and that are a significant component of the fair value of the assets or liabilities. In evaluating the significance of fair value inputs, the Company generally classifies assets or liabilities as Level 3 when their fair value is determined using unobservable inputs that individually or when aggregated with other unobservable inputs, represent more than 10% of the fair value of the assets or liabilities. Judgment is required in evaluating both quantitative and qualitative factors in the determination of significance for purposes of fair value level classification. Level 3 amounts can include assets and liabilities whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as assets and liabilities for which the determination of fair value requires significant management judgment or estimation.

Based on historical experience with the Company's suppliers and customers, the Company's own credit risk and knowledge of current market conditions, the Company does not view nonperformance risk to be a significant input to fair value for the majority of its forward commodity purchase and sale contracts. However, in certain cases, if the Company believes the nonperformance risk to be a significant input, the Company records estimated fair value adjustments, and classifies the contract in Level 3.

In many cases, a valuation technique used to measure fair value includes inputs from multiple levels of the fair value hierarchy. The lowest level of input that is a significant component of the fair value measurement determines the placement of the entire fair value measurement in the hierarchy. The Company's assessment of the significance of a particular input to the fair value measurement requires judgment, and may affect the classification of fair value assets and liabilities within the fair value hierarchy levels.

The Company's policy regarding the timing of transfers between levels, including both transfers into and transfers out of Level 3, is to measure and record the transfers at the end of the reporting period.

##### *Derivatives*

The Company recognizes all of its derivative instruments as either assets or liabilities at fair value in its consolidated balance sheet. Unrealized gains are reported as other current assets and unrealized losses are reported as accrued expenses and other payables. The accounting for changes in the fair value (i.e., gains or losses) of a derivative instrument depends on whether it has been designated and qualifies as part of a hedging relationship and on the type of hedging relationship. The majority of the Company's derivatives have not been designated as hedging instruments; and as such, changes in fair value of these derivatives are recognized in earnings immediately. For those derivative instruments that are designated and qualify as hedging instruments, the Company designates the hedging instrument, based upon the exposure being hedged, as a fair value hedge or a cash flow hedge.

For derivative instruments that are designated and qualify as cash flow hedges (i.e., hedging the exposure to variability in expected future cash flows that is attributable to a particular risk), the effective portion of the gain or loss on the derivative instrument is reported as a component of accumulated other comprehensive income (AOCI) and reclassified into earnings in the same line item affected by the hedged transaction and in the same period or periods during which the hedged transaction affects earnings. The remaining gain or loss on the derivative instrument that is in excess of the cumulative change in the cash flows of the hedged item, if any (i.e., the ineffective portion), hedge components excluded from the assessment of effectiveness, and gains and losses related to discontinued hedges are recognized in the consolidated statement of earnings during the current period.

For derivative instruments that are designated and qualify as fair value hedges, changes in the fair value of the hedging instrument and changes in the fair value of the underlying are recognized in the consolidated statement of earnings during the current period.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 1. Summary of Significant Accounting Policies (Continued)

##### *Marketable Securities*

The Company classifies its marketable securities as available-for-sale. Available-for-sale securities are carried at fair value, with the unrealized gains and losses, net of income taxes, reported as a component of other comprehensive income. The Company monitors its investments for impairment periodically, and recognizes an impairment charge when the decline in fair value of an investment is judged to be other-than-temporary. The Company uses the specific identification method when securities are sold or reclassified out of accumulated other comprehensive income into earnings. The Company considers marketable securities maturing in less than one year as short-term. All other marketable securities are classified as long-term.

##### *Property, Plant, and Equipment*

Property, plant, and equipment is recorded at cost. Repair and maintenance costs are expensed as incurred. The Company generally uses the straight-line method in computing depreciation for financial reporting purposes and generally uses accelerated methods for income tax purposes. The annual provisions for depreciation have been computed principally in accordance with the following ranges of asset lives: buildings - 10 to 40 years; machinery and equipment - 3 to 30 years. The Company capitalized interest on major construction projects in progress of \$18 million, \$16 million, \$12 million, \$9 million, and \$21 million for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012, respectively.

##### *Income Taxes*

The Company accounts for its income tax positions in accordance with the applicable accounting standards. The liability method is used in accounting for income taxes. Deferred tax assets and liabilities are recorded for temporary differences between the tax basis of assets and liabilities and reported amounts in the consolidated financial statements using statutory rates in effect for the year in which the differences are expected to reverse. The effect on deferred tax assets and liabilities of a change in tax rates is recorded in the results of operations in the period that includes the enactment date under the law. Applicable accounting standards prescribe a minimum threshold a tax position is required to meet before being recognized in the consolidated financial statements. The Company recognizes in its consolidated financial statements tax positions determined more likely than not to be sustained upon examination, based on the technical merits of the position.

The Company classifies interest on income tax-related balances as interest expense and classifies tax-related penalties as selling, general and administrative expenses.

##### *Goodwill and other intangible assets*

Goodwill and other intangible assets deemed to have indefinite lives are not amortized but are subject to annual impairment tests. Definite-lived intangible assets are amortized over their estimated useful lives of 2 to 25 years and are reviewed for impairment whenever there are indicators that the carrying value of the assets may not be fully recoverable. Prior to the fiscal year end change transition period, the Company's accounting policy was to evaluate goodwill and other intangible assets with indefinite lives for impairment on April 1 of each fiscal year or whenever there were indicators that the carrying value of the assets may not be fully recoverable. Effective in the transition period ended December 31, 2012, the Company voluntarily changed its accounting policy to begin conducting the annual goodwill and indefinite life intangible assets impairment tests on October 1. The change to the annual goodwill and indefinite life intangible assets impairment testing date is preferable under the circumstances as the new impairment testing date is better aligned with the timing of the Company's annual strategic, planning, and budgeting process, and the timing is more closely aligned with the Company's annual financial reporting process as a result of the change in year end. The resulting change in accounting principle related to the annual testing date did not delay, accelerate, or avoid an impairment charge of the Company's goodwill. As it is impracticable to objectively determine the estimates and assumptions necessary to perform the annual goodwill impairment test as of October 1 for periods prior to October 1, 2012, the Company prospectively applied the annual goodwill impairment testing date effective October 1, 2012. During the year ended December 31, 2013, the Company recorded an impairment charge for goodwill of \$9 million related to the Company's Brazilian sugar milling business. There were no impairment charges recorded for goodwill and indefinite-lived intangible assets during the year ended December 31, 2014, the six months ended December 31, 2012 and the year ended June 30, 2012.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 1. Summary of Significant Accounting Policies (Continued)

##### *Asset Abandonments and Write-Downs*

The Company evaluates long-lived assets for impairment whenever indicators of impairment exist. Assets are written down to fair value after consideration of the Company's ability to utilize the assets for their intended purpose, employ the assets in alternative uses, or sell the assets to recover the carrying value. During the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011 and the year ended June 30, 2012, impairment charges were \$35 million, \$84 million, \$0 million, \$337 million, and \$367 million, respectively (see Note 19 for additional information).

##### *Payables to Brokerage Customers*

Payables to brokerage customers represent the total of customer accounts at the Company's futures commission merchant with credit or positive balances. Customer accounts are used primarily in connection with commodity transactions and include gains and losses on open commodity trades as well as securities and other deposits made for margins or other purpose as required by the Company or the exchange-clearing organizations or counterparties. Payables to brokerage customers have a corresponding balance in segregated cash and investments and customer omnibus receivable in other current assets.

##### *Revenues*

The Company follows a policy of recognizing sales revenue at the time of delivery of the product and when all of the following have occurred: a sales agreement is in place, pricing is fixed or determinable, and collection is reasonably assured. The Company has sales contracts that allow for pricing to occur after title of the goods has passed to the customer. In these cases, the Company continues to report the goods in inventory until it recognizes the sales revenue once the price has been determined. Freight costs and handling charges related to sales are recorded as a component of cost of products sold.

Net sales to unconsolidated affiliates during the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012, were \$5.8 billion, \$6.9 billion, \$4.0 billion, \$4.5 billion, and \$7.7 billion, respectively.

##### *Stock Compensation*

The Company recognizes expense for its stock compensation based on the fair value of the awards that are granted. The Company's stock compensation plans provide for the granting of restricted stock, restricted stock units, performance stock units, and stock options. The fair values of stock options and performance stock units are estimated at the date of grant using the Black-Scholes option valuation model and a lattice valuation model, respectively. These valuation models require the input of highly subjective assumptions. Measured compensation cost, net of estimated forfeitures, is recognized ratably over the vesting period of the related stock compensation award.

##### *Research and Development*

Costs associated with research and development are expensed as incurred. Such costs incurred, net of expenditures subsequently reimbursed by government grants, were \$79 million, \$59 million, \$28 million, \$29 million, and \$56 million for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012, respectively.

##### *Per Share Data*

Basic earnings per common share are determined by dividing net earnings attributable to controlling interests by the weighted average number of common shares outstanding. In computing diluted earnings per share, average number of common shares outstanding is increased by common stock options outstanding with exercise prices lower than the average market price of common shares using the treasury share method.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 1. Summary of Significant Accounting Policies (Continued)

##### *Business Combinations*

The Company's acquisitions are accounted for as purchases in accordance with ASC Topic 805, *Business Combinations*, as amended. Assets acquired and liabilities assumed, based on preliminary purchase price allocations, are adjusted to fair values at acquisition date with the remainder of the purchase price, if any, recorded as goodwill. During the measurement period, which may take up to one year from the acquisition date, adjustments to the assets acquired and liabilities assumed may be recorded with a corresponding offset to goodwill. Upon the conclusion of the measurement period or the final determination of the values of assets acquired and liabilities assumed, whichever comes first, any subsequent adjustments are charged to the consolidated statements of earnings.

##### *Adoption of New Accounting Standards*

Effective January 1, 2014, the Company adopted the amended guidance of Accounting Standards Codification (ASC) Topic 740, *Income Taxes*, which requires the Company to present an unrecognized tax benefit in the financial statements as a reduction to a deferred tax asset for a net operating loss carryforward, a similar tax loss, or a tax credit carryforward. In situations where a net operating loss carryforward, a similar tax loss, or a tax credit carryforward is not available at the reporting date under the tax law of the applicable jurisdiction or if the Company does not intend to use the deferred tax asset for such purpose, the unrecognized tax benefit should be presented as a liability in the financial statements and should not be combined with deferred tax assets. The adoption of this amended guidance does not have an impact on the Company's financial results.

Effective January 1, 2014, the Company adopted the amended guidance of ASC Topic 830, *Foreign Currency Matters* (Topic 830), which requires the Company to transfer currency translation adjustments from other comprehensive income into net income in certain circumstances. The amended guidance aims to resolve diversity in practice as to whether ASC Topic 810, *Consolidation* or Topic 830 applies to the release of the cumulative translation adjustment into net income when a parent either sells a part or all of its investment in a foreign entity, or no longer holds a controlling financial interest in a subsidiary or group of assets that is a nonprofit activity or a business. The adoption of this amended guidance did not have an impact on the Company's current period results. If the Company disposes all or part of a qualifying foreign entity, it will be required to release the portion of cumulative translation adjustment applicable to the disposed entity.

Effective January 1, 2014, the Company adopted the amended guidance of ASC Topic 405, *Liabilities*, which addresses the recognition, measurement, and disclosure of obligations resulting from joint and several liability arrangements, for which the total amount under the arrangement is fixed at the reporting date. The amended guidance aims to resolve diversity in practice among companies that are subject to joint and several liabilities. The retrospective adoption of this amended guidance did not have an impact on current and prior period results and is not expected to have any material impact on the Company's financial results.

Effective October 1, 2014, the Company early adopted the amended guidance of ASC Topic 205, *Presentation of Financial Statements* (Topic 205) and ASC Topic 360, *Property, Plant, and Equipment*, which limit the definition of discontinued operations as only those disposals of components of an entity that represent a strategic shift that has (or will have) a major effect on an entity's operations and financial results. The amended guidance also expands the definition of discontinued operations to include a business or nonprofit activity that, on acquisition, meets the criteria to be classified as held for sale and a disposal of an equity method investment that meets the definition of discontinued operations. The amended guidance requires the Company to report discontinued operations if (1) the component of an entity or group of components of an entity meets the criteria in Topic 205 to be classified as held for sale; (2) the component of an entity or group of components of an entity is disposed of by sale; or (3) the component of an entity or group of components of an entity is disposed other than by sale. As a result of the prospective adoption of this amended guidance, the global chocolate and cocoa businesses that were classified as held for sale at December 31, 2014 (see Note 18 for more information) were not reported as discontinued operations. The Company does not believe the sale of these businesses to have a major effect on an entity's operations and financial results.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 1. Summary of Significant Accounting Policies (Continued)

##### *Pending Accounting Standards*

Effective January 1, 2016, the Company will be required to adopt the amended guidance of ASC Topic 718, *Compensation - Stock Compensation* (Topic 718), which seeks to resolve the diversity in practice that exists when accounting for share-based payments. The amended guidance requires a performance target that affects vesting and that could be achieved after the requisite service period to be treated as a performance condition. The Company will be required to adopt the amended guidance either prospectively to all awards granted or modified after the effective date or retrospectively to all awards with performance targets that are outstanding as of the beginning of the earliest annual period presented in the financial statements and to all new or modified awards thereafter. The Company does not expect the adoption of this amended guidance to impact financial results.

Effective January 1, 2017, the Company will be required to adopt the new guidance of ASC Topic 606, *Revenue from Contracts with Customers* (Topic 606), which will supersede the revenue recognition requirements in ASC Topic 605, *Revenue Recognition*. Topic 606 requires the Company to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The new guidance requires the Company to apply the following steps: (1) identify the contract with a customer; (2) identify the performance obligations in the contract; (3) determine the transaction price; (4) allocate the transaction price to the performance obligations in the contract; and (5) recognize revenue when, or as, the Company satisfies a performance obligation. The Company will be required to adopt Topic 606 either on a full retrospective basis to each prior reporting period presented or on a modified retrospective basis with the cumulative effect of initially applying the new guidance recognized at the date of initial application. If the Company elects the modified retrospective approach, it will be required to provide additional disclosures of the amount by which each financial statement line item is affected in the current reporting period, as compared to the guidance that was in effect before the change, and an explanation of the reasons for significant changes. The Company has not yet completed its assessment of the impact of the new guidance on its consolidated financial statements.

#### Note 2. Acquisitions

Operating results of acquisitions are included in the Company's financial statements from the date of acquisition and are not significant to the Company's consolidated operating results.

##### *Fiscal Year 2014 acquisitions*

On October 1, 2014 and November 18, 2014, the Company completed the acquisitions of the WILD Flavors businesses (Wild Flavors) and Specialty Commodities Inc. (SCI), respectively. Both acquisitions are in line with the Company's strategy to increase returns and reduce earnings volatility through the growth of its specialty ingredient offerings. The 2014 post acquisition financial results of Wild Flavors and SCI are reported in the Other segment.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 2. Acquisitions (Continued)**

During the year ended December 31, 2014, the Company acquired six businesses, including Wild Flavors and SCI, for a total cost of \$3.0 billion. The purchase price net of cash acquired of \$280 million was preliminarily allocated as follows:

(In millions)	<b>Wild Flavors</b>	<b>SCI</b>	<b>Others</b>	<b>Total</b>
Trade receivables	\$ 176	\$ 48	\$ 8	\$ 232
Inventories	286	72	25	383
Other current assets	64	2	—	66
Goodwill	1,698	59	15	1,772
Other intangible assets	1,103	46	35	1,184
Property, plant, and equipment	423	10	30	463
Other assets	68	6	—	74
Short-term debt	(215)	—	(1)	(216)
Trade payables	(128)	(25)	(1)	(154)
Accrued expenses and other payables	(214)	(14)	(10)	(238)
Long-term debt	(238)	—	(3)	(241)
Deferred income taxes	(378)	(16)	—	(394)
Other liabilities	(173)	—	—	(173)
Total purchase price, net of cash acquired	<b>\$ 2,472</b>	<b>\$ 188</b>	<b>\$ 98</b>	<b>\$ 2,758</b>

Goodwill recorded in connection with the acquisitions is primarily attributable to the synergies expected to arise after the Company's acquisition of the businesses.

Of the \$1.8 billion preliminarily allocated to goodwill, \$15 million is expected to be deductible for tax purposes.

The following table sets forth the preliminary fair values and weighted average useful lives of the other intangible assets acquired.

	<b>Weighted Average</b>				
	<b>Useful Life</b>				
	(In years)				
Intangible assets with indefinite lives:					
Trademarks/brands		\$ 238	\$ —	\$ 12	\$ 250
Intangible assets with finite lives:					
Patents	15	—	3	—	3
Customer lists	15	552	36	21	609
Recipes and other	15	313	7	2	322
Total other intangible assets acquired		<b>\$ 1,103</b>	<b>\$ 46</b>	<b>\$ 35</b>	<b>\$ 1,184</b>

The Company's consolidated statement of earnings for the year ended December 31, 2014 includes the post acquisition results of Wild Flavors which were immaterial.



## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 2. Acquisitions (Continued)

##### *Fiscal Year 2013 acquisitions*

During the year ended December 31, 2013, the Company acquired four businesses for a total cost of \$44 million and recorded a preliminary allocation of the purchase price related to these acquisitions. The net cash purchase price for the acquisitions of \$44 million was preliminarily allocated to working capital, property, plant, and equipment, goodwill, and other long-term assets for \$6 million, \$29 million, \$2 million, and \$7 million, respectively. The finalization of the purchase price allocations related to these acquisitions did not result in material adjustments.

##### *Transition Period 2012 Acquisitions*

During the six months ended December 31, 2012, the Company made eight acquisitions for a total cost of \$26 million in cash and recorded a preliminary allocation of the purchase price related to these acquisitions. The net cash purchase price for these eight acquisitions of \$26 million was preliminarily allocated to working capital, property, plant, and equipment, goodwill, and other long-term assets for \$4 million, \$24 million, \$2 million, and \$(4) million, respectively. The finalization of the purchase price allocations related to these acquisitions did not result in material adjustments.

##### *Fiscal Year 2012 Acquisitions*

During fiscal year 2012, the Company made nine acquisitions for a total cost of \$241 million in cash and recorded a preliminary allocation of the purchase price related to these acquisitions. The net cash purchase price for these nine acquisitions of \$241 million was allocated to working capital, property, plant, and equipment, goodwill, other long-term assets, and long-term liabilities for \$(12) million, \$199 million, \$51 million, \$6 million, and \$3 million, respectively. The finalization of the purchase price allocations related to these acquisitions did not result in material adjustments. There was no single material acquisition during the year.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 3. Fair Value Measurements**

The following tables set forth, by level, the Company's assets and liabilities that were accounted for at fair value on a recurring basis as of December 31, 2014 and 2013.

<b>Fair Value Measurements at December 31, 2014</b>				
	<b>Quoted Prices in Active Markets for Identical Assets (Level 1)</b>	<b>Significant Other Observable Inputs (Level 2)</b>	<b>Significant Unobservable Inputs (Level 3)</b>	<b>Total</b>
(In millions)				
<b>Assets:</b>				
Inventories carried at market	\$ —	\$ 3,208	\$ 1,491	\$ 4,699
<b>Unrealized derivative gains:</b>				
Commodity contracts	—	487	203	690
Foreign exchange contracts	—	186	—	186
Interest rate contracts	—	21	—	21
Cash equivalents	491	—	—	491
Marketable securities	860	80	—	940
Segregated investments	2,158	—	—	2,158
Deferred consideration	—	511	—	511
<b>Total Assets</b>	<b>\$ 3,509</b>	<b>\$ 4,493</b>	<b>\$ 1,694</b>	<b>\$ 9,696</b>
<b>Liabilities:</b>				
<b>Unrealized derivative losses:</b>				
Commodity contracts	\$ —	\$ 564	\$ 212	\$ 776
Foreign exchange contracts	—	150	—	150
Inventory-related payables	—	612	40	652
<b>Total Liabilities</b>	<b>\$ —</b>	<b>\$ 1,326</b>	<b>\$ 252</b>	<b>\$ 1,578</b>

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 3. Fair Value Measurements (Continued)**

<b>Fair Value Measurements at December 31, 2013</b>					
	<b>Quoted Prices in Active Markets for Identical Assets (Level 1)</b>	<b>Significant Other Observable Inputs (Level 2)</b>	<b>Significant Unobservable Inputs (Level 3)</b>	<b>Total</b>	
(In millions)					
<b>Assets:</b>					
Inventories carried at market	\$ —	\$ 4,247	\$ 1,812	\$ 6,059	
Unrealized derivative gains:					
Commodity contracts	31	540	279	850	
Foreign exchange contracts	30	88	—	118	
Interest rate contracts	—	1	—	1	
Cash equivalents	2,518	—	—	2,518	
Marketable securities	881	26	—	907	
Segregated investments	1,707	—	—	1,707	
Deferred consideration	—	757	—	757	
<b>Total Assets</b>	<b>\$ 5,167</b>	<b>\$ 5,659</b>	<b>\$ 2,091</b>	<b>\$ 12,917</b>	
<b>Liabilities:</b>					
Unrealized derivative losses:					
Commodity contracts	\$ 45	\$ 343	\$ 261	\$ 649	
Foreign exchange contracts	—	166	—	166	
Interest rate contracts	—	9	—	9	
Inventory-related payables	—	708	34	742	
<b>Total Liabilities</b>	<b>\$ 45</b>	<b>\$ 1,226</b>	<b>\$ 295</b>	<b>\$ 1,566</b>	

Estimated fair values for inventories carried at market are based on exchange-quoted prices, adjusted for differences in local markets, broker or dealer quotations or market transactions in either listed or over-the-counter (OTC) markets. Market valuations for the Company's inventories are adjusted for location and quality because the exchange-quoted prices represent contracts that have standardized terms for commodity, quantity, future delivery period, delivery location, and commodity quality or grade. When unobservable inputs have a significant impact on the measurement of fair value, the inventory is classified in Level 3. Changes in the fair value of inventories are recognized in the consolidated statements of earnings as a component of cost of products sold.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 3. Fair Value Measurements (Continued)

Derivative contracts include exchange-traded commodity futures and option contracts, forward commodity purchase and sale contracts, and OTC instruments related primarily to agricultural commodities, energy, interest rates, and foreign currencies. Exchange-traded futures and options contracts are valued based on unadjusted quoted prices in active markets and are classified in Level 1. The majority of the Company's exchange-traded futures and options contracts are cash-settled on a daily basis and, therefore, are not included in these tables. Fair value for forward commodity purchase and sale contracts is estimated based on exchange-quoted prices adjusted for differences in local markets. These differences are generally determined using inputs from broker or dealer quotations or market transactions in either the listed or OTC markets. When observable inputs are available for substantially the full term of the contract, it is classified in Level 2. When unobservable inputs have a significant impact on the measurement of fair value, the contract is classified in Level 3. Except for certain derivatives designated as cash flow hedges, changes in the fair value of commodity-related derivatives are recognized in the consolidated statements of earnings as a component of cost of products sold. Changes in the fair value of foreign currency-related derivatives are recognized in the consolidated statements of earnings as a component of revenues, cost of products sold, and other (income) expense-net. The effective portions of changes in the fair value of derivatives designated as cash flow hedges are recognized in the consolidated balance sheets as a component of accumulated other comprehensive income (loss) until the hedged items are recorded in earnings or it is probable the hedged transaction will no longer occur.

The Company's cash equivalents are comprised of money market funds valued using quoted market prices and are classified as Level 1.

The Company's marketable securities are comprised of equity investments, U.S. Treasury securities, obligations of U.S. government agencies, and other debt securities. Publicly traded equity investments and U.S. Treasury securities are valued using quoted market prices and are classified in Level 1. U.S. government agency obligations and corporate and municipal debt securities are valued using third-party pricing services and substantially all are classified in Level 2. Unrealized changes in the fair value of available-for-sale marketable securities are recognized in the consolidated balance sheets as a component of accumulated other comprehensive income (loss) unless a decline in value is deemed to be other-than-temporary at which point the decline is recorded in earnings.

The Company's segregated investments are comprised of U.S. Treasury securities. U.S. Treasury securities are valued using quoted market prices and are classified in Level 1.

The Company has deferred consideration under its accounts receivable securitization programs (the "Programs") which represents a note receivable from the purchasers under the Programs. This amount is reflected in other current assets on the consolidated balance sheet (see Notes 6 and 20). The Company carries the deferred consideration at fair value determined by calculating the expected amount of cash to be received. The fair value is principally based on observable inputs (a Level 2 measurement) consisting mainly of the face amount of the receivables adjusted for anticipated credit losses and discounted at the appropriate market rate. Payment of deferred consideration is not subject to significant risks other than delinquencies and credit losses on accounts receivable transferred under the program which have historically been insignificant.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 3. Fair Value Measurements (Continued)**

The following tables present a rollforward of the activity of all assets and liabilities measured at fair value on a recurring basis using significant unobservable inputs (Level 3) during the years ended December 31, 2014 and 2013.

<b>Level 3 Fair Value Assets Measurements at December 31, 2014</b>			
	<b>Inventories Carried at Market</b>	<b>Commodity Derivative Contracts Gains</b>	<b>Total</b>
(In millions)			
<b>Balance, December 31, 2013</b>	\$ 1,812	\$ 279	\$ 2,091
<b>Total increase (decrease) in unrealized gains included in cost of products sold*</b>	15	544	559
<b>Purchases</b>	16,114	—	16,114
<b>Sales</b>	(16,384)	—	(16,384)
<b>Settlements</b>	—	(948)	(948)
<b>Transfers into Level 3</b>	44	395	439
<b>Transfers out of Level 3</b>	(110)	(67)	(177)
<b>Ending balance, December 31, 2014</b>	<u>\$ 1,491</u>	<u>\$ 203</u>	<u>\$ 1,694</u>

\* Includes gains of \$602 million that are attributable to the change in unrealized gains relating to Level 3 assets still held at December 31, 2014.

<b>Level 3 Fair Value Liabilities Measurements at December 31, 2014</b>			
	<b>Inventory- related Payables</b>	<b>Commodity Derivative Contracts Losses</b>	<b>Total</b>
(In millions)			
<b>Balance, December 31, 2013</b>	\$ 34	\$ 261	\$ 295
<b>Total increase (decrease) in unrealized losses included in cost of products sold*</b>	22	534	556
<b>Purchases</b>	29	—	29
<b>Sales</b>	(45)	—	(45)
<b>Settlements</b>	—	(785)	(785)
<b>Transfers into Level 3</b>	—	256	256
<b>Transfers out of Level 3</b>	—	(54)	(54)
<b>Ending balance, December 31, 2014</b>	<u>\$ 40</u>	<u>\$ 212</u>	<u>\$ 252</u>

\* Includes losses of \$558 million that are attributable to the change in unrealized losses relating to Level 3 liabilities still held at December 31, 2014.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 3. Fair Value Measurements (Continued)**

	<b>Level 3 Fair Value Assets Measurements at December 31, 2013</b>		
	<b>Inventories Carried at Market</b>	<b>Commodity Derivative Contracts Gains</b>	<b>Total</b>
	(In millions)		
Balance, December 31, 2012	\$ 1,745	\$ 143	\$ 1,888
Total increase (decrease) in unrealized gains included in cost of products sold*	(645)	474	(171)
Purchases	14,638	—	14,638
Sales	(14,107)	—	(14,107)
Settlements	—	(567)	(567)
Transfers into Level 3	231	323	554
Transfers out of Level 3	(50)	(94)	(144)
Ending balance, December 31, 2013	<u>\$ 1,812</u>	<u>\$ 279</u>	<u>\$ 2,091</u>

\* Includes gains of \$700 million that are attributable to the change in unrealized gains relating to Level 3 assets still held at December 31, 2013.

	<b>Level 3 Fair Value Liabilities Measurements at December 31, 2013</b>		
	<b>Inventory- related Payables</b>	<b>Commodity Derivative Contracts Losses</b>	<b>Total</b>
	(In millions)		
Balance, December 31, 2012	\$ 33	\$ 138	\$ 171
Total increase (decrease) in unrealized losses included in cost of products sold*	(191)	524	333
Purchases	219	—	219
Sales	(26)	—	(26)
Settlements	—	(550)	(550)
Transfers into Level 3	—	197	197
Transfers out of Level 3	(1)	(48)	(49)
Ending balance, December 31, 2013	<u>\$ 34</u>	<u>\$ 261</u>	<u>\$ 295</u>

\* Includes losses of \$380 million that are attributable to the change in unrealized losses relating to Level 3 liabilities still held at December 31, 2013.

For all periods presented, the Company had no transfers between Levels 1 and 2. Transfers into Level 3 of assets and liabilities previously classified in Level 2 were due to the relative value of unobservable inputs to the total fair value measurement of certain products and derivative contracts rising above the 10% threshold. Transfers out of Level 3 were primarily due to the relative value of unobservable inputs to the total fair value measurement of certain products and derivative contracts falling below the 10% threshold and thus permitting reclassification to Level 2.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 3. Fair Value Measurements (Continued)

In some cases, the price components of inventories and commodity purchase and sale contracts are observable based upon available quotations for these pricing components, and in some cases, the differences are unobservable. These price components primarily include transportation costs and other adjustments required due to location, quality, or other contract terms. In the table below, these other adjustments are referred to as Basis. The changes in unobservable price components are determined by specific local supply and demand characteristics at each facility and the overall market. Factors such as substitute products, weather, fuel costs, contract terms, and futures prices also impact the movement of these unobservable price components.

The following table sets forth the weighted average percentage of the unobservable price components included in the Company's Level 3 valuations as of December 31, 2014 and 2013. The Company's Level 3 measurements may include Basis only, transportation cost only, or both price components. As an example, for Level 3 inventories with Basis, the unobservable component is a weighted average 23.4% of the total price for assets and 43.4% for liabilities.

Component Type	Weighted Average % of Total Price			
	December 31, 2014		December 31, 2013	
	Assets	Liabilities	Assets	Liabilities
Inventories				
Basis	23.4%	43.4%	21.9%	13.2%
Transportation cost	4.9%	15.2%	12.3%	—%
Commodity Derivative Contracts				
Basis	13.5%	13.6%	22.8%	17.6%
Transportation cost	10.2%	19.5%	32.5%	12.3%

In certain of the Company's principal markets, the Company relies on price quotes from third parties to value its inventories and physical commodity purchase and sale contracts. These price quotes are generally not further adjusted by the Company in determining the applicable market price. In some cases, availability of third-party quotes is limited to only one or two independent sources. In these situations, absent other corroborating evidence, the Company considers these price quotes as 100 percent unobservable and, therefore, the fair value of these items is reported in Level 3.

#### Note 4. Derivative Instruments & Hedging Activities

##### *Derivatives Not Designated as Hedging Instruments*

The majority of the Company's derivative instruments have not been designated as hedging instruments. The Company uses exchange-traded futures and exchange-traded and OTC options contracts to manage its net position of merchandisable agricultural commodity inventories and forward cash purchase and sales contracts to reduce price risk caused by market fluctuations in agricultural commodities and foreign currencies. The Company also uses exchange-traded futures and exchange-traded and OTC options contracts as components of merchandising strategies designed to enhance margins. The results of these strategies can be significantly impacted by factors such as the correlation between the value of exchange-traded commodities futures contracts and the value of the underlying commodities, counterparty contract defaults, and volatility of freight markets. Derivatives, including exchange traded contracts and physical purchase or sale contracts, and inventories of certain merchandisable agricultural commodities, which include amounts acquired under deferred pricing contracts, are stated at market value. Inventory is not a derivative and therefore fair values of and changes in fair values of inventories are not included in the tables below.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 4. Derivative Instruments & Hedging Activities (Continued)**

The following table sets forth the fair value of derivatives not designated as hedging instruments as of December 31, 2014 and 2013.

	December 31, 2014		December 31, 2013	
	Assets	Liabilities	Assets	Liabilities
	(In millions)			
Foreign Currency Contracts	\$ 186	\$ 150	\$ 118	\$ 166
Interest Contracts	—	—	1	—
Commodity Contracts	690	776	850	649
Total	\$ 876	\$ 926	\$ 969	\$ 815

The following table sets forth the pre-tax gains (losses) on derivatives not designated as hedging instruments that have been included in the consolidated statements of earnings for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012.

(In millions)	Year Ended		Six Months Ended		Year Ended
	December 31		December 31		June 30
	2014	2013	2012	2011	2012
	(Unaudited)				
Interest Contracts					
Other income (expense) - net	\$ —	\$ 1	\$ —	\$ —	\$ —
Foreign Currency Contracts					
Revenues	\$ (1)	\$ 108	\$ 129	\$ 33	\$ 117
Cost of products sold	131	(157)	(49)	(116)	(255)
Other income (expense) - net	(171)	61	94	(69)	(21)
Commodity Contracts					
Cost of products sold	\$ (263)	\$ 301	\$ 136	\$ (4)	\$ (527)
Other Contracts					
Other income (expense) - net	\$ —	\$ —	\$ 58	\$ —	\$ (1)
Total gain(loss) recognized in earnings	\$ (304)	\$ 314	\$ 368	\$ (156)	\$ (687)

During the quarter ended September 30, 2014, the Company recognized \$102 million of pre-tax foreign exchange hedging losses on Euro foreign currency derivative contracts entered into to economically hedge the Wild Flavors acquisition.

During December 2012, the Company entered into two transactions with investment bank counterparties resulting in an economic interest in GrainCorp shares. The purpose of these transactions was to facilitate the Company's planned acquisition of GrainCorp, which was rejected by the Australian Federal Treasurer in November 2013. One of the transactions was accounted for as an unfunded derivative instrument. The other transaction was a hybrid financial instrument, as defined by applicable accounting standards, whereby the accounting rules required the Company to account for a funded host instrument and a separate embedded derivative instrument. In December 2012, the Company settled the derivative instruments known as "Total Return Swaps", and recognized pre-tax gains reported as "Other Contracts" in the table above. After the settlement of these transactions, the interest in GrainCorp is recorded as a long-term marketable security.



**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 4. Derivative Instruments & Hedging Activities (Continued)**

Inventories of certain merchandisable agricultural commodities, which include amounts acquired under deferred pricing contracts, are stated at market value. Changes in the market value of inventories of certain merchandisable agricultural commodities, forward cash purchase and sales contracts, exchange-traded futures and exchange-traded and OTC options contracts are recognized in earnings immediately.

***Derivatives Designated as Cash Flow or Fair Value Hedging Strategies***

As of December 31, 2014 and 2013, the Company has certain derivatives designated as cash flow hedges and fair value hedges.

The Company uses interest rate swaps designated as fair value hedges to protect the fair value of fixed-rate debt due to changes in interest rates. The changes in the fair value of the interest rate swaps and the underlying fixed-rate debt are recorded in other (income) expense - net. The terms of the interest rate swaps match the terms of the underlying debt resulting in no ineffectiveness. At December 31, 2014, the Company has \$21 million in other current assets representing the fair value of the interest rate swaps and a corresponding increase in the underlying debt for the same amount with no impact to earnings.

For each of the commodity hedge programs described below, the derivatives are designated as cash flow hedges. Assuming normal market conditions, the changes in the market value of such derivative contracts have historically been, and are expected to continue to be, highly effective at offsetting changes in price movements of the hedged item. Once the hedged item is recognized in earnings, the gains/losses arising from the hedge are reclassified from AOCI to either revenues, cost of products sold, interest expense or other (income) expense – net, as applicable. As of December 31, 2014, the Company has \$30 million of after-tax gains in AOCI related to gains and losses from commodity cash flow hedge transactions. The Company expects to recognize the \$30 million of gains in its consolidated statement of earnings during the next 12 months.

The Company uses futures or options contracts to fix the purchase price of anticipated volumes of corn to be purchased and processed in a future month. The objective of this hedging program is to reduce the variability of cash flows associated with the Company's forecasted purchases of corn. The Company's corn processing plants currently grind approximately 76 million bushels of corn per month. During the past 12 months, the Company hedged between 24% and 71% of its monthly anticipated grind. At December 31, 2014, the Company has designated hedges representing between 0.3% to 23% of its anticipated monthly grind of corn for the next 12 months.

The Company, from time to time, also uses futures, options, and swaps to fix the sales price of certain ethanol sales contracts. The Company has established hedging programs for ethanol sales contracts that are indexed to unleaded gasoline prices and to various exchange-traded ethanol contracts. The objective of these hedging programs is to reduce the variability of cash flows associated with the Company's sales of ethanol. During the past 12 months, the Company hedged between 9 million and 121 million gallons of ethanol sales per month under these programs. At December 31, 2014, the Company has designated hedges representing between 1 million to 30 million gallons of ethanol sales per month over the next 6 months.

The following tables set forth the fair value of derivatives designated as hedging instruments as of December 31, 2014 and 2013.

	December 31, 2014		December 31, 2013	
	Assets	Liabilities	Assets	Liabilities
	(In millions)			
Interest Contracts	\$ 21	\$ —	\$ —	\$ 9
Total	\$ 21	\$ —	\$ —	\$ 9

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 4. Derivative Instruments & Hedging Activities (Continued)**

The following table sets forth the pre-tax gains (losses) on derivatives designated as hedging instruments that have been included in the consolidated statement of earnings for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012.

(In millions)	Consolidated Statement of Earnings Locations	Year Ended December 31		Six Months Ended December 31		Year Ended June 30	
		2014	2013	2012	2011	2012	
						(Unaudited)	
Effective amounts recognized in earnings							
FX Contracts	Other income/expense -net	\$ 5	\$ (1)	\$ (1)	\$ (1)	\$ (1)	\$ (1)
Interest Contracts	Interest expense	1	1	—	—		1
Commodity Contracts	Cost of products sold	(124)	(41)	158	11		5
	Revenues	(69)	4	2	8		3
Ineffective amount recognized in earnings							
Interest contracts	Interest expense	—	—	—	—		—
Commodity contracts	Cost of products sold	(4)	(120)	(30)	39		49
	Revenues	(34)	—	—	—		—
Total amount recognized in earnings		<u>\$ (225)</u>	<u>\$ (157)</u>	<u>\$ 129</u>	<u>\$ 57</u>		<u>\$ 57</u>

Hedge ineffectiveness for commodity contracts results when the change in the price of the underlying commodity in a specific cash market differs from the change in the price of the derivative financial instrument used to establish the hedging relationship. As an example, if the change in the price of a corn futures contract is strongly correlated to the change in the cash price paid for corn, the gain or loss on the derivative instrument is deferred and recognized at the time the corn grind occurs. If the change in price of the derivative does not strongly correlate to the change in the cash price of corn, in the same example, some portion or all of the derivative gains or losses may be required to be recognized in earnings prior to the corn grind occurring.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 5. Marketable Securities**

The following table sets forth items in short-term and long-term investments.

	Cost	Unrealized Gains	Unrealized Losses	Fair Value
(In millions)				
<b>December 31, 2014</b>				
<b>United States government obligations</b>				
Maturity less than 1 year	\$ 385	\$ —	\$ —	\$ 385
Maturity 1 to 5 years	93	—	—	93
<b>Corporate debt securities</b>				
Maturity 1 to 5 years	72	—	—	72
<b>Other debt securities</b>				
Maturity less than 1 year	130	—	—	130
Maturity 1 to 5 years	3	—	—	3
<b>Equity securities</b>				
Available-for-sale	328	1	(12)	317
	\$ 1,011	\$ 1	\$ (12)	\$ 1,000

	Cost	Unrealized Gains	Unrealized Losses	Fair Value
(In millions)				
<b>December 31, 2013</b>				
<b>United States government obligations</b>				
Maturity less than 1 year	\$ 395	\$ —	\$ —	\$ 395
Maturity 1 to 5 years	124	—	—	124
<b>Government-sponsored enterprise obligations</b>				
Maturity 1 to 5 years	4	—	—	4
<b>Corporate debt securities</b>				
Maturity 1 to 5 years	16	—	—	16
<b>Other debt securities</b>				
Maturity less than 1 year	38	—	—	38
Maturity 1 to 5 years	3	—	—	3
<b>Equity securities</b>				
Available-for-sale	362	1	(2)	361
	\$ 942	\$ 1	\$ (2)	\$ 941

All of the \$12 million in unrealized losses at December 31, 2014 arose within the last 12 months and is related to the Company's investment in two available for sale equity securities with a fair value of \$310 million. The Company evaluated the near-term prospects of the issuer in relation to the severity and duration of the impairment. Based on that evaluation and the Company's ability and intent to hold these investments for a reasonable period of time sufficient for a forecasted recovery of fair value, the Company does not consider these investments to be other-than-temporarily impaired at December 31, 2014.

For information on other-than-temporary impairment charges, see Note 19.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 6. Other Current Assets**

The following table sets forth the items in other current assets:

	<b>December 31, 2014</b>	<b>December 31, 2013</b>
	(In millions)	
Unrealized gains on derivative contracts	\$ 897	\$ 969
Deferred receivables consideration	511	757
Customer omnibus receivable	1,532	1,298
Financing receivables - net <sup>(1)</sup>	402	576
Other current assets	2,714	2,750
	<b>\$ 6,056</b>	<b>\$ 6,350</b>

<sup>(1)</sup> The Company provides financing to suppliers, primarily Brazilian farmers, to finance a portion of the suppliers' production costs. The amounts are reported net of allowances of \$11 million and \$15 million at December 31, 2014 and 2013, respectively. Changes in the allowance for 2014 included an increase of \$4 million for additional bad debt provisions and a reduction in the allowance for adjustments of \$8 million, respectively. Interest earned on financing receivables of \$23 million, \$26 million, \$15 million, \$12 million, and \$26 million for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011 and the year ended June 30, 2012, respectively, is included in interest income in the consolidated statements of earnings.

**Note 7. Accrued Expenses and Other Payables**

The following table sets forth the items in accrued expenses and other payables:

	<b>December 31, 2014</b>	<b>December 31, 2013</b>
	(In millions)	
Unrealized losses on derivative contracts	\$ 926	\$ 824
Other accruals and payables	4,114	3,966
	<b>\$ 5,040</b>	<b>\$ 4,790</b>

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 8. Investments in and Advances to Affiliates**

The Company applies the equity method for investments in investees over which the Company has the ability to exercise significant influence, including the Company's 17.3% and 16.4% share ownership in Wilmar as of December 31, 2014 and 2013, respectively. The Company had 60 unconsolidated domestic and foreign affiliates as of December 31, 2014 and 2013, respectively. The following table summarizes the combined balance sheets as of December 31, 2014 and 2013, and the combined statements of earnings of the Company's unconsolidated affiliates for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012.

(In millions)	<b>December 31</b>	
	<b>2014</b>	<b>2013</b>
Current assets	\$ 27,307	\$ 30,966
Non-current assets	21,624	20,846
Current liabilities	(19,370)	(27,423)
Non-current liabilities	(9,882)	(5,515)
Noncontrolling interests	(897)	(890)
Net assets	<u>\$ 18,782</u>	<u>\$ 17,984</u>

(In millions)	<b>Year Ended</b>		<b>Six Months Ended</b>		<b>Year Ended</b>
	<b>December 31</b>		<b>December 31</b>		<b>June 30</b>
	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2012</b>
	(Unaudited)				
Net Sales	\$ 50,591	\$ 51,967	\$ 28,314	\$ 29,767	\$ 58,068
Gross profit	4,558	4,373	2,847	3,291	6,458
Net income	1,561	1,762	855	1,022	1,940

The Company's share of the undistributed earnings of its unconsolidated affiliates as of December 31, 2014, is \$2.1 billion. The Company has a direct investment in a foreign equity method investee with a carrying value of \$2.4 billion as of December 31, 2014, and a market value of \$2.7 billion based on active market quoted prices converted to U.S. dollars at applicable exchange rates at December 31, 2014.

The Company provides credit facilities totaling \$168 million to five unconsolidated affiliates. One facility that is due on demand and bears interest at the one month British pound LIBOR rate plus 1.5% has an outstanding balance of \$17 million. The other four facilities have no outstanding balances as of December 31, 2014. The outstanding balance is included in other current assets in the accompanying consolidated balance sheet.

For information on the Company's former equity method interest in Gruma, see Note 19.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 9. Goodwill and Other Intangible Assets**

Goodwill balances attributable to consolidated businesses, by segment, are set forth in the following table.

	<b>December 31, 2014</b>	<b>December 31, 2013</b>
	(In millions)	
Oilseeds Processing	\$ 130	\$ 192
Corn Processing	81	81
Agricultural Services	79	81
Other	1,720	10
<b>Total</b>	<b>\$ 2,010</b>	<b>\$ 364</b>

The changes in goodwill during the year ended December 31, 2014 related primarily to acquisitions (see Note 2) and assets classified as held for sale (see Note 18).

The following table sets forth the other intangible assets:

	<b>December 31, 2014</b>			<b>December 31, 2013</b>			
	<b>Useful</b>	<b>Gross</b>	<b>Accumulated</b>	<b>Gross</b>	<b>Accumulated</b>	<b>Net</b>	
	<b>Life</b>	<b>Amount</b>	<b>Amortization</b>	<b>Amount</b>	<b>Amortization</b>	<b>Net</b>	
(In years)	(In millions)						
Intangible assets with indefinite lives:							
Trademarks/brands		\$ 267	\$ —	\$ 267	\$ 5	\$ —	5
Other		1	—	1	2	—	2
Intangible assets with definite lives:							
Trademarks/brands	8 to 25	25	(5)	20	44	(11)	33
Customer lists	9 to 20	663	(32)	631	130	(34)	96
Patents	15 to 20	44	(29)	15	43	(27)	16
Recipes and other	2 to 25	372	(33)	339	73	(28)	45
<b>Total</b>		<b>\$ 1,372</b>	<b>\$ (99)</b>	<b>\$ 1,273</b>	<b>\$ 297</b>	<b>\$ (100)</b>	<b>\$ 197</b>

The change in the gross carrying amount of intangible assets during the year ended December 31, 2014 is primarily related to acquisitions as discussed in Note 2 partially offset by reclassification for held for sale presentation and foreign currency translation adjustments.

Aggregate amortization expense was \$27 million, \$22 million, \$10 million, \$14 million, and \$28 million for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012, respectively. The estimated future aggregate amortization expense for the next five years are \$81 million, \$78 million, \$74 million, \$72 million, and \$72 million.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 10. Debt Financing Arrangements**

	<b>December 31, 2014</b>	<b>December 31, 2013</b>
	(In millions)	
4.479% Debentures \$750 million face amount, due in 2021	<b>773</b>	746
5.45% Notes \$700 million face amount, due in 2018	<b>701</b>	699
5.765% Debentures \$596 million face amount, due in 2041	<b>600</b>	600
5.375% Debentures \$600 million face amount, due in 2035	<b>589</b>	588
5.935% Debentures \$420 million face amount, due in 2032	<b>417</b>	416
4.016% Debentures \$570 million face amount, due in 2043	<b>378</b>	376
4.535% Debentures \$528 million face amount due in 2042	<b>375</b>	373
8.375% Debentures \$295 million face amount, due in 2017	<b>294</b>	294
7.5% Debentures \$187 million face amount, due in 2027	<b>186</b>	186
7.0% Debentures \$185 million face amount, due in 2031	<b>184</b>	184
6.625% Debentures \$182 million face amount, due in 2029	<b>182</b>	182
6.95% Debentures \$172 million face amount, due in 2097	<b>170</b>	170
6.45% Debentures \$154 million face amount, due in 2038	<b>153</b>	153
6.75% Debentures \$124 million face amount, due in 2027	<b>122</b>	122
0.875% Convertible Senior Notes \$1.15 billion face amount, due in 2014	—	1,144
Other	<b>458</b>	279
Total long-term debt including current maturities	<b>5,582</b>	6,512
Current maturities	<b>(24)</b>	(1,165)
Total long-term debt	<b>\$ 5,558</b>	<b>\$ 5,347</b>

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 10. Debt Financing Arrangements (Continued)

In February 2007, the Company issued \$1.15 billion principal amount of convertible senior notes due in 2014 (the Notes) in a private placement. The Notes were issued at par and bear interest at a rate of 0.875% per year, payable semiannually. In accordance with applicable accounting standards, the Company recognized the Notes proceeds received in 2007 as long-term debt of \$853 million and equity of \$297 million. The discount on the long-term debt was amortized over the life of the Notes using the effective interest method. Discount amortization expense of \$6 million, \$49 million, \$24 million, \$22 million, and \$45 million for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012, respectively, were included in interest expense related to the Notes.

On February 18, 2014, the Notes were repaid with available funds.

Discount amortization expense net of premium of \$11 million, \$54 million, \$23 million, \$26 million, and \$49 million for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012, respectively, were included in interest expense related to the Company's long-term debt.

At December 31, 2014, the fair value of the Company's long-term debt exceeded the carrying value by \$1.3 billion, as estimated using quoted market prices (a Level 2 measurement under applicable accounting standards).

The aggregate maturities of long-term debt for the five years after December 31, 2014, are \$24 million, \$14 million, \$307 million, \$711 million, and \$10 million, respectively.

At December 31, 2014, the Company had lines of credit totaling \$6.6 billion which was unused. The weighted average interest rates on short-term borrowings outstanding at December 31, 2014 and 2013, were 3.76% and 4.24%, respectively. Of the Company's total lines of credit, \$4.0 billion support a commercial paper borrowing facility, against which there was no commercial paper outstanding at December 31, 2014.

The Company's credit facilities and certain debentures require the Company to comply with specified financial and non-financial covenants including maintenance of minimum tangible net worth as well as limitations related to incurring liens, secured debt, and certain other financing arrangements. The Company is in compliance with these covenants as of December 31, 2014.

The Company has outstanding standby letters of credit and surety bonds at December 31, 2014 and 2013, totaling \$980 million and \$795 million, respectively.

The Company has accounts receivable securitization programs (the "Programs"). The Programs provide the Company with up to \$1.6 billion in funding resulting from the sale of accounts receivable. As of December 31, 2014, the Company utilized \$1.6 billion of its facility under the Programs (see Note 20 for more information on the Programs).

#### Note 11. Stock Compensation

The Company's employee stock compensation plans provide for the granting of options to employees to purchase common stock of the Company pursuant to the Company's 2002 and 2009 Incentive Compensation Plans. These options are issued at market value on the date of grant, vest incrementally over one to five years, and expire ten years after the date of grant.

The fair value of each option grant is estimated as of the date of grant using the Black-Scholes single option pricing model. The volatility assumption used in the Black-Scholes single option pricing model is based on the historical volatility of the Company's stock. The volatility of the Company's stock was calculated based upon the monthly closing price of the Company's stock for the period immediately prior to the date of grant corresponding to the average expected life of the grant. The average expected life represents the period of time that option grants are expected to be outstanding. The risk-free rate is based on the rate of U.S. Treasury zero-coupon issues with a remaining term equal to the expected life of option grants. The assumptions used in the Black-Scholes single option pricing model are as follows.



**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 11. Stock Compensation (Continued)**

	Year Ended December 31		Six Months Ended December 31	Year Ended June 30
	2014	2013	2012	2012
Dividend yield	2%	2%	3%	2%
Risk-free interest rate	2%	1%	1%	2%
Stock volatility	37%	38%	30%	32%
Average expected life (years)	6	6	7	8

A summary of option activity during 2014 is presented below:

	Shares	Weighted-Average Exercise Price
	(In thousands, except per share amounts)	
Shares under option at December 31, 2013	13,304	\$ 28.31
Granted	1,253	40.65
Exercised	(3,376)	27.63
Forfeited or expired	(68)	27.50
Shares under option at December 31, 2014	11,113	\$ 29.91
Exercisable at December 31, 2014	6,835	\$ 29.01

The weighted-average remaining contractual term of options outstanding and exercisable at December 31, 2014, is 6 years and 5 years, respectively. The aggregate intrinsic value of options outstanding and exercisable at December 31, 2014, is \$248 million and \$158 million, respectively. The weighted-average grant-date fair values of options granted during the years ended December 31, 2014 and 2013, the six months ended December 31, 2012, and the year ended June 30, 2012, were \$12.80, \$10.02, \$5.89, and \$6.98, respectively. The total intrinsic values of options exercised during the years ended December 31, 2014 and 2013, the six months ended December 31, 2012, and the year ended June 30, 2012, were \$66 million, \$29 million, \$1 million, and \$5 million, respectively. Cash proceeds received from options exercised during the years ended December 31, 2014 and 2013, the six months ended December 31, 2012, and the year ended June 30, 2012, were \$93 million, \$73 million, \$2 million, and \$7 million, respectively.

At December 31, 2014, there was \$21 million of total unrecognized compensation expense related to option grants. Amounts to be recognized as compensation expense during the next four years are \$10 million, \$6 million, \$3 million, and \$2 million, respectively.

The Company's 2002 and 2009 Incentive Compensation Plans provide for the granting of restricted stock and restricted stock units (Restricted Stock Awards) at no cost to certain officers and key employees. In addition, the Company's 2002 and 2009 Incentive Compensation Plans also provide for the granting of performance stock units (PSUs) at no cost to certain officers and key employees. Restricted Stock Awards are made in common stock or stock units with equivalent rights and vest at the end of a three-year restriction period. The awards for PSUs are made in common stock units and vest at the end of a three-year vesting period subject to the attainment of certain future performance criteria based on the Company's adjusted return on invested capital compared to the weighted average cost of capital. During the years ended December 31, 2014 and 2013, the six months ended December 31, 2012, and the year ended June 30, 2012, 1.4 million, 0.9 million, 1.3 million, and 1.2 million common stock or stock units, respectively, were granted as Restricted Stock Awards and PSUs. At December 31, 2014, there were 17.3 million shares available for future grants pursuant to the 2009 plan.

The fair value of Restricted Stock Awards and PSUs is determined based on the market value of the Company's shares on the grant date. The weighted-average grant-date fair values of awards granted during the years ended December 31, 2014 and 2013, the six months ended December 31, 2012, and the year ended June 30, 2012 were \$40.78, \$32.96, \$26.34, and \$26.75, respectively.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 11. Stock Compensation (Continued)**

A summary of Restricted Stock Awards and PSUs activity during 2014 is presented below:

	<b>Restricted Stock Awards and PSUs</b>	<b>Weighted Average Grant-Date Fair Value</b>
(In thousands, except per share amounts)		
Non-vested at December 31, 2013	3,557	\$ 28.86
Granted	1,396	40.78
Vested	(1,250)	27.86
Forfeited	(147)	33.68
Non-vested at December 31, 2014	3,556	\$ 34.17

At December 31, 2014, there was \$44 million of total unrecognized compensation expense related to Restricted Stock Awards and PSUs. Amounts to be recognized as compensation expense during the next three years are \$27 million, \$15 million, and \$2 million, respectively. At the vesting date, the total fair value of Restricted Stock Awards vested during the year ended December 31, 2014 was \$35 million.

Compensation expense for option grants, Restricted Stock Awards and PSUs granted to employees is generally recognized on a straight-line basis during the service period of the respective grant. Certain of the Company's option grants, Restricted Stock Awards and PSUs continue to vest upon the recipient's retirement from the Company and compensation expense related to option grants and Restricted Stock Awards granted to retirement-eligible employees is recognized in earnings on the date of grant. Compensation expense for PSUs is based on the probability of meeting the performance criteria.

Total compensation expense for option grants, Restricted Stock Awards and PSUs recognized during the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012 was \$55 million, \$43 million, \$31 million, \$34 million, and \$48 million, respectively.

**Note 12. Other (Income) Expense – Net**

The following table sets forth the items in other (income) expense:

(In millions)	<b>Year Ended December 31</b>		<b>Six Months Ended December 31</b>		<b>Year Ended June 30</b>
	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2012</b>
	(Unaudited)				
(Gain) loss on derivatives	102	40	(62)	—	—
Gain on sale of assets and equity dilution	(351)	(41)	(51)	(17)	(30)
Charges from early extinguishment of debt	—	—	5	12	12
Gain on marketable securities transactions	—	(8)	(6)	(16)	(37)
Other – net	2	(44)	5	9	26
	\$ (247)	\$ (53)	\$ (109)	\$ (12)	\$ (29)

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 12. Other (Income) Expense – Net (Continued)

Individually significant items included in the table above are:

The loss on derivatives for the year ended December 31, 2014 was due to losses on Euro foreign currency derivative contracts entered into to economically hedge the Wild Flavors acquisition. The loss on derivatives for the year ended December 31, 2013 was due to losses on Australian dollar foreign currency derivative contracts entered into to economically hedge the proposed GrainCorp Limited (GrainCorp) acquisition. The gain on derivatives for the six months and year ended December 31, 2012 relates to the settlement of the Total Return Swap instruments related to the Company's investment in GrainCorp (see Note 4 for more information).

Gain on sale of assets for the year ended December 31, 2014 includes a gain of \$156 million upon the Company's effective dilution in the Pacificor (formerly Kalama Export Company) joint venture resulting from the contribution of additional assets by another member in exchange for new equity units and a gain of \$126 million on the sale of the fertilizer business. Gain on sale of assets for six months ended December 31, 2012 includes a \$39 million gain related to the sale of certain of the Company's exchange membership interests.

Realized gains on sales of available-for-sale marketable securities totaled \$8 million, \$8 million, \$17 million, and \$38 million for the year ended December 31, 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012, respectively. Realized gains on sales of available-for-sale marketable securities were immaterial for the year ended December 31, 2014. Realized losses on sales of available-for-sale marketable securities were immaterial for all periods presented. Impairment losses on securities of \$6 million, \$166 million, \$13 million, and \$25 million for the years ended December 31, 2014 and 2013, the six months ended December 31, 2011, and year ended June 30, 2012, respectively, were classified as asset impairment, exit, and restructuring charges in the consolidated statements of earnings (see Note 19 for more information).

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 13. Income Taxes**

The following table sets forth the geographic split of earnings before income taxes:

(In millions)	Year Ended		Six Months Ended		Year Ended
	December 31		December 31		June 30
	2014	2013	2012	2011	2012
				(Unaudited)	
United States	\$ 2,224	\$ 1,509	\$ 611	\$ 592	\$ 1,035
Foreign	906	515	386	189	730
	<u>\$ 3,130</u>	<u>\$ 2,024</u>	<u>\$ 997</u>	<u>\$ 781</u>	<u>\$ 1,765</u>

Significant components of income tax are as follows:

(In millions)	Year Ended		Six Months Ended		Year Ended
	December 31		December 31		June 30
	2014	2013	2012	2011	2012
				(Unaudited)	
Current					
Federal	\$ 641	\$ 348	\$ 92	\$ 179	\$ 300
State	57	14	9	19	21
Foreign	235	146	83	7	118
Deferred					
Federal	(29)	112	92	14	66
State	28	(5)	20	3	9
Foreign	(55)	55	7	15	9
	<u>\$ 877</u>	<u>\$ 670</u>	<u>\$ 303</u>	<u>\$ 237</u>	<u>\$ 523</u>

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 13. Income Taxes (Continued)**

Significant components of deferred tax liabilities and assets are as follows:

	<b>December 31, 2014</b>	<b>December 31, 2013</b>
(In millions)		
Deferred tax liabilities		
Property, plant, and equipment	\$ 1,631	\$ 1,286
Equity in earnings of affiliates	394	323
Debt exchange	135	123
Inventories	57	132
Other	192	119
	<u>\$ 2,409</u>	<u>\$ 1,983</u>
Deferred tax assets		
Pension and postretirement benefits	\$ 460	\$ 267
Stock compensation	55	60
Foreign tax credit carryforwards	76	26
Foreign tax loss carryforwards	305	329
Capital loss carryforwards	21	24
State tax attributes	70	74
Reserves and other accruals	43	—
Other	271	205
Gross deferred tax assets	<u>1,301</u>	<u>985</u>
Valuation allowances	<u>(347)</u>	<u>(329)</u>
Net deferred tax assets	<u>\$ 954</u>	<u>\$ 656</u>
Net deferred tax liabilities	\$ 1,455	\$ 1,327
The net deferred tax liabilities are classified as follows:		
Current assets	\$ 17	\$ —
Current assets (foreign)	137	17
Current liabilities	—	(8)
Current liabilities (foreign)	(33)	(22)
Noncurrent assets (foreign)	86	134
Noncurrent liabilities	(1,316)	(1,404)
Noncurrent liabilities (foreign)	(346)	(44)
	<u>\$ (1,455)</u>	<u>\$ (1,327)</u>

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 13. Income Taxes (Continued)**

Reconciliation of the statutory federal income tax rate to the Company's effective income tax rate on earnings is as follows:

	<b>Year Ended</b>		<b>Six Months Ended</b>		<b>Year Ended</b>
	<b>December 31</b>		<b>December 31</b>		<b>June 30</b>
	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2012</b>
				(Unaudited)	
Statutory rate	<b>35.0%</b>	35.0%	35.0%	35.0%	35.0%
State income taxes, net of federal tax benefit	<b>2.1</b>	0.2	2.4	2.4	1.4
Foreign earnings taxed at rates other than the U.S. statutory rate	<b>(4.8)</b>	(3.7)	(7.6)	(7.2)	(4.8)
Foreign currency remeasurement	<b>0.1</b>	(0.9)	2.6	(0.3)	(3.3)
Income tax adjustment to filed returns	<b>(2.5)</b>	0.5	(1.5)	(0.7)	0.9
Tax benefit on U.S. biodiesel credits	<b>(1.1)</b>	(5.1)	—	—	—
Tax benefit on U.S. qualified production activity deduction	<b>(1.8)</b>	(1.4)	—	—	—
Valuation allowances	—	8.0	—	—	—
Other	<b>1.0</b>	0.5	(0.5)	1.1	0.4
Effective income tax rate	<b>28.0%</b>	33.1%	30.4%	30.3%	29.6%

The Company has historically included amounts received from the U.S. Government in the form of a biodiesel credit as taxable income on its federal and state income tax returns. In the fourth quarter of 2013, the Internal Revenue Service released a Chief Counsel Advice stipulating that biodiesel credits should not be included in taxable income. Based upon the Chief Counsel Advice, the Company changed its position related to these credits and excluded them from income for years 2011 through the current year. Of the total tax benefit recorded in 2013 of \$107 million, \$55 million relates to years prior to 2013.

The Company has \$305 million and \$329 million of tax assets related to net operating loss carry-forwards of certain international subsidiaries at December 31, 2014 and 2013, respectively. As of December 31, 2014, approximately \$274 million of these assets have no expiration date, and the remaining \$31 million expire at various times through fiscal 2032. The annual usage of certain of these assets is limited to a percentage of taxable income of the respective foreign subsidiary for the year. The Company has recorded a valuation allowance of \$218 million and \$196 million against these tax assets at December 31, 2014 and 2013, respectively, due to the uncertainty of their realization.

During the fourth quarter of 2013, the Company recorded a full valuation allowance on net deferred tax assets of a German subsidiary in the amount of \$103 million (\$82 million, equal to \$0.12 per share, when adjusted for the income attributable to the minority interest holders). Management's establishment of a valuation allowance resulted from a combination of matters, including the absence of financial performance of the subsidiary and its ability to generate sufficient taxable income in the future. Management continues to maintain its view of the subsidiary and the need for the valuation allowance.

During the fourth quarter of 2013, the Company placed a full valuation allowance on the deferred tax asset related to the impairment of its investment in GrainCorp in the amount of \$41 million. The Company also placed a full valuation allowance on the impairment of assets related to its sugar business in Brazil in the amount of \$17 million.

The Company has \$21 million of tax assets related to foreign and domestic capital loss carryforwards at December 31, 2014. The Company has recorded a valuation allowance of \$21 million against these tax assets at December 31, 2014.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 13. Income Taxes (Continued)

The Company has \$76 million and \$26 million of tax assets related to excess foreign tax credits at December 31, 2014 and 2013, respectively, which begin to expire in 2015. The Company has \$70 million and \$74 million of tax assets related to state income tax attributes (incentive credits and net operating loss carryforwards), net of federal tax benefit, at December 31, 2014 and 2013, respectively, which will expire at various times through fiscal 2034. The Company has not recorded a valuation allowance against the excess foreign tax credits at December 31, 2014. Due to the uncertainty of realization, the Company has recorded a valuation allowance of \$51 million and \$53 million related to state income tax assets net of federal tax benefit as of December 31, 2014 and 2013, respectively.

The Company remains subject to federal examination in the U.S. for the calendar tax years 2013 and 2014.

Undistributed earnings of the Company's foreign subsidiaries and the Company's share of the undistributed earnings of affiliated corporate joint venture companies accounted for on the equity method amounting to approximately \$8.6 billion at December 31, 2014, are considered to be permanently reinvested, and accordingly, no provision for U.S. income taxes has been provided thereon. It is not practicable to determine the deferred tax liability for temporary differences related to these undistributed earnings.

The following table sets forth a rollforward of activity of unrecognized tax benefits for the year ended December 31, 2014 and 2013 as follows:

	<b>Unrecognized Tax Benefits</b>	
	<b>December 31, 2014</b>	<b>December 31, 2013</b>
	(In millions)	
Beginning balance	\$ 66	\$ 77
Additions related to current year's tax positions	5	—
Additions related to prior years' tax positions	7	7
Reductions related to prior years' tax positions	(3)	—
Reductions related to lapse of statute of limitations	—	(6)
Settlements with tax authorities	(3)	(12)
Ending balance	<u>\$ 72</u>	<u>\$ 66</u>

The additions and reductions in unrecognized tax benefits shown in the table include effects related to net income and shareholders' equity. The changes in unrecognized tax benefits did not have a material effect on the Company's net income or cash flow.

At December 31, 2014 and 2013, the Company had accrued interest and penalties on unrecognized tax benefits of \$21 million and \$18 million, respectively.

The Company is subject to income taxation in many jurisdictions around the world. Resolution of the related tax positions, through negotiations with relevant tax authorities or through litigation, may take years to complete. Therefore, it is difficult to predict the timing for resolution of tax positions. However, the Company does not anticipate that the total amount of unrecognized tax benefits will increase or decrease significantly in the next twelve months. Given the long periods of time involved in resolving tax positions, the Company does not expect that the recognition of unrecognized tax benefits will have a material impact on the Company's effective income tax rate in any given period. If the total amount of unrecognized tax benefits were recognized by the Company at one time, there would be a reduction of \$62 million on the tax expense for that period.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 13. Income Taxes (Continued)

The Company is subject to routine examination by domestic and foreign tax authorities and frequently faces challenges regarding the amount of taxes due. These challenges include positions taken by the Company related to the timing, nature and amount of deductions and the allocation of income among various tax jurisdictions. Resolution of the related tax positions, through negotiation with relevant tax authorities or through litigation, may take years to complete. Therefore, it is difficult to predict the timing for resolution of tax positions. In its routine evaluations of the exposure associated with various tax filing positions, the Company recognizes a liability, when necessary, for estimated potential additional tax owed by the Company in accordance with the applicable accounting standard. However, the Company cannot predict or provide assurance as to the ultimate outcome of these ongoing or future examinations.

The Company's wholly-owned subsidiary, ADM do Brasil Ltda. (ADM do Brasil), has received three separate tax assessments from the Brazilian Federal Revenue Service (BFRS) challenging the tax deductibility of commodity hedging losses and related expenses for the tax years 2004, 2006 and 2007. As of December 31, 2014, these assessments, updated for estimated penalties, interest, and variation in currency exchange rates, totaled approximately \$493 million. ADM do Brasil's tax return for 2005 was also audited and no assessment was received. The statute of limitations for 2005 and 2008 has expired. If the BFRS were to challenge commodity hedging deductions in tax years after 2008, the Company estimates it could receive additional tax assessments of approximately \$57 million (based on currency exchange rates as of December 31, 2014).

ADM do Brasil enters into commodity hedging transactions that can result in gains, which are included in ADM do Brasil's calculations of taxable income in Brazil, and losses, which ADM do Brasil deducts from its taxable income in Brazil. The Company has evaluated its tax position regarding these hedging transactions and concluded, based upon advice from Brazilian legal counsel, that it was appropriate to recognize both gains and losses resulting from hedging transactions when determining its Brazilian income tax expense. Therefore, the Company has continued to recognize the tax benefit from hedging losses in its financial statements and has not recorded any tax liability for the amounts assessed by the BFRS.

ADM do Brasil filed an administrative appeal for each of the assessments. During the second quarter of fiscal 2011, the appeal panel found in favor of the BFRS on the 2004 assessment and ADM do Brasil filed a second level administrative appeal, which is still ongoing. In January of 2012, the appeal panel found in favor of the BFRS on the 2006 and 2007 assessments and ADM do Brasil filed a second level administrative appeal, which is still ongoing. If ADM do Brasil continues to be unsuccessful in the administrative appellate process, it intends to file appeals in the Brazilian federal courts. While the Company believes its consolidated financial statements properly reflect the tax deductibility of these hedging losses, the ultimate resolution of this matter could result in the future recognition of additional payments of, and expense for, income tax and the associated interest and penalties.

The Company intends to vigorously defend its position against the current assessments and any similar assessments that may be issued for years subsequent to 2008.

The Company's subsidiaries in Argentina have received tax assessments challenging transfer prices used to price grain exports totaling \$93 million (inclusive of interest and adjusted for variation in currency exchange rates) for the tax years 2004 through 2007. The Argentine tax authorities have been conducting a review of income and other taxes paid by large exporters and processors of cereals and other agricultural commodities resulting in allegations of income tax evasion. While the Company believes that it has complied with all Argentine tax laws, it cannot rule out receiving additional assessments challenging transfer prices used to price grain exports for years subsequent to 2007, and estimates that these potential assessments would be approximately \$325 million (as of December 31, 2014 and subject to variation in currency exchange rates). The Company intends to vigorously defend its position against the current assessments and any similar assessments that may be issued for years subsequent to 2007. The Company believes that it has appropriately evaluated the transactions underlying these assessments, and has concluded, based on Argentine tax law, that its tax position would be sustained, and accordingly, the Company has not recorded a tax liability for these assessments.

In accordance with the accounting requirements for uncertain tax positions, the Company has concluded that it is more likely than not to prevail on the Brazil and Argentina matters based upon their technical merits. The Company has not recorded an uncertain tax liability for these assessments partly because the taxing jurisdictions' processes do not provide a mechanism for settling at less than the full amount of the assessment. The Company's consideration of these tax assessments requires judgments about the application of income tax regulations to specific facts and circumstances. The final outcome of these matters cannot reliably be predicted, may take many years to resolve, and could result in financial impacts of up to the entire amount of these assessments.



**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 14. Leases**

The Company leases manufacturing and warehouse facilities, real estate, transportation assets, and other equipment under non-cancelable operating leases, the majority of which expire at various dates through the year 2044. Rent expense for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012 was \$224 million, \$199 million, \$106 million, \$103 million, and \$209 million, respectively. Additional amounts incurred for charges pertaining to time charters of ocean going vessels accounted for as leases for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012 and 2011, and the year ended June 30, 2012 were \$136 million, \$147 million, \$62 million, \$76 million, and \$164 million, respectively. Future minimum rental payments for non-cancelable operating leases with initial or remaining terms in excess of one year are as follows:

	<b>Minimum Rental Payments</b>	
	(In millions)	
2015	\$	226
2016		198
2017		158
2018		106
2019		59
Thereafter		240
Total minimum lease payments	\$	987

**Note 15. Employee Benefit Plans**

The Company provides substantially all U.S. employees and employees at certain foreign subsidiaries with retirement benefits including defined benefit pension plans and defined contribution plans. The Company provides eligible U.S. employees who retire under qualifying conditions with access to postretirement health care, at full cost to the retiree (certain employees are “grandfathered” into subsidized coverage while others are provided with Health Care Reimbursement Accounts as described below).

On August 5, 2014, the Company amended its U.S. qualified pension plans and began notifying certain eligible individuals of its offer to pay those individuals’ pension benefit in a lump sum. Individuals eligible for the voluntary lump sum payment option are generally those who are retirees, surviving joint annuitants, beneficiaries, and alternate payees of the U.S. qualified pension plans who are currently receiving a payment and commenced their benefit prior to June 30, 2014. The voluntary lump sum which amounted to \$296 million reduced the Company's global pension benefit obligation by \$336 million resulting in a net improvement of its pension underfunding by \$40 million. The Company incurred a non-cash pre-tax income statement charge of \$98 million in the quarter ended December 31, 2014 as a result of the requirement to expense the unrealized actuarial losses recognized in accumulated other comprehensive income (loss) pertaining to liabilities settled at December 31, 2014.

The Company maintains 401(k) plans covering substantially all U.S. employees. The Company contributes cash to the plans to match qualifying employee contributions, and also provides a non-matching employer contribution of 1% of pay to eligible participants. Under an employee stock ownership component of the 401(k) plans, employees may choose to invest in ADM stock as part of their own investment elections. The employer contributions are expensed when paid. Assets of the Company’s 401(k) plans consist primarily of listed common stocks and pooled funds. The Company’s 401(k) plans held 11 million shares of Company common stock at December 31, 2014, with a market value of \$596 million. Cash dividends received on shares of Company common stock by these plans during the year ended December 31, 2014 were \$12 million.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 15. Employee Benefit Plans (Continued)**

(In millions)	<b>Pension Benefits</b>		<b>Postretirement Benefits</b>	
	<b>Year Ended December 31</b>		<b>Year Ended December 31</b>	
	<b>2014</b>	<b>2013</b>	<b>2014</b>	<b>2013</b>
Retirement plan expense				
Defined benefit plans:				
Service cost (benefits earned during the period)	\$ 71	\$ 84	\$ 4	\$ 5
Interest cost	126	114	8	7
Expected return on plan assets	(155)	(144)	—	—
Settlement charges	95	—	—	—
Amortization of actuarial loss	36	74	2	5
Other amortization expense	3	3	(18)	(18)
Net periodic defined benefit plan expense	176	131	(4)	(1)
Defined contribution plans	50	44	—	—
Total retirement plan expense	\$ 226	\$ 175	\$ (4)	\$ (1)

(In millions)	<b>Pension Benefits</b>		<b>Postretirement Benefits</b>	
	<b>Six Months Ended December 31</b>		<b>Six Months Ended December 31</b>	
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
		(Unaudited)		(Unaudited)
Retirement plan expense				
Defined benefit plans:				
Service cost (benefits earned during the period)	\$ 44	\$ 36	\$ 4	\$ 3
Interest cost	61	65	6	6
Expected return on plan assets	(75)	(70)	—	—
Settlement charges	68	—	—	—
Amortization of actuarial loss	42	24	—	—
Other amortization	2	2	—	—
Net periodic defined benefit plan expense	142	57	10	9
Defined contribution plans	23	23	—	—
Total retirement plan expense	\$ 165	\$ 80	\$ 10	\$ 9

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 15. Employee Benefit Plans (Continued)**

(In millions)	<b>Pension Benefits</b>	<b>Postretirement Benefits</b>
	<b>Year Ended June 30</b>	<b>Year Ended June 30</b>
	<b>2012</b>	<b>2012</b>
Retirement plan expense		
Defined benefit plans:		
Service cost (benefits earned during the period)	\$ 71	\$ 7
Interest cost	130	12
Expected return on plan assets	(141)	—
Remeasurement charge <sup>(1)</sup>	30	4
Amortization of actuarial loss	52	—
Other amortization	5	(2)
Net periodic defined benefit plan expense	147	21
Defined contribution plans	45	—
Total retirement plan expense	\$ 192	\$ 21

(1) See Note 19

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 15. Employee Benefit Plans (Continued)**

Prior to December 31, 2012, the Company used a June 30 measurement date for all defined benefit plans. As a result of the change in fiscal year end (see Note 1), the Company changed its measurement date for all defined benefit plans to December 31 effective in the transition period ended December 31, 2012. The following tables set forth changes in the defined benefit obligation and the fair value of defined benefit plan assets for the years ended December 31, 2014 and 2013:

	<b>Pension Benefits</b>		<b>Postretirement Benefits</b>	
	<b>December 31 2014</b>	<b>December 31 2013</b>	<b>December 31 2014</b>	<b>December 31 2013</b>
	(In millions)		(In millions)	
Benefit obligation, beginning	\$ 2,814	\$ 2,954	\$ 174	\$ 208
Service cost	71	84	4	5
Interest cost	126	114	8	7
Actuarial loss (gain)	688	(236)	54	(34)
Employee contributions	2	2	—	—
Curtailments	(5)	—	—	—
Settlements	(304)	—	—	—
Business combinations	136	—	—	—
Benefits paid	(109)	(119)	(12)	(12)
Plan amendments	(4)	(1)	3	—
Actual expenses	(2)	(2)	—	—
Foreign currency effects	(108)	18	—	—
Benefit obligation, ending	<u>\$ 3,305</u>	<u>\$ 2,814</u>	<u>\$ 231</u>	<u>\$ 174</u>
Fair value of plan assets, beginning	\$ 2,341	\$ 2,174	\$ —	\$ —
Actual return on plan assets	292	222	—	—
Employer contributions	42	50	12	12
Employee contributions	2	2	—	—
Settlements	(304)	—	—	—
Business combinations	10	—	—	—
Benefits paid	(109)	(119)	(12)	(12)
Actual expenses	(2)	(2)	—	—
Foreign currency effects	(78)	14	—	—
Fair value of plan assets, ending	<u>\$ 2,194</u>	<u>\$ 2,341</u>	<u>\$ —</u>	<u>\$ —</u>
Funded status	<u>\$ (1,111)</u>	<u>\$ (473)</u>	<u>\$ (231)</u>	<u>\$ (174)</u>
Prepaid benefit cost	\$ 27	\$ 63	\$ —	\$ —
Accrued benefit liability – current	(17)	(15)	(12)	(11)
Accrued benefit liability – long-term	(1,121)	(521)	(219)	(163)
Net amount recognized in the balance sheet	<u>\$ (1,111)</u>	<u>\$ (473)</u>	<u>\$ (231)</u>	<u>\$ (174)</u>

Included in accumulated other comprehensive income for pension benefits at December 31, 2014 is an unrecognized actuarial loss of \$983 million that has not yet been recognized in net periodic pension cost. The prior service cost and actuarial loss included in accumulated other comprehensive income expected to be recognized in net periodic pension cost during 2015 is \$2 million and \$68 million, respectively.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 15. Employee Benefit Plans (Continued)**

Included in accumulated other comprehensive income for postretirement benefits at December 31, 2014, are the following amounts that have not yet been recognized in net periodic pension cost: unrecognized prior service credit of \$85 million and unrecognized actuarial loss of \$80 million. Prior service credit of \$18 million and actuarial loss of \$7 million included in accumulated other comprehensive income are expected to be recognized in net periodic benefit cost during 2015.

The following table sets forth the principal assumptions used in developing net periodic pension cost:

	<b>Pension Benefits</b>		<b>Postretirement Benefits</b>	
	<b>December 31 2014</b>	<b>December 31 2013</b>	<b>December 31 2014</b>	<b>December 31 2013</b>
Discount rate	4.6%	3.9%	4.4%	3.6%
Expected return on plan assets	7.0%	7.0%	N/A	N/A
Rate of compensation increase	3.9%	3.9%	N/A	N/A

The following table sets forth the principal assumptions used in developing the year-end actuarial present value of the projected benefit obligations:

	<b>Pension Benefits</b>		<b>Postretirement Benefits</b>	
	<b>December 31 2014</b>	<b>December 31 2013</b>	<b>December 31 2014</b>	<b>December 31 2013</b>
Discount rate	3.5%	4.6%	3.8%	4.4%
Rate of compensation increase	3.8%	3.9%	N/A	N/A

At December 31, 2014, a new mortality table was used to estimate anticipated mortality rates that contributed to an increase in projected benefit obligations of approximately \$0.2 billion.

The projected benefit obligation, accumulated benefit obligation, and fair value of plan assets for the pension plans with projected benefit obligations in excess of plan assets were \$2.9 billion, \$2.6 billion, and \$1.7 billion, respectively as of December 31, 2014, and \$2.2 billion, \$2.0 billion, and \$1.6 billion, respectively, as of December 31, 2013. The projected benefit obligation, accumulated benefit obligation, and fair value of plan assets for the pension plans with accumulated benefit obligations in excess of plan assets were \$2.8 billion, \$2.5 billion, and \$1.7 billion, respectively, as of December 31, 2014 and \$2.1 billion, \$1.9 billion, and \$1.6 billion, respectively, as of December 31, 2013. The accumulated benefit obligation for all pension plans as of December 31, 2014 and 2013, was \$3.0 billion and \$2.6 billion, respectively.

For postretirement benefit measurement purposes, a 7.25% annual rate of increase in the per capita cost of covered health care benefits was assumed for the year ended December 31, 2014. The rate was assumed to decrease gradually to 5% by 2024 and remain at that level thereafter. The credits used to fund certain retirees with Health Reimbursement Accounts are indexed up to a maximum of 3% per year.

A 1% change in assumed health care cost trend rates would have the following effects:

	<b>1% Increase</b>		<b>1% Decrease</b>	
	(In millions)			
Effect on combined service and interest cost components	\$	1	\$	(1)
Effect on accumulated postretirement benefit obligations	\$	8	\$	(7)

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 15. Employee Benefit Plans (Continued)

##### *Plan Assets*

The Company's employee benefit plan assets are principally comprised of the following types of investments:

##### *Common stock:*

Equity securities are valued based on quoted exchange prices and are classified within Level 1 of the valuation hierarchy.

##### *Mutual funds:*

Mutual funds are valued at the closing price reported on the active market on which they are traded and are classified within Level 1 of the valuation hierarchy.

##### *Common collective trust (CCT) funds:*

The fair values of the CCTs are based on the cumulative net asset value (NAV) of their underlying investments. The investments in CCTs are comprised of international equity funds, a small cap U.S. equity fund, large cap U.S. equity funds, fixed income funds, and other funds. The fund units are valued at NAV based on the closing market value of the units bought or sold as of the valuation date and are classified in Level 2 of the fair value hierarchy. The CCTs seek primarily to provide investment results approximating the aggregate price, dividend performance, total return, and income stream of underlying investments of the funds. Issuances and redemptions of certain of the CCT investments may be restricted by date and/or amount.

##### *Corporate debt instruments:*

Corporate debt instruments are valued at the closing price reported on the active market on which they are traded and are classified within Level 2 of the valuation hierarchy.

##### *U.S. Treasury instruments:*

U.S. Treasury instruments are valued at the closing price reported on the active market on which they are traded and are classified within Level 1 of the valuation hierarchy.

##### *U.S. government agency, state, and local government bonds:*

U.S. government agency obligations and state and municipal debt securities are valued using third-party pricing services and are classified within Level 2 of the valuation hierarchy.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Company believes its valuation methods are appropriate and consistent with other market participants' methods, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 15. Employee Benefit Plans (Continued)**

The following tables set forth, by level within the fair value hierarchy, the fair value of plan assets as of December 31, 2014 and 2013.

<b>Fair Value Measurements at December 31, 2014</b>				
	<b>Quoted Prices in Active Markets for Identical Assets (Level 1)</b>	<b>Significant Other Observable Inputs (Level 2)</b>	<b>Significant Unobservable Inputs (Level 3)</b>	<b>Total</b>
(In millions)				
<b>Common stock</b>				
U.S. companies	\$ 180	\$ —	\$ —	\$ 180
International companies	6	—	—	6
<b>Equity mutual funds</b>				
Emerging markets	62	—	—	62
International	91	—	—	91
Large cap U.S.	362	—	—	362
<b>Common collective trust funds</b>				
International equity	—	370	—	370
Large cap U.S. equity	—	33	—	33
Fixed income	—	500	—	500
Other	—	35	—	35
<b>Debt instruments</b>				
Corporate bonds	—	422	—	422
U.S. Treasury instruments	95	—	—	95
U.S. government agency, state and local government bonds	—	37	—	37
Other	—	1	—	1
<b>Total assets at fair value</b>	<b>\$ 796</b>	<b>\$ 1,398</b>	<b>\$ —</b>	<b>\$ 2,194</b>

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 15. Employee Benefit Plans (Continued)**

<b>Fair Value Measurements at December 31, 2013</b>				
	<b>Quoted Prices in Active Markets for Identical Assets (Level 1)</b>	<b>Significant Other Observable Inputs (Level 2)</b>	<b>Significant Unobservable Inputs (Level 3)</b>	<b>Total</b>
(In millions)				
Common stock				
U.S. companies	\$ 221	\$ —	\$ —	\$ 221
International companies	2	—	—	2
Equity mutual funds				
Emerging markets	75	—	—	75
International	111	—	—	111
Large cap U.S.	419	—	—	419
Common collective trust funds				
International equity	—	373	—	373
Large cap U.S. equity	—	51	—	51
Fixed income	—	437	—	437
Other	—	62	—	62
Debt instruments				
Corporate bonds	—	422	—	422
U.S. Treasury instruments	134	—	—	134
U.S. government agency, state and local government bonds	—	32	—	32
Other	—	2	—	2
<b>Total assets at fair value</b>	<b>\$ 962</b>	<b>\$ 1,379</b>	<b>\$ —</b>	<b>\$ 2,341</b>

*Level 3 Gains and Losses:*

There are no Plan assets classified as Level 3 in the fair value hierarchy; therefore there are no gains or losses associated with Level 3 assets.



## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 15. Employee Benefit Plans (Continued)

The following table sets forth the actual asset allocation for the Company's global pension plan assets as of the measurement date:

	<b>December 31 2014<sup>(1)(2)</sup></b>	<b>December 31 2013<sup>(2)</sup></b>
Equity securities	<b>51%</b>	54%
Debt securities	<b>48%</b>	45%
Other	<b>1%</b>	1%
Total	<b>100%</b>	<b>100%</b>

- (1) The Company's U.S. pension plans contain approximately 62% of the Company's global pension plan assets. The actual asset allocation for the Company's U.S. pension plans as of the measurement date consists of 60% equity securities and 40% debt securities. The target asset allocation for the Company's U.S. pension plans is approximately the same as the actual asset allocation. The actual asset allocation for the Company's foreign pension plans as of the measurement date consists of 38% equity securities, 60% debt securities, and 2% in other investments. The target asset allocation for the Company's foreign pension plans is approximately the same as the actual asset allocation.
- (2) The Company's pension plans did not hold any shares of Company common stock as of the December 31, 2014 and 2013 measurement dates.

Investment objectives for the Company's plan assets are to:

- Optimize the long-term return on plan assets at an acceptable level of risk.
- Maintain a broad diversification across asset classes and among investment managers.
- Maintain careful control of the risk level within each asset class.

Asset allocation targets promote optimal expected return and volatility characteristics given the long-term time horizon for fulfilling the obligations of the pension plans. Selection of the targeted asset allocation for plan assets was based upon a review of the expected return and risk characteristics of each asset class, as well as the correlation of returns among asset classes. The U.S. pension plans target asset allocation is also based on an asset and liability study that is updated periodically.

Investment guidelines are established with each investment manager. These guidelines provide the parameters within which the investment managers agree to operate, including criteria that determine eligible and ineligible securities, diversification requirements, and credit quality standards, where applicable. In some countries, derivatives may be used to gain market exposure in an efficient and timely manner; however, derivatives may not be used to leverage the portfolio beyond the market value of underlying investments.

The Company uses external consultants to assist in monitoring the investment strategy and asset mix for the Company's plan assets. To develop the Company's expected long-term rate of return assumption on plan assets, the Company generally uses long-term historical return information for the targeted asset mix identified in asset and liability studies. Adjustments are made to the expected long-term rate of return assumption when deemed necessary based upon revised expectations of future investment performance of the overall investment markets.

#### *Contributions and Expected Future Benefit Payments*

Based on actuarial calculations, the Company expects to contribute \$38 million to the pension plans and \$12 million to the postretirement benefit plan during 2015. The Company may elect to make additional discretionary contributions during this period.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 15. Employee Benefit Plans (Continued)**

The following benefit payments, which reflect expected future service, are expected to be paid by the benefit plans:

	<b>Pension Benefits</b>	<b>Postretirement Benefits</b>
	(In millions)	
2015	\$ 97	\$ 12
2016	103	13
2017	108	13
2018	115	13
2019	122	14
2020 – 2024	721	75

**Note 16. Shareholders' Equity**

The Company has authorized one billion shares of common stock and 500,000 shares of preferred stock, each with zero par value. No preferred stock has been issued. At December 31, 2014 and 2013, the Company had approximately 79.4 million shares and 57.5 million shares, respectively, of its common shares in treasury. Treasury stock of \$2.7 billion and \$1.6 billion at December 31, 2014 and 2013, respectively, is recorded at cost as a reduction of common stock.

Included in the foreign currency translation adjustment component of AOCI, is a \$43 million net of tax loss pertaining to a foreign currency-denominated debt that was designated as a net investment hedge on October 27, 2014.

The following tables set forth the changes in AOCI by component and the reclassifications out of AOCI for the years ended December 31, 2014 and 2013:

	<b>Foreign Currency Translation Adjustment</b>	<b>Deferred Gain (Loss) on Hedging Activities</b>	<b>Pension and Other Postretirement Benefit Liabilities Adjustment</b>	<b>Unrealized Gain (Loss) on Investments</b>	<b>Accumulated Other Comprehensive Income (Loss)</b>
	(In millions)				
Balance at December 31, 2012	\$ 136	\$ 4	\$ (590)	\$ —	\$ (450)
Other comprehensive income before reclassifications	131	(35)	354	(157)	293
Amounts reclassified from AOCI	—	37	60	157	254
Tax effect	2	(1)	(154)	(1)	(154)
Net of tax amount	133	1	260	(1)	393
Balance at December 31, 2013	\$ 269	\$ 5	\$ (330)	\$ (1)	\$ (57)
<b>Other comprehensive income before reclassifications</b>	<b>(953)</b>	<b>(119)</b>	<b>(485)</b>	<b>(11)</b>	<b>(1,568)</b>
<b>Amounts reclassified from AOCI</b>	<b>—</b>	<b>187</b>	<b>21</b>	<b>6</b>	<b>214</b>
<b>Tax effect</b>	<b>30</b>	<b>(26)</b>	<b>164</b>	<b>2</b>	<b>170</b>
<b>Net of tax amount</b>	<b>(923)</b>	<b>42</b>	<b>(300)</b>	<b>(3)</b>	<b>(1,184)</b>
<b>Balance at December 31, 2014</b>	<b>\$ (654)</b>	<b>\$ 47</b>	<b>\$ (630)</b>	<b>\$ (4)</b>	<b>\$ (1,241)</b>

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 16. Shareholders' Equity (Continued)**

<b>Details about AOCI components</b>	<b>Amount reclassified from AOCI</b>		<b>Affected line item in the consolidated statement of earnings</b>
	<b>Year Ended December 31</b>		
	<b>2014</b>	<b>2013</b>	
	(In millions)		
<u>Deferred loss (gain) on hedging activities</u>	\$ 124	\$ 41	Cost of products sold
	(5)	(1)	Other income/expense
	(1)	1	Interest expense
	69	(4)	Revenues
	<u>187</u>	<u>37</u>	Total before tax
	(70)	(14)	Tax on reclassifications
	<u>\$ 117</u>	<u>\$ 23</u>	Net of tax
<u>Pension liability adjustment</u>			
Amortization of defined benefit pension items:			
Prior service credit	\$ (15)	\$ (15)	
Actuarial losses	36	75	
	<u>21</u>	<u>60</u>	Total before tax
	(7)	(23)	Tax on reclassifications
	<u>\$ 14</u>	<u>\$ 37</u>	Net of tax
<u>Unrealized loss on investments</u>			
	\$ 6	\$ 157	Asset impairment, exit, and restructuring costs
	(2)	(3)	Tax on reclassifications
	<u>\$ 4</u>	<u>\$ 154</u>	Net of tax

**Note 17. Segment and Geographic Information**

The Company is principally engaged in procuring, transporting, storing, processing, and merchandising agricultural commodities and products. The Company's operations are organized, managed and classified into three reportable business segments: Oilseeds Processing, Corn Processing, and Agricultural Services. Each of these segments is organized based upon the nature of products and services offered. The Company's remaining operations are not reportable segments, as defined by ASC Topic 280, *Segment Reporting*, and are classified as Other.

During the fourth quarter of 2014, the Company completed the acquisition of Wild Flavors and SCI, making the Company one of the world's leading flavors and specialty ingredients companies. Effective January 1, 2015, the Company has formed a fourth reportable business segment, Wild Flavors and Specialty Ingredients. Results of Wild Flavors and SCI were reported in Other as the 2014 results were not material to the Company.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 17. Segment and Geographic Information (Continued)

The Oilseeds Processing segment includes global activities related to the origination, merchandising, crushing, and further processing of oilseeds such as soybeans and soft seeds (cottonseed, sunflower seed, canola, rapeseed, and flaxseed) into vegetable oils and protein meals. Oilseeds products produced and marketed by the Company include ingredients for the food, feed, energy, and other industrial products industries. Crude vegetable oils produced by the segment's crushing activities are sold "as is" or are further processed by refining, blending, bleaching, and deodorizing into salad oils. Salad oils are sold "as is" or are further processed by hydrogenating and/or interesterifying into margarine, shortening, and other food products. Partially refined oils are used to produce biodiesel or are sold to other manufacturers for use in chemicals, paints, and other industrial products. Oilseed protein meals are principally sold to third parties to be used as ingredients in commercial livestock and poultry feeds. The Oilseeds Processing segment also includes activities related to the procurement, transportation and processing of cocoa beans into cocoa liquor, cocoa butter, cocoa powder, chocolate, and various compounds in North America, South America, Europe, Asia, and Africa for the food processing industry. In Europe and South America, the Oilseeds Processing segment includes origination and merchandising activities as adjuncts to its oilseeds processing assets. These activities include a network of grain elevators, port facilities, and transportation assets used to buy, store, clean, and transport grains and oilseeds. The Oilseeds Processing segment produces natural health and nutrition products and other specialty food and feed ingredients. The Oilseeds Processing segment is a major supplier of peanuts and peanut-derived ingredients to both the U.S. and export markets. In North America, cottonseed flour is produced and sold primarily to the pharmaceutical industry and cotton cellulose pulp is manufactured and sold to the chemical, paper, and filter markets. In South America, the Oilseeds Processing segment operates fertilizer blending facilities. The Oilseeds Processing segment also includes the Company's share of the results of its equity investment in Wilmar and its share of results for its Stratas Foods LLC and Edible Oils Limited joint ventures.

The Company's Corn Processing segment is engaged in corn wet milling and dry milling activities, with its asset base primarily located in the central part of the United States. The Corn Processing segment converts corn into sweeteners and starches, and bioproducts. Its products include ingredients used in the food and beverage industry including sweeteners, starch, syrup, glucose, and dextrose. Dextrose and starch are used by the Corn Processing segment as feedstocks for its bioproducts operations. By fermentation of dextrose, the Corn Processing segment produces alcohol, amino acids, and other specialty food and animal feed ingredients. Ethyl alcohol is produced by the Company for industrial use as ethanol or as beverage grade. Ethanol, in gasoline, increases octane and is used as an extender and oxygenate. Bioproducts also include amino acids such as lysine and threonine that are vital compounds used in swine feeds to produce leaner animals and in poultry feeds to enhance the speed and efficiency of poultry production. Corn gluten feed and meal, as well as distillers' grains, are produced for use as animal feed ingredients. Corn germ, a by-product of the wet milling process, is further processed into vegetable oil and protein meal. Other Corn Processing products include citric and lactic acids, lactates, sorbitol, xanthan gum, and glycols which are used in various food and industrial products. The Corn Processing segment includes the activities of a propylene and ethylene glycol facility and the Company's Brazilian sugarcane ethanol plant and related operations. This segment also includes the Company's share of the results of its equity investments in Almidones Mexicanos S.A., Eaststarch C.V., and Red Star Yeast Company LLC.

The Agricultural Services segment utilizes its extensive U.S. grain elevator, global transportation network, and port operations to buy, store, clean, and transport agricultural commodities, such as oilseeds, corn, wheat, milo, oats, rice, and barley, and resells these commodities primarily as food and feed ingredients and as raw materials for the agricultural processing industry. Agricultural Services' grain sourcing, handling, and transportation network provides reliable and efficient services to the Company's customers and agricultural processing operations. Agricultural Services' transportation network capabilities include barge, ocean-going vessel, truck, and rail freight services. Agricultural Services segment also includes the activities related to the processing of wheat into wheat flour, the processing and distribution of formula feeds, animal health and nutrition products, and the procurement, processing, and distribution of edible beans. The Agricultural Services segment includes the activities of Alfred C. Toepfer International (Toepfer), a global merchant of agricultural commodities and processed products. On June 6, 2014, the Company announced that it has completed its acquisition of the remaining 20% interest in Toepfer. The Agricultural Services segment also includes the Company's 32.2% share of the results of its Pacifcor (formerly Kalama Export Company LLC) joint venture and returns associated with the Company's 19.8% investment in GrainCorp. Prior to December 2012, the Company had a 23.2% interest in Gruma S.A.B. de C.V. (Gruma), the world's largest producer and marketer of corn flour and tortillas. Additionally, the Company had joint ventures in corn flour and wheat flour mills with and through Gruma. In December 2012, the Company sold its 23.2% interest in Gruma and the Gruma-related joint ventures.

Other includes the activities of Wild Flavors, SCI, and the Company's remaining operations, primarily its financial business units, related principally to futures commission merchant and insurance activities.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 17. Segment and Geographic Information (Continued)

Intersegment sales have been recorded at amounts approximating market. Operating profit for each segment is based on net sales less identifiable operating expenses. Also included in segment operating profit is equity in earnings of affiliates based on the equity method of accounting. Certain Corporate items are not allocated to the Company's reportable business segments. Corporate results principally include the impact of LIFO-related adjustments, unallocated corporate expenses, interest cost net of investment income, and the Company's share of the results of an equity investment. Corporate results also include the after-tax elimination of income attributable to mandatorily redeemable interests in consolidated subsidiaries except during the calendar year 2012 when the put options related to these interests expired and the results were included in noncontrolling interest. The Company acquired the remaining 20% interest in Toepfer during the second quarter of 2014, thus no longer requiring the elimination of income attributable to the minority shareholder as of June 30, 2014.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 17. Segment and Geographic Information (Continued)**

Segment Information

(In millions)	Year Ended		Six Months Ended		Year Ended
	December 31		December 31		June 30
	2014	2013	2012	2011	2012
				(Unaudited)	
Gross revenues					
Oilseeds Processing	<b>\$34,196</b>	\$38,490	\$19,465	\$ 18,073	\$ 36,990
Corn Processing	<b>11,814</b>	13,299	6,223	6,564	12,287
Agricultural Services	<b>41,150</b>	46,950	25,487	24,115	47,691
Other	<b>885</b>	515	151	136	288
Intersegment elimination	<b>(6,844)</b>	(9,450)	(4,597)	(3,680)	(8,218)
<b>Total</b>	<b>\$81,201</b>	<b>\$89,804</b>	<b>\$46,729</b>	<b>\$ 45,208</b>	<b>\$ 89,038</b>
Intersegment revenues					
Oilseeds Processing	<b>\$ 2,650</b>	\$ 3,607	\$ 1,413	\$ 736	\$ 2,275
Corn Processing	<b>128</b>	160	56	113	173
Agricultural Services	<b>3,823</b>	5,470	3,046	2,751	5,609
Other	<b>243</b>	213	82	80	161
<b>Total</b>	<b>\$ 6,844</b>	<b>\$ 9,450</b>	<b>\$ 4,597</b>	<b>\$ 3,680</b>	<b>\$ 8,218</b>
Revenues from external customers					
Oilseeds Processing					
Crushing and Origination	<b>\$18,542</b>	\$20,522	\$10,784	\$ 8,927	\$ 18,794
Refining, Packaging, Biodiesel, and Other	<b>9,111</b>	10,375	5,256	6,218	11,628
Cocoa and Other	<b>3,439</b>	3,281	1,746	1,952	3,715
Asia	<b>454</b>	705	266	240	578
<b>Total Oilseeds Processing</b>	<b>31,546</b>	34,883	18,052	17,337	34,715
Corn Processing					
Sweeteners and Starches	<b>3,749</b>	4,717	2,405	2,316	4,793
Bioproducts	<b>7,937</b>	8,422	3,762	4,135	7,321
<b>Total Corn Processing</b>	<b>11,686</b>	13,139	6,167	6,451	12,114
Agricultural Services					
Merchandising and Handling	<b>33,061</b>	36,968	20,159	19,061	37,631
Transportation	<b>265</b>	228	128	149	269
Milling and Other	<b>4,001</b>	4,284	2,154	2,154	4,182
<b>Total Agricultural Services</b>	<b>37,327</b>	41,480	22,441	21,364	42,082
Other					
Processing	<b>312</b>	—	—	—	—
Financial	<b>330</b>	302	69	56	127
<b>Total Other</b>	<b>642</b>	302	69	56	127
<b>Total</b>	<b>\$81,201</b>	<b>\$89,804</b>	<b>\$46,729</b>	<b>\$ 45,208</b>	<b>\$ 89,038</b>

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 17. Segment and Geographic Information (Continued)**

(In millions)	Year Ended		Six Months Ended		Year Ended
	December 31		December 31		June 30
	2014	2013	2012	2011	2012
	(Unaudited)				
Depreciation					
Oilseeds Processing	\$ 244	\$ 237	\$ 113	\$ 108	\$ 228
Corn Processing	323	325	165	178	345
Agricultural Services	214	220	99	90	188
Other	15	5	2	2	4
Corporate	54	40	17	13	28
Total	<u>\$ 850</u>	<u>\$ 827</u>	<u>\$ 396</u>	<u>\$ 391</u>	<u>\$ 793</u>
Long-lived asset abandonments and write-downs <sup>(1)</sup>					
Oilseeds Processing	\$ 3	\$ 4	\$ —	\$ —	\$ 1
Corn Processing	15	62	—	337	360
Agricultural Services	17	3	—	—	2
Corporate	—	15	—	—	4
Total	<u>\$ 35</u>	<u>\$ 84</u>	<u>\$ —</u>	<u>\$ 337</u>	<u>\$ 367</u>
Interest income					
Oilseeds Processing	\$ 30	\$ 36	\$ 18	\$ 16	\$ 35
Corn Processing	10	3	1	—	1
Agricultural Services	31	47	18	10	22
Other	14	12	11	14	21
Corporate	7	4	11	22	33
Total	<u>\$ 92</u>	<u>\$ 102</u>	<u>\$ 59</u>	<u>\$ 62</u>	<u>\$ 112</u>
Equity in earnings of affiliates					
Oilseeds Processing	\$ 236	\$ 261	\$ 96	\$ 129	\$ 226
Corn Processing	113	98	49	53	107
Agricultural Services	41	64	49	55	110
Other	10	1	—	—	—
Corporate	(28)	(13)	61	14	29
Total	<u>\$ 372</u>	<u>\$ 411</u>	<u>\$ 255</u>	<u>\$ 251</u>	<u>\$ 472</u>
Operating Profit					
Oilseeds Processing	\$ 1,605	\$ 1,473	\$ 747	\$ 429	\$ 1,302
Corn Processing	1,188	814	71	54	261
Agricultural Services	1,089	380	395	563	947
Other	33	41	93	17	15
Total operating profit	<u>3,915</u>	<u>2,708</u>	<u>1,306</u>	<u>1,063</u>	<u>2,525</u>
Corporate	(785)	(684)	(309)	(282)	(760)
Earnings before income taxes	<u>\$ 3,130</u>	<u>\$ 2,024</u>	<u>\$ 997</u>	<u>\$ 781</u>	<u>\$ 1,765</u>

(1) See Note 19 for total asset impairment, exit, and restructuring costs.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 17. Segment and Geographic Information (Continued)**

	<b>December 31</b>	
	<b>2014</b>	<b>2013</b>
	(In millions)	
Investments in and advances to affiliates		
Oilseeds Processing	\$ 2,596	\$ 2,304
Corn Processing	426	438
Agricultural Services	460	309
Other	33	24
Corporate	377	463
Total	\$ 3,892	\$ 3,538
Identifiable assets		
Oilseeds Processing	\$ 12,979	\$ 15,408
Corn Processing	6,196	6,558
Agricultural Services	10,716	12,358
Other	10,833	6,408
Corporate	3,303	3,020
Total	\$ 44,027	\$ 43,752
	<b>Year Ended</b>	
	<b>December 31</b>	
	<b>2014</b>	<b>2013</b>
	(In millions)	
Gross additions to property, plant, and equipment		
Oilseeds Processing	\$ 335	\$ 302
Corn Processing	334	317
Agricultural Services	186	239
Other	434	1
Corporate	68	88
Total	\$ 1,357	\$ 947



**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 17. Segment and Geographic Information (Continued)**

Geographic information: The following geographic data include revenues attributed to the countries based on the location of the subsidiary making the sale and long-lived assets based on physical location. Long-lived assets represent the net book value of property, plant, and equipment.

(In millions)	Year Ended		Six Months Ended		Year Ended
	December 31		December 31		June 30
	2014	2013	2012	2011	2012
				(Unaudited)	
Revenues					
United States	\$39,609	\$41,427	\$25,033	\$ 24,490	\$ 46,593
Switzerland	10,118	10,467	4,991	5,237	9,698
Germany	7,174	10,029	4,450	4,521	9,656
Other Foreign	24,300	27,881	12,255	10,960	23,091
	<u>\$81,201</u>	<u>\$89,804</u>	<u>\$46,729</u>	<u>\$ 45,208</u>	<u>\$ 89,038</u>

(In millions)	December 31	
	2014	2013
	Long-lived assets	
United States	\$ 6,693	\$ 7,192
Foreign	3,267	2,945
	<u>\$ 9,960</u>	<u>\$10,137</u>

**Note 18. Assets and Liabilities Held for Sale**

On September 2, 2014, the Company announced the sale of its global chocolate business to Cargill, Inc. for \$440 million, subject to regulatory approval and customary conditions. On December 15, 2014, the Company also announced that it has reached an agreement to sell its global cocoa business to Olam International Limited for \$1.3 billion, subject to customary conditions. Both transactions are expected to close in 2015. Assets and liabilities subject to the purchase and sale agreements have been classified as held for sale in the Company's consolidated balance sheet at December 31, 2014. The global chocolate and cocoa businesses do not meet the criteria to be classified as discontinued operations at December 31, 2014 under the amended guidance of ASC Topics 205 and 360 which the Company early adopted on October 1, 2014 because these businesses do not comprise a major component of the Company's operations. Assets and liabilities classified as held for sale are required to be recorded at the lower of carrying value or fair value less any costs to sell. As of December 31, 2014, the carrying value of the cocoa and chocolate assets were less than fair value less costs to sell, and accordingly, no adjustment to the asset value was necessary. The gain or loss on disposal, along with the continuing operations of the disposal group, will be reported in the Oilseeds Processing segment.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 18. Assets and Liabilities Held for Sale (Continued)**

The major classes of assets and liabilities held for sale were as follows:

	<b>December 31, 2014</b>
	(In millions)
Trade receivables	\$ 94
Inventories	742
Other current assets	83
Goodwill	63
Other intangible assets	28
Net property, plant, and equipment	374
Other assets	19
Current assets held for sale	\$ 1,403
Trade payables	\$ 114
Accrued expenses and other payables	110
Other liabilities	6
Current liabilities held for sale	\$ 230

**Note 19. Asset Impairment, Exit, and Restructuring Costs**

The following table sets forth the charges included in asset impairment, exit, and restructuring costs.

(In millions)	<b>Year Ended December 31</b>		<b>Six Months Ended December 31</b>		<b>Year Ended June 30</b>
	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2012</b>
				(Unaudited)	
Relocation and restructuring costs <sup>(1)</sup>	\$ 64	\$ —	\$ —	\$ —	\$ 71
Asset impairment charge - equity method investment <sup>(2)</sup>	—	—	146	—	—
Asset impairment charge - equity securities <sup>(3)</sup>	6	166	—	13	25
Asset impairment charge - goodwill <sup>(4)</sup>	—	9	—	—	—
Asset impairments <sup>(5)</sup>	35	84	—	339	353
Total asset impairment, exit, and restructuring costs	\$ 105	\$ 259	\$ 146	\$ 352	\$ 449

(1) Relocation and restructuring costs recognized in the year ended December 31, 2014 consisted of costs associated with the relocation of the Company's global headquarters to Chicago, Illinois, of \$16 million and restructuring charges related to the Wild Flavors acquisition and Toepfer integration following the acquisition of the minority interest and other restructuring charges of \$48 million. In the year ended June 30, 2012, these costs primarily consisted of \$37 million of one-time termination benefits provided to employees who have been involuntarily terminated and \$34 million for pension and postretirement rereasurement charges triggered by an amendment of the Company's U.S. plans due to the voluntary early retirement program.

(2) As part of the Company's ongoing portfolio management, the Company decided to divest its interests in Gruma S.A.B. de C.V. and related joint ventures ("Gruma"). As a result, the Company's equity method investments in Gruma were evaluated for impairment. In the quarter ended September 30, 2012, the Company recorded a \$146 million pre-tax asset impairment charge (\$0.16 per share after tax) on its investments in Gruma by comparing the carrying value, including \$123 million of cumulative unrealized foreign currency translation losses, to estimated fair value. Fair value was estimated based on negotiations which resulted in the Company entering into a non-binding letter of intent to sell its interests in Gruma to a third party on October 16, 2012. The Company sold its interest in Gruma in December 2012.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 19. Asset Impairment, Exit, and Restructuring Costs (Continued)

- (3) Asset impairment charge - equity securities for the fiscal year ended December 31, 2014, the six months ended December 31, 2011 and the year ended June 30, 2012 consisted of other-than-temporary investment writedowns of available for sale securities in Corporate. Asset impairment charge - equity securities for the fiscal year ended December 31, 2013 consisted of other-than-temporary impairment charges of \$155 million on the Company's GrainCorp investment in the Agricultural Services segment and \$11 million on one other available for sale security in Corporate.
- (4) The Company recognized a goodwill impairment charge related to its Brazilian sugar milling business in the Corn Processing segment for the fiscal year ended December 31, 2013.
- (5) Asset impairments for the fiscal year ended December 31, 2014 consisted of property, plant, and equipment asset impairments of \$3 million in the Oilseeds Processing segment, \$15 million in the Corn Processing segment, and \$17 million in the Agricultural Services segment. Asset impairments for the fiscal year ended December 31, 2013 consisted of property, plant, and equipment asset impairments of \$4 million in the Oilseeds Processing segment, \$62 million in the Corn Processing segment, \$3 million in the Agricultural Services segment, and \$15 million in Corporate. Asset impairments for the six months ended December 31, 2011 consisted of asset impairment charges and other costs related to the exit of the Clinton, IA, bioplastics facility in the Corn Processing segment. Asset impairment charges for the fiscal year ended June 30, 2012 consisted of asset impairment charges and other costs of \$349 million related to the exit of the Clinton, IA, bioplastics and Walhalla, ND, ethanol facilities in the Corn Processing segment and other facility exit-related costs of \$4 million in Corporate.

#### Note 20. Sale of Accounts Receivable

Since March 2012, the Company has had an accounts receivable securitization program (the "Program") with certain commercial paper conduit purchasers and committed purchasers (collectively, the "Purchasers"). Under the Program, certain U.S.-originated trade accounts receivable are sold to a wholly-owned bankruptcy-remote entity, ADM Receivables, LLC ("ADM Receivables"). ADM Receivables in turn transfers such purchased accounts receivable in their entirety to the Purchasers pursuant to a receivables purchase agreement. In exchange for the transfer of the accounts receivable, ADM Receivables receives a cash payment of up to \$1.2 billion, as amended, and an additional amount upon the collection of the accounts receivable (deferred consideration). The Program terminates on June 26, 2015, unless extended.

In March 2014, the Company entered into a second accounts receivable securitization program (the "Second Program") with certain commercial paper conduit purchasers and committed purchasers (collectively, the "Second Purchasers"). Under the Second Program, certain non-U.S.-originated trade accounts receivable are sold to a wholly-owned bankruptcy-remote entity, ADM Ireland Receivables Company ("ADM Ireland Receivables"). ADM Ireland Receivables in turn transfers such purchased accounts receivable in their entirety to the Second Purchasers pursuant to a receivables purchase agreement. In exchange for the transfer of the accounts receivable, ADM Ireland Receivables receives a cash payment of up to \$0.4 billion and an additional amount upon the collection of the accounts receivable (deferred consideration). The Second Program terminates on March 20, 2015, unless extended.

Under the Program and Second Program (collectively, the "Programs"), ADM Receivables and ADM Ireland Receivables use the cash proceeds from the transfer of receivables to the Purchasers and Second Purchasers and other consideration to finance the purchase of receivables from the Company and the ADM subsidiaries originating the receivables.

The Company accounts for these transfers as sales. The Company has no retained interests in the transferred receivables, other than collection and administrative responsibilities and its right to the deferred consideration. At December 31, 2014 and 2013, the Company did not record a servicing asset or liability related to its retained responsibility, based on its assessment of the servicing fee, market values for similar transactions and its cost of servicing the receivables sold.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 20. Sale of Accounts Receivable (Continued)

As of December 31, 2014 and 2013, the fair value of trade receivables transferred to the Purchasers under the Programs and derecognized from the Company's consolidated balance sheet was \$2.1 billion and \$1.9 billion, respectively. In exchange for the transfer as of December 31, 2014 and 2013, the Company received cash of \$1.6 billion and \$1.1 billion and recorded a receivable for deferred consideration included in other current assets \$0.5 billion and \$0.8 billion, respectively. Cash collections from customers on receivables sold were \$36.4 billion, \$39.8 billion, \$21.9 billion, and \$8.9 billion for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012, and the year ended June 30, 2012, respectively. Of this amount, \$35.1 billion, \$39.8 billion, \$21.9 billion, and \$8.9 billion pertain to cash collections on the deferred consideration for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012, and the year ended June 30, 2012, respectively. Deferred consideration is paid to the Company in cash on behalf of the Purchasers as receivables are collected; however, as this is a revolving facility, cash collected from the Company's customers is reinvested by the Purchasers daily in new receivable purchases under the Program.

The Company's risk of loss following the transfer of accounts receivable under the Program is limited to the deferred consideration outstanding. The Company carries the deferred consideration at fair value determined by calculating the expected amount of cash to be received and is principally based on observable inputs (a Level 2 measurement under the applicable accounting standards) consisting mainly of the face amount of the receivables adjusted for anticipated credit losses and discounted at the appropriate market rate. Payment of deferred consideration is not subject to significant risks other than delinquencies and credit losses on accounts receivable transferred under the program which have historically been insignificant.

Transfers of receivables under the Program during the years ended December 31, 2014 and 2013, the six months ended December 31, 2012, and the year ended June 30, 2012 resulted in an expense for the loss on sale of \$5 million, \$4 million, \$4 million, and \$4 million, respectively, which is classified as selling, general, and administrative expenses in the consolidated statements of earnings.

The Company reflects all cash flows related to the Program as operating activities in its consolidated statements of cash flows because the cash received from the Purchasers upon both the sale and collection of the receivables is not subject to significant interest rate risk given the short-term nature of the Company's trade receivables.

#### Note 21. Legal Proceedings, Guarantees, and Commitments

The Company is routinely involved in a number of actual or threatened legal actions, including those involving alleged personal injuries, employment law, product liability, intellectual property, environmental issues, alleged tax liability (see Note 13 for information on tax matters), and class actions. The Company also routinely receives inquiries from regulators and other government authorities relating to various aspects of our business, including with respect to our compliance with laws and regulations relating to the environment and, at any given time, the Company has matters at various stages of resolution with the applicable government authorities. The outcomes of these matters are not within our complete control and may not be known for prolonged periods of time. In some actions, claimants seek damages, as well as other relief, including injunctive relief, that could require significant expenditures or result in lost revenues. In accordance with applicable accounting standards, the Company records a liability in its consolidated financial statements for material loss contingencies when a loss is known or considered probable and the amount can be reasonably estimated. If the reasonable estimate of a known or probable loss is a range, and no amount within the range is a better estimate than any other, the minimum amount of the range is accrued. If a material loss contingency is reasonably possible but not known or probable, and can be reasonably estimated, the estimated loss or range of loss is disclosed in the notes to the consolidated financial statements. When determining the estimated loss or range of loss, significant judgment is required to estimate the amount and timing of a loss to be recorded. Estimates of probable losses resulting from litigation and governmental proceedings involving the Company are inherently difficult to predict, particularly when the matters are in early procedural stages, with incomplete facts or legal discovery; involve unsubstantiated or indeterminate claims for damages; potentially involve penalties, fines, disgorgement, or punitive damages; or could result in a change in business practice.

On April 22, 2011, certain manufacturers and distributors of sugar cane and beet sugar products filed suit in the U.S. District Court for the Central District of California against the Company, other manufacturers and marketers of high-fructose corn syrup (HFCS), and the Corn Refiners Association, alleging that the defendants falsely claimed that HFCS is "natural" and nutritionally equivalent to sugar. The defendants have filed counterclaims against the plaintiffs. The parties are currently engaged in pretrial proceedings.

**Archer-Daniels-Midland Company**

**Notes to Consolidated Financial Statements (Continued)**

**Note 21. Legal Proceedings, Guarantees, and Commitments (Continued)**

The Company has entered into agreements, primarily debt guarantee agreements related to equity-method investees, which could obligate the Company to make future payments if the primary entity fails to perform its contractual obligations. The Company has not recorded a liability for payment of these contingent obligations, as the Company believes the fair value of these contingent obligations is immaterial. The Company has collateral for a portion of these contingent obligations. These contingent obligations totaled \$27 million at December 31, 2014.

**Note 22. Quarterly Financial Data (Unaudited)**

	Quarter Ended				Year
	March 31	June 30	September 30	December 31	
	(In millions, except per share amounts)				
Fiscal Year Ended December 31, 2014					
Revenues	\$ 20,696	\$ 21,494	\$ 18,117	\$ 20,894	\$ 81,201
Gross Profit	675	1,172	1,470	1,451	4,768
Net Earnings Attributable to Controlling Interests	267	533	747	701	2,248
Basic Earnings Per Common Share	0.40	0.81	1.15	1.09	3.44
Diluted Earnings Per Common Share	0.40	0.81	1.14	1.08	3.43

	Quarter				Year
	March 31	June 30	September 30	December 31	
	(In millions, except per share amounts)				
Fiscal Year Ended December 31, 2013					
Revenues	\$ 21,727	\$ 22,541	\$ 21,393	\$ 24,143	\$ 89,804
Gross Profit	756	807	1,156	1,170	3,889
Net Earnings Attributable to Controlling Interests	269	223	476	374	1,342
Basic Earnings Per Common Share	0.41	0.34	0.72	0.57	2.03
Diluted Earnings Per Common Share	0.41	0.34	0.72	0.56	2.02

Net earnings attributable to controlling interests for the second quarter of the fiscal year ended December 31, 2014 include relocation and restructuring costs associated with the relocation of the Company's global headquarters to Chicago, Illinois, costs related to integration of Toepfer following the acquisition of the noncontrolling interest, and other restructuring charges totaling \$20 million after-tax (equal to \$0.03 per share) as discussed in Note 19. Net earnings attributable to controlling interests for the third quarter of the fiscal year ended December 31, 2014 include an after-tax gain on sale of \$97 million (equal to \$0.15 per share) upon the Company's effective dilution in the Pacificor (formerly Kalama Export Company) joint venture, resulting from the contribution of additional assets by another member in exchange for new equity units as discussed in Note 12 and an after-tax loss on Euro foreign exchange hedges of \$63 million (equal to \$0.10 per share) as discussed in Note 12. Net earnings attributable to controlling interests for the fourth quarter of the fiscal year ended December 31, 2014 include restructuring costs related to the Wild Flavors acquisition of \$21 million after-tax (equal to \$0.03 per share) as discussed in Note 19, an after-tax gain on sale of assets related to the sale of the fertilizer business and other asset of \$89 million (equal to \$0.14 per share) as discussed in Note 12, after-tax asset impairment charges related to certain fixed assets of \$26 million (equal to \$0.04 per share) as discussed in Note 19, an after-tax charge of \$61 million (equal to \$0.09 per share) related to pension settlements, and after-tax biodiesel blending credits of \$61 million (equal to \$0.09 per share), recognized upon the approval of the relevant legislation in the fourth quarter, that related to prior quarters in 2014.

## Archer-Daniels-Midland Company

### Notes to Consolidated Financial Statements (Continued)

#### Note 22. Quarterly Financial Data (Unaudited) (Continued)

Net earnings attributable to controlling interests for the first quarter of the fiscal year ended December 31, 2013 include an after-tax FCPA charge of \$17 million (equal to \$0.03 per share). Net earnings attributable to controlling interests for the second quarter of the fiscal year ended December 31, 2013 include an after-tax FCPA charge of \$20 million (equal to \$0.03 per share) and an after-tax loss on Australian dollar foreign exchange hedges of \$32 million (equal to \$0.05 per share) as discussed in Note 12. Net earnings attributable to controlling interests for the third quarter of the fiscal year ended December 31, 2013 include an after-tax gain on Australian dollar foreign exchange hedges of \$16 million (equal to \$0.02 per share) as discussed in Note 12, after-tax asset impairment charges related to certain fixed assets of \$8 million (equal to \$0.01 per share) as discussed in Note 19, and an after-tax other-than-temporary writedown of an investment of \$7 million (equal to \$0.01 per share) as discussed in Note 19. Net earnings attributable to controlling interests for the fourth quarter of the fiscal year ended December 31, 2013 include an after-tax loss on Australian dollar foreign exchange hedges of \$9 million (equal to \$0.01 per share) as discussed in Note 12, after-tax asset impairment charges related to certain fixed assets of \$61 million (equal to \$0.09 per share), as discussed in Note 19, an after-tax goodwill impairment charge of \$9 million (equal to \$0.02 per share) as discussed in Note 19, an after-tax other-than-temporary writedown of GrainCorp of \$155 million (equal to \$0.23 per share) as discussed in Note 19, other after-tax GrainCorp-related charges of \$3 million (equal to \$0.01 per share), valuation allowance on certain deferred tax assets of \$82 million (equal to \$0.12 per share), income tax benefit recognized in the current period of \$84 million (equal to \$0.13 per share) related to biodiesel blending credits in prior periods, effective tax rate adjustment due to the change in annual effective tax rate on prior year-to-date earnings of \$21 million (equal to \$0.03 per share), and other after-tax charges of \$3 million (equal to \$0.01 per share).

#### Note 23. Subsequent Event

On February 3, 2015, the Company announced that it had reached an agreement to sell a 50 percent stake in its export terminal in Barcarena, in the northern Brazilian state of Pará, to Glencore plc.

## Report of Independent Registered Public Accounting Firm

The Board of Directors and Shareholders  
Archer-Daniels-Midland Company  
Decatur, Illinois

We have audited the accompanying consolidated balance sheets of Archer-Daniels-Midland Company (the Company) as of December 31, 2014 and 2013, and the related consolidated statements of earnings, comprehensive income (loss), shareholders' equity, and cash flows for the years ended December 31, 2014 and 2013, the six-month period ended December 31, 2012, and the year ended June 30, 2012. Our audits also included the financial statement schedule listed in the Index at Item 15(a)(2). These financial statements and schedule are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements and schedule based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of Archer-Daniels-Midland Company at December 31, 2014 and 2013, and the consolidated results of its operations and its cash flows for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012, and the year ended June 30, 2012, in conformity with U.S. generally accepted accounting principles. Also, in our opinion, the related financial statement schedule, when considered in relation to the basic financial statements taken as a whole, presents fairly, in all material respects, the information set forth therein.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), Archer-Daniels-Midland Company's internal control over financial reporting as of December 31, 2014, based on criteria established in *Internal Control - Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 Framework), and our report dated February 20, 2015, expressed an unqualified opinion thereon.

/s/ Ernst & Young LLP

St. Louis, Missouri  
February 20, 2015

## Report of Independent Registered Public Accounting Firm

The Board of Directors and Shareholders  
Archer-Daniels-Midland Company  
Decatur, Illinois

We have audited Archer-Daniels-Midland Company's (the Company) internal control over financial reporting as of December 31, 2014, based on criteria established in *Internal Control - Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 Framework) (the COSO criteria). Archer-Daniels-Midland Company's management is responsible for maintaining effective internal control over financial reporting, and for its assessment of the effectiveness of internal control over financial reporting included in the accompanying Management's Report on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

As indicated in the accompanying Management's Report on Internal Control Over Financial Reporting, management's assessment of and conclusion on the effectiveness of internal control over financial reporting did not include the internal controls of WILD Flavors GmbH and Specialty Commodities Inc., which are included in the 2014 consolidated financial statements of Archer-Daniels-Midland Company and constituted 6.4% and 9.1% of total and net assets, respectively, as of December 31, 2014 and 0.4% and 2.8% of revenues and net income, respectively, for the year then ended. Our audit of internal control over financial reporting of Archer-Daniels-Midland Company also did not include an evaluation of the internal control over financial reporting of WILD Flavors GmbH and Specialty Commodities Inc.

In our opinion, Archer-Daniels-Midland Company maintained, in all material respects, effective internal control over financial reporting as of December 31, 2014, based on the COSO criteria.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheets of Archer-Daniels-Midland Company as of December 31, 2014 and 2013, and the related consolidated statements of earnings, comprehensive income (loss), shareholders' equity, and cash flows for the years ended December 31, 2014 and 2013, the six months ended December 31, 2012, and the year ended June 30, 2012, of Archer-Daniels-Midland Company, and our report dated February 20, 2015, expressed an unqualified opinion thereon.

/s/ Ernst & Young LLP

St. Louis, Missouri  
February 20, 2015



**Item 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE**

None.

**Item 9A. CONTROLS AND PROCEDURES**

As of December 31, 2014, an evaluation was performed under the supervision and with the participation of the Company's management, including the Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of the Company's "disclosure controls and procedures" (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934 (the Exchange Act)). Based on that evaluation, the Company's management, including the Chief Executive Officer and Chief Financial Officer, concluded the Company's disclosure controls and procedures were effective to ensure that information required to be disclosed by the Company in reports that it files or submits under the Exchange Act is (i) recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms and (ii) accumulated and communicated to the Chief Executive Officer and Chief Financial Officer to allow timely decisions regarding required disclosure.

On October 1, 2014 and November 18, 2014, the Company completed the acquisitions of WILD Flavors GmbH (Wild Flavors) and Specialty Commodities, Inc. (SCI), respectively. As a result of the acquisitions, the Company is in the process of reviewing the internal control structures of Wild Flavors and SCI and, if necessary, will make appropriate changes as the Company incorporates its controls and procedures into the acquired businesses. Except for these acquisitions, there have been no changes in the Company's internal controls over financial reporting during the Company's most recently completed fiscal quarter that have materially affected, or are reasonably likely to materially affect, the Company's internal controls over financial reporting.

**MANAGEMENT'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING**

Archer-Daniels-Midland Company's (ADM's) management is responsible for establishing and maintaining adequate internal control over financial reporting, as such term is defined in Exchange Act Rules 13a-15(f). ADM's internal control system is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements in accordance with generally accepted accounting principles.

Under the supervision and with the participation of management, including its Chief Executive Officer and Chief Financial Officer, ADM's management assessed the design and operating effectiveness of internal control over financial reporting as of December 31, 2014 based on the framework set forth in *Internal Control-Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 Framework). Based on this assessment, management concluded that ADM's internal control over financial reporting was effective as of December 31, 2014.

Management's assessment of the effectiveness of ADM's internal control over financial reporting did not include the internal controls of Wild Flavors and SCI. In accordance with the SEC guidance regarding the reporting of internal control over financial reporting in connection with an acquisition, management may omit an assessment of an acquired business' internal control over financial reporting from management's assessment of internal control over financial reporting for a period not to exceed one year from the date of acquisition. Management's assessment of the effectiveness of ADM's internal control over financial reporting as of September 30, 2015 will include the internal controls of Wild Flavors and SCI. Wild Flavors and SCI are included in ADM's consolidated financial statements and constituted 6.4% and 9.1% of total and net assets, respectively, as of December 31, 2014, and 0.4% and 2.8% of revenues and net earnings, respectively, for the year then ended.

Ernst & Young LLP, an independent registered public accounting firm, has issued an attestation report on the Company's internal control over financial reporting as of December 31, 2014. That report is included herein.

/s/ Juan R. Luciano  
Juan R. Luciano  
Chief Executive Officer and President

/s/ Ray G. Young  
Ray G. Young  
Senior Vice President and Chief Financial Officer

**Item 9B. OTHER INFORMATION**

None.

## PART III

### Item 10. DIRECTORS, EXECUTIVE OFFICERS AND CORPORATE GOVERNANCE

Information with respect to directors, code of conduct, audit committee and audit committee financial experts of the Company, and Section 16(a) beneficial ownership reporting compliance is set forth in “Proposal No. 1 - Election of Directors,” “Director Experiences, Qualifications, Attributes and Skills, and Board Diversity,” “Code of Conduct,” “Information Concerning Committees and Meetings – Audit Committee,” “Report of the Audit Committee,” and “Section 16(a) Beneficial Ownership Reporting Compliance,” of the definitive proxy statement for the Company’s annual meeting of stockholders to be held on May 7, 2015 and is incorporated herein by reference.

Officers of the Company are elected by the Board of Directors for terms of one year and until their successors are duly elected and qualified.

Information with respect to executive officers and certain significant employees of the Company is set forth below. Except as otherwise indicated, all positions are with the Company.

Name	Titles	Age
Ronald S. Bandler	Assistant Treasurer since January 1998.	54
Ben I. Bard	Global Chief Compliance officer since January 2014. Ethics and Compliance Counsel at the Coca-Cola Company from 2006 to January 2014.	41
Mark A. Bemis	Senior Vice President and President, Corn Processing business unit since December 2010. Vice President of the Company from February 2005 to December 2010. President, Cocoa, Milling, and Other business unit from September 2009 to December 2010. President of ADM Cocoa from September 2001 to September 2009.	54
Michael D’Ambrose	Senior Vice President - Human Resources since October 2006.	57
D. Cameron Findlay	Senior Vice President, General Counsel & Secretary since July 2013. Senior Vice President, General Counsel and Secretary of Medtronic, Inc. from 2009 to June 2013. Executive Vice President and General Counsel at Aon Corporation from 2003 to 2009.	55
Stuart E. Funderburg	Chief Corporate and Securities Counsel & Assistant Secretary since August 2014. Assistant Secretary and Associate General Counsel from November 2012 to August 2014. Assistant Secretary and Assistant General Counsel from November 2008 to November 2012.	51
Shannon Herzfeld	Vice President of the Company since February 2005, with responsibility for the Company’s Government Affairs function.	62
Kevin L. Hess	Vice President of the Company since November 2008, with responsibility for the Company’s Oilseeds Processing production operations.	54
Matthew J. Jansen	Senior Vice President of the Company, President, Oilseeds Processing business unit, and Chief Risk Officer. Senior Vice President of the Company since December 2010. President, Oilseeds Processing business unit since February 2010. Chief Risk Officer since November 2013. Vice President of the Company from January 2003 to December 2010. President, Grain Operations from August 2006 to February 2010.	48
Randall Kampfe	Vice President of the Company since November 2008, with responsibility for the Company’s Corn Processing production operations.	67
Mark L. Kolkhorst	Vice President of the Company since December 2010. President of ADM Milling since August 2013. President, Milling and Alliance Nutrition from March 2012 to August 2013. President, Milling and Cocoa from December 2010 to March 2012. President of ADM Milling from September 2007 to November 2010.	50

**Item 10. DIRECTORS, EXECUTIVE OFFICERS AND CORPORATE GOVERNANCE (Continued)**

Domingo A. Lastra	Vice President of the Company since September 2009. Managing Director, Agricultural Services International since June 2014. Chairman of the Management Board of Alfred C. Toepfer International, G.m.b.H. from December 2012 to June 2014. Vice President, Business Growth from August 2011 to December 2012. President, South American Operations from August 2006 to August 2011.	46
Juan R. Luciano	Chief Executive Officer and President since January 2015. President and Chief Operating Officer from February 2014 to December 2014. Executive Vice President and Chief Operating Officer from April 2011 to February 2014. Executive Vice President, Performance Division at Dow Chemical Company from August 2010 to April 2011. Senior Vice President of Hydrocarbons & Basic Plastics Division at Dow Chemical Company from December 2008 to August 2010.	53
Vikram Luthar	CFO, Corn Processing business unit since March 2014. Group Vice President, Finance since January 2012. Vice President, Finance and Treasurer of the Company from August 2010 to January 2012. Vice President and Treasurer of the Company from November 2004 to August 2010.	48
Gregory A. Morris	Senior Vice President since November 2014. Announced in October 2014 as President of the new WILD Flavors and Specialty Ingredients business unit. President, North American Oilseeds Processing from 2008 to December 2014.	43
Douglas R. Ostermann	Vice President and Treasurer of the Company since January 2012. Assistant Treasurer of the Company from November 2009 to December 2011.	47
Victoria Podesta	Vice President of the Company since May 2007. Chief Communications Officer since December 2010.	58
Ismael Roig	Vice President of the Company since December 2004. President, Asia Pacific since August 2011. Vice President and Executive Director, Asia-Pacific from July 2010 to August 2011. Vice President Planning & Business Development from December 2004 to July 2010.	47
John P. Stott	Group Vice President, Finance and Corporate Controller since August 2014. Vice President and Controller of the Company from December 2006 to August 2014.	47
Joseph D. Taets	Senior Vice President of the Company since August 2011. President, Agricultural Services business unit since August 2011. Vice President of the Company from September 2009 to August 2011. President, ADM Grain from December 2010 to August 2011. Vice President, ADM Grain from September 2009 to December 2010. Managing Director, European Oilseeds from September 2007 to September 2009.	49
Gary L. Towne	Vice President of the Company since September 2009. President, Ethanol and Risk Management since February 2013. Vice President, Corn Processing from October 2012 to February 2013. Chairman of the Management Board of Alfred C. Toepfer International, G.m.b.H. from September 2009 to October 2012. Manager, Global Risk from August 2007 to September 2009.	59
Patricia A. Woertz	Chairman of the Board since January 2015. Chairman of the Board & Chief Executive Officer from February 2014 to December 2014. Chairman of the Board, Chief Executive Officer & President from February 2007 to February 2014.	61
Ray G. Young	Senior Vice President of the Company since November 2010. Chief Financial Officer since December 2010. Vice President, International Operations at General Motors from February 2010 to October 2010. Chief Financial Officer at General Motors from March 2008 to January 2010.	53

**Item 11. EXECUTIVE COMPENSATION**

Information responsive to this Item is set forth in “Compensation Discussion and Analysis,” “Compensation/Succession Committee Report,” “Compensation/Succession Committee Interlocks and Insider Participation,” “Summary Compensation Table,” “Grants of Plan-Based Awards During Fiscal 2014,” “Outstanding Equity Awards at Fiscal 2014 Year-End,” “Option Exercises and Stock Vested During Fiscal 2014,” “Pension Benefits,” “Nonqualified Deferred Compensation,” “Termination of Employment and Change-in-Control Arrangements” and “Director Compensation for Fiscal 2014” of the definitive proxy statement for the Company’s annual meeting of stockholders to be held on May 7, 2015, and is incorporated herein by reference.

**Item 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS**

Information responsive to this Item is set forth in “Principal Holders of Voting Securities,” “Proposal No. 1 - Election of Directors for a One-year Term,” “Executive Officer Stock Ownership,” and “Equity Compensation Plan Information” of the definitive proxy statement for the Company’s annual meeting of stockholders to be held on May 7, 2015, and is incorporated herein by reference.

**Item 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS, AND DIRECTOR INDEPENDENCE**

Information responsive to this Item is set forth in “Certain Relationships and Related Transactions,” “Review and Approval of Certain Relationships and Related Transactions,” and “Independence of Directors” of the definitive proxy statement for the Company’s annual meeting of stockholders to be held on May 7, 2015, and is incorporated herein by reference.

**Item 14. PRINCIPAL ACCOUNTING FEES AND SERVICES**

Information responsive to this Item is set forth in “Fees Paid to Independent Auditors” and “Audit Committee Pre-Approval Policies” of the definitive proxy statement for the Company’s annual meeting of stockholders to be held on May 7, 2015, and is incorporated herein by reference.

## PART IV

### Item 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULES

(a)(1) See Item 8, “Financial Statements and Supplementary Data,” for a list of financial statements.

(a)(2) Financial statement schedules

#### SCHEDULE II - VALUATION AND QUALIFYING ACCOUNTS AND RESERVES

	Balance at Beginning of Year	Additions	Deductions <sup>(1)</sup>	Other <sup>(2)</sup>	Balance at End of Year
	(In millions)				
Allowance for doubtful accounts					
June 30, 2012	\$ 100	13	(13)	(8)	\$ 92
December 31, 2012	\$ 92	8	(8)	(5)	\$ 87
December 31, 2013	\$ 87	35	(39)	(2)	\$ 81
December 31, 2014	\$ 81	37	(32)	(5)	\$ 81

<sup>(1)</sup> Uncollectible accounts written off and recoveries

<sup>(2)</sup> Impact of reclassifications and foreign currency exchange adjustments

All other schedules are either not required, not applicable, or the information is otherwise included.

(a)(3) List of exhibits

(2) Sale and Purchase agreement dated July 5, 2014, by and among Archer-Daniels-Midland Europe B.V., Archer Daniels Midland Europoort B.V., ADM Worldwide Holdings L.P., Dr. Hans-Peter Wild and KKR Columba Four S.a.r.l., filed on July 8, 2014 as Exhibit 2.1 to Form 8-K (File No. 1-44), is incorporated herein by reference.

(3) (i) Composite Certificate of Incorporation, as amended, filed on November 13, 2001, as Exhibit (3)(i) to Form 10-Q for the quarter ended September 30, 2001 (File No. 1-44), is incorporated herein by reference.  
(ii) Bylaws, as amended, filed on February 11, 2013, as Exhibit 3(ii) to Form 8-K (File No. 1-44), are incorporated herein by reference.

(4) Instruments defining the rights of security holders, including:

(i) Indenture dated June 1, 1986, between the Company and The Bank of New York Mellon (successor to JPMorgan Chase, The Chase Manhattan Bank, Chemical Bank, and Manufacturers Hanover Trust Company), as Trustee (incorporated by reference to Exhibit 4(a) to Registration Statement No. 33-6721), and Supplemental Indenture dated as of August 1, 1989 between the registrant and The Bank of New York Mellon (successor to JPMorgan Chase, The Chase Manhattan Bank, Chemical Bank and Manufacturers Hanover Trust Company), as Trustee (incorporated by reference to Exhibit 4(c) to Post-Effective Amendment No. 3 to Registration Statement No. 33-6721), relating to:

the \$300,000,000 – 8 3/8% Debentures due April 15, 2017,  
the \$350,000,000 – 7 1/2% Debentures due March 15, 2027,  
the \$200,000,000 – 6 3/4% Debentures due December 15, 2027,  
the \$300,000,000 – 6 5/8% Debentures due May 1, 2029,  
the \$400,000,000 – 7% Debentures due February 1, 2031,  
the \$500,000,000 – 5.935% Debentures due October 1, 2032,  
the \$600,000,000 – 5.375% Debentures due September 15, 2035, and  
the \$250,000,000 – 6.95% Debentures due 2097.

**Item 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULES (Continued)**

- (ii) Indenture dated September 20, 2006, between the Company and The Bank of New York Mellon (successor to JPMorgan Chase Bank, N.A.), as Trustee (incorporated by reference to Exhibit 4 to Registration Statement on Form S-3, Registration No. 333-137541), First Supplemental Indenture dated as of June 3, 2008 between the registrant and The Bank of New York Mellon (formerly known as The Bank of New York) (incorporated by reference to Exhibit 4.6 to Form 8-K (File No. 1-44) filed on June 3, 2008), Second Supplemental Indenture, dated as of November 29, 2010 between the registrant and The Bank of New York Mellon (incorporated by reference to Exhibit 4.3 to Form 8-K (File No. 1-44) filed on November 30, 2010), and Third Supplemental Indenture, dated as of April 4, 2011, between the registrant and The Bank of New York Mellon (incorporated by reference to Exhibit 4.4 to Form 8-K (File No. 1-44) filed on April 8, 2011 relating to:
    - the \$500,000,000 – 6.45% Debentures due January 15, 2038,
    - the \$700,000,000 – 5.45% Notes due March 15, 2018,
    - the \$750,000,000 – 4.479% Notes due March 1, 2021,
    - the \$1,000,000,000 – 5.765% Debentures due March 1, 2041, and
    - the \$527,688,000 – 4.535% Debentures due March 26, 2042.
  - (iii) Indenture dated February 22, 2007, between the Company and The Bank of New York Mellon (formerly known as The Bank of New York), as Trustee, including form of 0.875% Convertible Senior Notes due 2014 (incorporated by reference to Exhibit 4.1 to Form 8-K (File No. 1-44) filed on February 22, 2007).
  - (iv) Indenture dated October 16, 2012, between the Company and The Bank of New York Mellon, as Trustee (incorporated by reference to Exhibit 4.1 to Form 8-K (File No. 1-44) filed on October 17, 2012), relating to the \$570,425,000 aggregate principal amount of 4.016% Debentures due April 16, 2043.
  - (v) Copies of constituent instruments defining rights of holders of long-term debt of the Company and Subsidiaries, other than the Indentures specified herein, are not filed herewith, pursuant to Instruction (b) (4)(iii)(A) to Item 601 of Regulation S-K, because the total amount of securities authorized under any such instrument does not exceed 10% of the total assets of the Company and Subsidiaries on a consolidated basis. The Registrant hereby agrees that it will, upon request by the SEC, furnish to the SEC a copy of each such instrument.
- (10) Material Contracts - Copies of the Company's equity compensation plans, deferred compensation plans and agreements with executive officers, pursuant to Instruction (b)(10)(iii)(A) to Item 601 of Regulation S-K, each of which is a management contract or compensation plan or arrangement required to be filed as an exhibit pursuant to Item 15(b) of Form 10-K, are incorporated herein by reference as follows:
- (i) The Archer-Daniels-Midland Company Deferred Compensation Plan for Selected Management Employees I, as amended (incorporated by reference to Exhibit 10(iii) to the Company's Annual Report on Form 10-K for the year ended June 30, 2010 (File No. 1-44)).
  - (ii) The Archer-Daniels-Midland Company Deferred Compensation Plan for Selected Management Employees II, as amended and restated (incorporated by reference to Exhibit 10(ii) to the Company's Annual Report on Form 10-K for the year ended December 31, 2013 (File No. 1-44)).
  - (iii) The Archer-Daniels-Midland Company Supplemental Retirement Plan, as amended (incorporated by reference to Exhibit 10(vi) to the Company's Annual Report on Form 10-K for the year ended June 30, 2010 (File No. 1-44)).
  - (iv) Second Amendment to ADM Supplemental Retirement Plan (incorporated by reference to Exhibit 10.1 to the Company's Quarterly Report on Form 10-Q for the quarter ended December 31, 2010 (File No. 1-44)).

**Item 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULES (Continued)**

- (v) The Archer-Daniels-Midland Company Amended and Restated Stock Unit Plan for Nonemployee Directors, as amended (incorporated by reference to Exhibit 10(vii) to the Company's Annual Report on Form 10-K for the year ended June 30, 2010 (File No. 1-44)).
- (vi) The Archer-Daniels-Midland 2002 Incentive Compensation Plan (incorporated by reference to Exhibit A to the Company's Definitive Proxy Statement filed with the Securities and Exchange Commission on September 25, 2002 (File No. 1-44)).
- (vii) Agreement Regarding Terms of Employment dated April 27, 2006 with Patricia A. Woertz (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K (File No. 1-44) filed on May 1, 2006).
- (viii) The Archer-Daniels-Midland Company 2009 Incentive Compensation Plan (incorporated by reference to Exhibit A to the Company's Definitive Proxy Statement (File No. 1-44) filed on September 25, 2009).
- (ix) Form of Stock Option Agreement for non-NEO employees (U.S.) (incorporated by reference to Exhibit 10(i) to the Company's Quarterly Report on Form 10-Q (File No. 1-44) for the quarter ended March 31, 2013).
- (x) Form of Restricted Stock Unit Award Agreement for non-NEO employees (U.S.) (incorporated by reference to Exhibit 10(ii) to the Company's Quarterly Report on Form 10-Q (File No. 1-44) for the quarter ended March 31, 2013).
- (xi) Form of Stock Option Agreement for NEOs (incorporated by reference to Exhibit 10(iii) to the Company's Quarterly Report on Form 10-Q (File No. 1-44) for the quarter ended March 31, 2013).
- (xii) Form of Restricted Stock Unit Award Agreement for NEOs (incorporated by reference to Exhibit 10(iv) to the Company's Quarterly Report on Form 10-Q (File No. 1-44) for the quarter ended March 31, 2013).
- (xiii) Form of Stock Option Agreement for international employees (incorporated by reference to Exhibit 10(v) to the Company's Quarterly Report on Form 10-Q (File No. 1-44) for the quarter ended March 31, 2013).
- (xiv) Form of Restricted Stock Unit Award Agreement for international employees (incorporated by reference to Exhibit 10(vi) to the Company Quarterly Report on Form 10-Q (File No. 1-44) for the quarter ended March 31, 2013).
- (xv) Form of Performance Share Unit Award Agreement (incorporated by reference to Exhibit 10(vii) to the Company Quarterly Report on Form 10-Q (File No. 1-44) for the quarter ended March 31, 2013).
- (xvi) Form of Performance Share Unit Award Agreement for grant to J. Luciano (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K (File No. 1-44) filed on March 25, 2011).
- (xvii) Form of Performance Share Unit Award Agreement for grant to M. Jansen (incorporated by reference to Exhibit 10(xxvi) to the Company's Transition Report on Form 10-KT (File No. 1-44) for the period ended December 31, 2012).
- (12) Calculation of Ratio of Earnings to Fixed Charges.
- (21) Subsidiaries of the Company.
- (23) Consent of independent registered public accounting firm.
- (24) Powers of attorney.

**Item 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULES (Continued)**

- (31.1) Certification of Chief Executive Officer pursuant to Rule 13a-14(a) and Rule 15d-14(a) of the Securities Exchange Act, as amended.
- (31.2) Certification of Chief Financial Officer pursuant to Rule 13a-14(a) and Rule 15d-14(a) of the Securities Exchange Act, as amended.
- (32.1) Certification of Chief Executive Officer pursuant to 18 U.S.C. 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- (32.2) Certification of Chief Financial Officer pursuant to 18 U.S.C. 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- (101) Interactive Data File.



## SIGNATURES

Pursuant to the requirements of Section 13 of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: February 20, 2015

### ARCHER-DANIELS-MIDLAND COMPANY

By: /s/ D. C. Findlay  
D. C. Findlay  
Senior Vice President, General Counsel  
and Secretary

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below on February 5, 2015, by the following persons on behalf of the Registrant and in the capacities indicated.

/s/ P. A. Woertz  
P. A. Woertz\*,  
Chairman of the Board and Director

/s/ T. K. Crews  
T. K. Crews\*,  
Director

/s/ K. R. Westbrook  
K. R. Westbrook\*,  
Director

/s/ J.R. Luciano  
J.R. Luciano\*,  
Chief Executive Officer, President, and  
Director  
(Principal Executive Officer)

/s/ P. Dufour  
P. Dufour\*,  
Director

/s/ D. C. Findlay  
D. C. Findlay  
Attorney-in-Fact

/s/ R. G. Young  
R. G. Young  
Senior Vice President and  
Chief Financial Officer  
(Principal Financial Officer)

/s/ D. E. Felsing  
D. E. Felsing\*,  
Director

/s/ A. Maciel  
A. Maciel\*,  
Director

/s/ J. P. Stott  
J. P. Stott  
Group Vice President, Finance and  
Corporate Controller  
(Principal Accounting Officer)

/s/ P. J. Moore  
P. J. Moore\*,  
Director

/s/ A. L. Boeckmann  
A. L. Boeckmann\*,  
Director

/s/ T. F. O'Neill  
T. F. O'Neill\*,  
Director

/s/ M. H. Carter  
M. H. Carter\*,  
Director

/s/ F. Sanchez  
F. Sanchez\*,  
Director

/s/ Daniel Shih  
D. Shih\*,  
Director

\*Powers of Attorney authorizing R. G. Young, J. P. Stott, and D. C. Findlay, and each of them, to sign the Form 10-K on behalf of the above-named officers and directors of the Company, copies of which are being filed with the Securities and Exchange Commission.

(This page intentionally left blank)





# Stockholder INFORMATION

## **STOCK EXCHANGES**

Archer Daniels Midland Company common stock is listed and traded on the New York Stock Exchange and the Frankfurt Stock Exchange.  
Ticker Symbol: ADM.

## **TRANSFER AGENT AND REGISTRAR**

Hickory Point Bank and Trust, fsb  
1099 W. Wood St., Suite G  
Decatur, IL 62522  
888.740.5512

## **INDEPENDENT AUDITORS**

Ernst & Young L.L.P., St. Louis, MO

## **SAFE HARBOR STATEMENT**

The annual report contains forward-looking information that is subject to certain risks and uncertainties that could cause actual results to differ materially from those projected, expressed or implied by such forward-looking information. In some cases, you can identify forward-looking statements by our use of words such as "may, will, should, anticipates, believes, expects, plans, future, intends, could, estimate, predict, potential or contingent," the negative of these terms, or other, similar expressions. The Company's actual results could differ materially from those discussed or implied herein. Factors that could cause or contribute to such differences include, but are not limited to, those discussed in the Company's Form 10-K for the fiscal year ended December 31, 2014, and the Company's other reports on file with the SEC. To the extent permitted under applicable law, the Company assumes no obligation to update any forward-looking statements as a result of new information or future events.

## **NOTICE OF ANNUAL MEETING**

The Annual Meeting of Stockholders of the Company will be held at the James R. Randall Research Center located at 1001 Brush College Road in Decatur, IL, on

**Thursday, May 7, 2015,  
commencing at 10:00 a.m.**

Proxies will be requested by Management on or about March 27, 2015, at which time a Proxy Statement and Form of Proxy will be sent to Stockholders.

Copies of the Company's annual report to the Securities and Exchange Commission on Form 10-K will be available to Stockholders without charge upon written request to the Investor Relations Department.

## **MAILING ADDRESS**

Archer Daniels Midland Company  
77 West Wacker Drive, Suite 4600  
Chicago, IL 60601  
U.S.A.

800-637-5843

[www.adm.com](http://www.adm.com)

Archer Daniels Midland Company  
is an equal opportunity employer.